

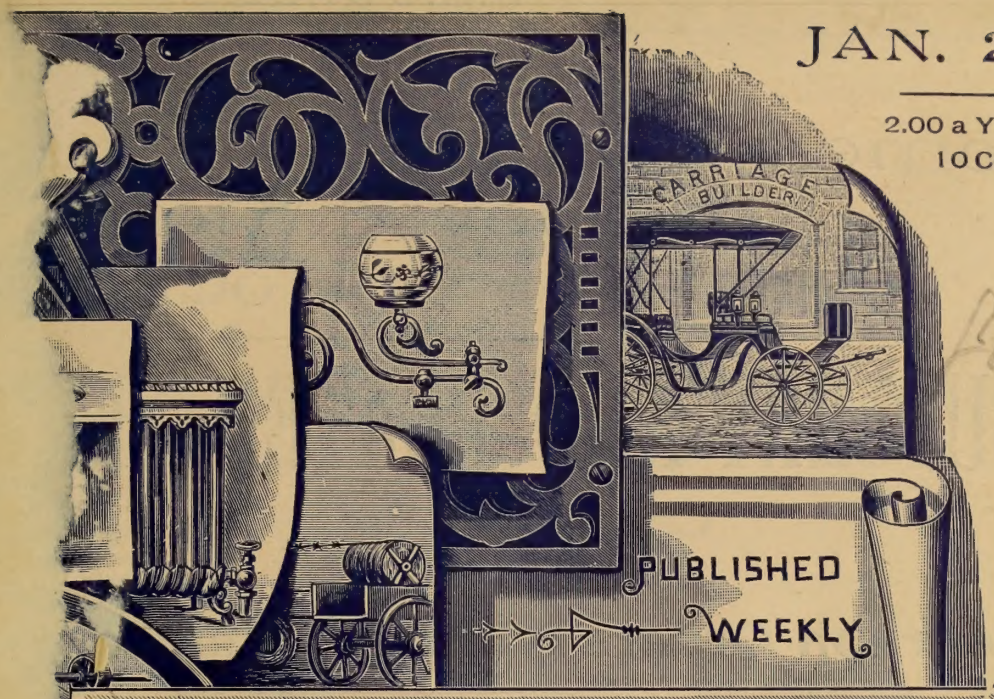
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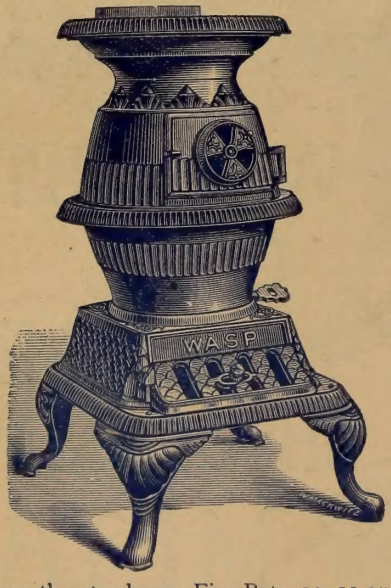
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HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, JANUARY 2, 1892 No. 1

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St. G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building, Roy V. Somerville, Manager.

Old Father Time has punched the last figures on the calendar of 1891, and that season ticket will carry none of us any farther. To-day the sun rises on a new year. May the lease of opportunity which we all renew this day turn out profitably! To all our readers we wish A Happy New Year.

* * * *

We begin with a fair legacy from the old year. In its actual possessions Eighteen Ninety-two gives better earnest at its outset that it will be a prosperous year than many of its predecessors ever gave. No former year ever succeeded in this country to so full a store of natural products as falls to ours. The grain yield of the country has been enormous, and most of it is yet in the hands of the growers. This is not a bad place for it to be, if the grain market develops as it has all along been expected to develop during the winter. It is at all events better that we should be able to turn our eyes hopefully to a large balance from the crop of the old year than be obliged to turn our eyes wistfully towards the crop of the new year. The actual is always better than the possible. As a consequence of our large fruit crop we have been able to do already a larger export business in apples than we have done for several years past, and we are but midway in the season of the outside demand. Last summer and early fall our butter shipments were surprisingly large, there is reason to believe that English consumers are recovering confidence in our butter, prices have been steadily on the side of fair value, and we turn the year with none of that huge accumulation that has heretofore been a familiar resource of the domestic market at Christmas. Our cheese holds its own abroad, the full season's make is out of the hands of the manufacturers, and prices are good. With the exception of a dull spell in the summer, eggs had a good year of it during 1891, despite the fact that that year was the first one throughout which we shipped to the British market. We have clearly lost nothing for our eggs as a result of the compulsion the McKinley Act placed us under to abandon the United States market. The tariff protection afforded to hog-raising, while it has led to an increase in in the number of hogs fed—the number raised in 1891 exceeding that of 1890 by about one-sixth of the latter—has been prevented from giving undue benefit to a few packers by the increase it has caused in the number of persons who are in that industry. The benefit has accrued mainly to the producer, and therefore acts upon trade very directly. The action of several European countries—Germany, Austria, Italy, and in a less degree France—in removing the prohibition upon United States pork has reduced the strain of United States competition upon this market. The increased duty which the McKinley Act placed on wool has had a depressing effect upon this product. But, taken all in all, the basis of trade is far more substantial and the atmosphere of business more bracing than it was this time last year.

* * *

Industrially there has been perhaps no very appreciable advance, if any. But the crops of 1891 have scarcely begun to tell yet upon the output of our manufactories and upon the volume of money the wage-earning class keep afloat in trade. The first of January is an arbitrary breaking, point in the trade year. Speaking roughly, the motive power of whatever trade is transacted lies on one side of that date, and the trade itself on the other. There have been no strikes, at all events, and this is an evidence of content among the working classes that points to fairly satisfactory conditions of employment. Labor generally commanded good pay, and even at the dullest period hands were scarce for harvest work.

* * *

The political events and tendencies of the year that have had a marked bearing upon trade have not been as numerous as they have been important. The agitation of a plan for facilitating trade among all parts of the British Empire has roused considerable interest in this country, and is meeting with more encouragement in England since the conclusion of the great Zollverein of Central Europe, which, along with the McKinley Act, must have the effect of narrowing Britain's markets and probably tend to increase trade relations among the parts of the Empire. Pointing in the direction of the latter object is the request made by the Canadian Parliament at its last session, that the Imperial Government do not embody the most favored nation clause in the renewals of existing commercial treaties with certain European countries. Overtures have also been made from this side for the establishment of a measure of trade reciprocity between Canada and the United States, but no progress has been made. The last important event in commercial politics has been the disagreement with Newfoundland, the Government of that colony provoking this country to retaliate by imposing a duty on Newfoundland fish, which course was followed by a reprisal in the form of a heavy increase of duty upon Canadian flour and certain other products imported into Newfoundland.

NOW FOR THE INVENTORY.

Usage has fixed the first of the year as the time for traders to take the value of all the assets they have in their business. It would seem to correspond better with the course of nature if the beginning of a new trade year, instead of a new calendar year, were chosen as the time for stock-taking, as the trade year is marked out by the coming in of the staple crops of the country and by the more or less complete exhaustion of old year natural products. Just with the country's last instalment of resources, it seems fitting that the trader should begin afresh and take

due note of what he has to begin with. But a more important thing than agreement with nature is agreement among the trade upon the matter, as it is desirable that the merchants of the country should conform to a common usage in respect to the time for stock-taking. This they do, and that is the main thing. It is possible that every trader is now so far abreast of the times as to be in the yearly habit of taking an inventory of all his mercantile belongings. If there are some who do not observe this salutary and necessary custom, it is time they got about it. The man who does not take stock must grope his way. He cannot properly direct his business. A veil of ignorance covers a multitude of dangers if the trader does not clearly inform himself as to his position once a year. There are some people superstitious enough to believe in going it blind. They go on buying and selling, they spend money freely upon the necessaries and the extras of life, and the business stands it. Their fortune works itself out in the dark, and they are happy in their ignorance of how they escape pitfalls. The thing usually ends badly, and is certainly not to be trusted. Good, plain old-fashioned thrift, no matter how much discounted by some people who have realized sudden success, is the very best principle a man can have at work in his affairs. If he has not this his business is apt to go to pieces in the long run. A spur to the exercise of thrift is a knowledge of one's weakness. That can be got only by taking an inventory at least once a year. Then the trader can see if last year's profits, business methods, concession of credit, standard of living, etc., can be maintained for another year, or if any or all need to be modified. The inventory is full of lessons for the trader, and is a most conservative influence in business. The man is at a disadvantage who begins the year without its wholesome enlightenment. The inventory includes not only stock-taking but a summary of the results of the year's business. In the January review of his position the trader ought to bring out clearly how much he started the year with (i. e., the result of last year's stock taking), and the quantity of stock bought during the year closed ; against this should be the total sales of the year, and the value of the stock entered in the sheets now being made up. The difference will be the gross profit on the year's business,and against this are to be set the year's expenses—as bad debts, interest, freight, advertising, salaries, postage, etc.—and the difference will be the net profit or loss. To get at the desired information as to the issue of the year's business the books should be in first-rate shape, as the stock should be well-disposed for the purposes of stock-taking. If the trader finds that the sales of the last six months do not total up as much as those of the last half of 1890 or any average year, he should not be disheartened. He has probably sold more stock, but he should remember that the great staple, sugar, went down in price at the beginning of the half year as a consequence of the removal of the duty. Instead $18 to $21 per barrel, sugar has sold at $12 to $15 per barrel.

Preparations for taking stock ought to precede the work itself. The goods should be grouped so as to facilitate entering. One man should do the entering on an improvised pad of heavy, properly ruled paper tacked to a board back, and as each sheet is filled with entries it may be detached and passed to somebody else for pricing, extending and adding. The contents of the stock sheets should be arranged under headings to indicate the locality where the goods are kept, as Left Shelving, Cellar, etc. A plan of operations ought to be sketched out at the beginning to introduce order into the work. There will be a good deal of more or less shopworn, damaged, or superannuated stock discovered. This should be thrown together and put aside by itself as a bargain stock to bring out in dull times or catch a purchaser who wants abnormally easy prices. Notes should be made, not upon the inventory but in a book kept for entering Wants, etc, if any shortages are revealed in the stock-taking. Goods have to be on sale all the time the entering is going on. If sales are made from goods already entered, alterations should not be made in the figures upon the sheets, but the value to be deducted with a minus sign before it should be entered in the margin beside the entry for such goods. Errors should be corrected in the same way, placing the plus sign before amounts to be added. The total result of such additions and subtractions should be collected at the end and added to or subtracted from, as required, the aggregate of the stock-taking. Five per cent should be deducted from the total result of the sheets for shrinkage or other losing factor.

INSOLVENCY JURISDICTION.

In discussing legislation affecting matters in insolvency, we have advanced the opinion that such legislation was the exclusive prerogative of the Parliament of the Dominion of Canada, and that the provincial legislatures were exceeding their jurisdiction in dealing with it. If we refer to the question once again, it is to draw attention to the opinions of the judges of the Supreme Court expressed in regard to the subject in an appeal which came before them on Saturday last. The case of Gibbons vs MacDonald, which was an appeal from a judgment of the Court of Appeals at Toronto, was under argument and raised a question of insolvency under the Ontario Act. One of the points at issue involved the meaning to be attached to the word "pressure." Mr. Justice Gwynne remarked that such cases should not come before the Supreme Court, but that an Insolvency Act should be passed by the Dominion Parliament. Later on, Mr. Justice Strong raised the constitutional question and intimated that the point at issue involved the constitutionality of the Ontario Insolvent Act, expressing it as his opinion that it would be better not to proceed any further until both Sir John Thompson and Mr. Mowat were notified of what was being done. Counsel for the parties objected that such a course would be most unfair to the parties in the case, as it would involve the laying over of the whole matter until next term. The judges took counsel together, and then the Chief Justice, Sir William Ritchie, announced that as the case before them did not come under the Ontario Act as amended at the last session of the legislature, the Court would proceed with the hearing so far as could be done without touching upon the constitutional point, but that in any future case under the amended Act which should be brought before the Supreme Court, the Attorney-General of the Dominion and of Ontario would have to be made parties to the cause, in order that the question of the jurisdiction of the province to legislate upon insolvency matters might be set at rest. We have in the foregoing an expression of doubt on the part of the judges of the Supreme Court as to the constitutionality of insolvency legislation by the provinces, and we trust that this suggestion will have the effect of leading to action on the part of the Dominion Government. It is difficult to understand the unwillingness of the law officers of the Dominion to deal with a question involving such important interests as those arising out of the question of insolvency. The British North America Act, which is Canada's written constitution, gives exclusive jurisdiction in matters of insolvency and bankruptcy to the Parliament of the Dominion. That Parliament has already recognised its rights by passing an act respecting insolvent banks, insurance companies, loan companies, building societies and trading corporations, known as "The Winding-Up Act." What it has done for these corporations it has the power to do for firms and individuals. The constitutionality of the Winding-Up Act has never been questioned, and is not likely to be; but even if it were, the objections would not be maintained. Under these circumstances we trust that the next session of Parliament will have the credit of enacting a measure which will have the effect of doing away with the incongruities, contrarieties and imperfections which are so glaring in the provincial enactments on the subject.—The Shareholder.

ANSWERS TO CORRESPONDENTS.

S. M. C. writes : Would you kindly inform us through your paper, the HARDWARE, where we can get zinc wire ? If you do not know possibly some of your readers may.

[We have made inquiry but are unable to find any in wholesale hardware stocks. The manufacturing jewellers, probably, carry it. If any of our readers can give the desired information, they will oblige by forwarding it. —ED.]

THE MERCHANT'S IDEAL.

"An ideal, far in advance of practicability though it may be, is always needful for right guidance." These are the words of one of England's philosophers, and there is no valid reason why even a philosopher's wisdom may not be turned to account by the practical man of business. Unless a business man sets a goal, he will not know how nor where to direct his course. The merchant should have his ideal in business as much as a poet, a painter, or a philosopher in their respective vocations.

To take a walk down the business street of any town is to find that different merchants have different ideals. Some show extreme care of outward appearances. A prominent, attractive sign, a neatly painted front, a well-dressed window, a well-arranged out-door display—these are the signs by which the passer-by may judge of the merchant's ideal. A dingy front and a poor, weather-worn display will not attract customers nor increase a merchant's reputation. It may save trouble and expense, but a dollar saved in this way is not a dollar earned. Then, when the interior of a store shows careful planning and artistic execution, it may be certain that the merchant or his head clerk has an ideal,and that a high one.

Every merchant should aim to have his store the best of its kind in the town. His capital may be smaller than that of his competitor, but he must use it to the greatest possible advantage, making up for this disadvantage by extra careful management. His store may not be the largest, but the largest knife will not always do the most cutting. The way in which space is utilized in a store overcomes difficulties as to lack of space. The situation may not be the most convenient for his business but he must make up for this by increased attractiveness. His clerks should be the best procurable. Do not keep a poor clerk from a mere desire to avoid the trouble of filling his place. A merchant must also have his ideal as to how his customers should be treated, how their orders should be executed, how their wishes should be gratified, and how their custom should be retained. He should know how a good business should be managed, financially and otherwise, and to find out this he must profit by the experience of others, which he should be always seeking to discover, and by his own experience. The wide awake merchant must be always learning from contact with others who have had the experience he is trying to gain.

To accomplish all this, he should set a high ideal before him and daily try to attain that high standard. The higher the standard, the greater the attempts to attain it. He must be enthusiastic in his business, and his whole energy must bend towards the making this business a successful one. Mediocrity is to be shunned. Aim high and gain the height, or at least come so near it that you may have the satisfaction of looking down the rugged road and of feeling that you have traversed a goodly distance.

THE VICTIMS OF THE PATRONS.

Mr. R. J. McLoughlin, Wallaceburg, Ont., writes a letter which we print on another page, with every expectation that it will do good wherever it is read. There has been a great deal of clamor about the campaign the Patrons are carrying on against independent traders. The formation of every new lodge is hailed with an uproar of rejoicing that swells from one side of the province to the other; the local press starts the cry, and the metropolitan papers re-echo it, until the public begin to think that the Patrons are carrying everything before them. From the assailed trade, on the other hand, there is only now and then an audible murmur, and this silence tends to confirm onlookers in the opinion the fuss of the Patrons is calculated to scatter abroad, that the latter are having it all their own way. The trade ought to be, if not equally vociferous, at all events equally prominent in the struggle, and then no credit would be given to the Patrons for their superior aggressiveness. Such facts as Mr. McLoughlin brings before the attention of his fellow-traders are never mentioned by the Patrons. If they are not made conspicuous by the trade, they will never leak out to forewarn and encourage men who have yet to face the temptation or the co-ercion of Patron agents. To check this movement it is the duty of all who know anything of the association to put it at the service of their fellow-merchants. Our colums are open.

The movement is not to be dreaded for its permanency — for that is a property that is not inherent in it and that cannot be accidental to it—but for its disastrous effects upon trade while it exists. Its track will be marked by more sepulchres of ruined businesses before those are through with it who have foolishly embraced it. A Patron store is the tomb, not the nursery, of business, and the sad epitaph on the three stores whose former owners have been obliged to give up the struggle in Wallaceburg will be the death sentence of the Patrons throughout this country in a very short time. But one short year sufficed to hurry into hopeless insolvency two men whose reputed business sagacity led to their appointment to the chief offices in a local business men's association. This ought to be instructive and admonitory reading for some weak-kneed traders, who are wavering towards the side of the Patrons. Mr. McLoughlin's clearly-worded, well-written letter ought to be pondered by every one in the trade.

SOUND ADVICE.

In the American Cultivator of the 19th inst. the following sterling advice to farmers appears:

"The advice not to get trusted, and to buy only what you have money to pay for immediately, is for most of the year much easier to give than to act upon. A large proportion of American farmers begin and work through life with too little capital. They buy too much land in the first place, and to make this land productive are obliged to borrow money to stock and work it. Even then they usually borrow less than profitable management of the land requires. The result is a multitude of petty debts that harass worse than large debts, are more often the subject of disagreements, and prevent farmers from one year's end to another from knowing exactly how they stand financially. No good business man will allow himself to remain long in such financial condition as this. He will pay off the numerous small debts, even if he has to borrow the money in a lump to do so. At this season of the year, and through the winter, money is more plentiful with farmers than at other times. It ought to be possible for most of them to hold in reserve money sufficient to pay cash for all they need to buy. They will probably buy rather less paying cash than if they received credit. What they buy for cash will be at a large reduction, more than enough in most cases to leave a good profit after deducting legal interest on borrowed money."

If to the foregoing had been added the injunction to practice rigid economy until the burden of debt has disappeared, the paragraphs would have deserved a place in every farmer's scrap-book or a frame upon his living-room wall. As it is, it merits the highest praise, and the lesson it teaches might be learned by many merchants to their great pecuniary advantage, not to mention the freedom from the mental strain and the annoyances produced by a number of petty debts.

Too many of the farmers' organs seldom refer to the farmers' indebtedness except when in need for a text for articles denouncing the "middleman" and the "bloated" mortgage holder. How much wiser is the policy of the Cultivator, which offers valuable suggestions instead of indulging in diatribes against perfectly innocent people, and advocating the formation of Alliance exchanges and other schemes for the extermination of the middleman. With the exception of wage-earners who are paid at intervals of a fortnight or more, and of farmers who seem to be, as a rule, destitute of cash except immediately after harvest, the people who actually need credit from retail merchants are not numerous, and if with the passage and enforcement of a weekly payment law, and the acquirement of businesslike and thrifty habits by the farmers, the necessity for granting credit to those two classes could be obviated, a general system of strictly cash dealing could be established, to the betterment of every branch of trade, and an improvement of the purchasing power or the condition of consumers, owing to the lower prices at which cash sales can be made.—Merchants' Review.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Window Glass

FOR IMPORT.

"BUGLE BRAND." **GET OUR PRICES.**

TRADE CHAT

A blacksmith's tools of the present day are almost identical with those used in the same trade over 300 years ago.

J. H. O'Loane, hardware merchant, Ridgetown, was married last week to Miss Olive Wilson, daughter of David Wilson, Creek Road, Chatham.

The Canada Paint Company, with a capital of $25,000, headquarters Montreal, will seek incorporation next session. W. H. Howland & Bell, of Guelph, are among the applicants.

Mr. J. E. Whiting, of Montrose, Pa., informs us that he has started a branch factory in Toronto for the purpose of manufacturing his celebrated saw-set and gauge on this side of the duty line.

A first-class, experienced city traveller is wanted to do local work for a leading wholesale hardware house. References to accompany application, which is to be addressed C. J., Office of HARDWARE, 6 Wellington street west, Toronto.

Thos. Davidson & Co. have discontinued carrying a stock at Toronto, and will now ship goods direct from Montreal. The same travellers will solicit orders as heretofore. A sample room has been opened by the firm at 54 Wellington street east.

A really good thing has been lately introduced by the Enterprise Manf'g Co., of Philadelphia, which consists of a simple attachment for their meat cutters, by means of which a person is enabled to have a cutter and stuffer combined.

Mr. G. L. Whitney, Woodstock, reports a good trade in stoves the past season, and his tin work has been exceptionally good. On January 1st his brother, C. M. Whitney, entered into partnership with him, he having sold out a business in the same line at Seaforth, Ont. With this consolidation the firm will be strengthened and their steadily increasing business will be given a new impetus, which the growing enterprise of Woodstock requires.

A long-felt want has been supplied by W. Robertson & Co., of Hamilton, who have succeeded in placing on the market a patent leather chisel handle, which is made from choice sole leather, supported with steel rods, two of which run through the firmer and one through the socket handle.

James Hutton & Co., Montreal and Toronto, represented in this city by A. H. Symonds, have added another house to the list of manufacturers for whom they are agents in this country. They have been appointed sole agents for Parker & Co., Ltd., lead smelters, London, Liverpool, Chester and Bagilt. This is one of the best known firms of lead smelters in England. Messrs. Hutton & Co. desire it to be understood that their services are always at the disposal of their friends to obtain for them cable quotations, either f. o. b. English ports, or c. i. f. Canada.

LARGEST COPPER MINE IN THE WORLD.

The Calumet and Hecla is a mysterious corporation. Owning the greatest mining plant in the world, and spending money lavishly in experiments, improvements, and machinery, the company allows none but its own employes under ground, and guards its affairs with a jealousy that piques curiosity. The company owns thousands of acres of land, from which it takes the wood —considerably over 100 cords a day—which in summer feeds its extensive battery of boilers, coal being used only in winter. No lands are sold, but the employes of the company lease the surface rights of their lots, and can sell out to the company at a fair valuation of improvements and lease. The company has built an enormous schoolhouse, and the towns of Calumet and Red Jacket enjoy a good degree of civilization. The very large number of educated men employed in the various mines makes an excellent society, which has close connections with New York and Boston, where the mines have their financial headquarters. On pay day the various mines disburse in cash $290,000—an enormous amount of money to flow into the little towns about Portage Lake. At the present rate of output, President Agassiz reports, there is work in sight for many years to come. The company is increasing its capacity so as to about double its present output, or to work out the ore in sight in about thirty-five years.

The machinery of the Red Jacket shaft, now being put in place, will cost the company $1,500,000. Like all the other machinery operated by the Calumet and Hecla, it is built to stand for ages. The engine in the central house has a greater power than the two Corliss engines which were the wonder of the Centennial. From a depth of 4,200 feet it hauls trains of ore and dumps them on cars to be taken to the mills where the ore is crushed, and the rock portions are washed away until copper as fine as flour is deposited on the washing tables. A new pumping engine, with a capacity of 50,000,000 gallons a day, has just been put in place, and after the water has been used it is elevated by a wheel having a diameter of 52 feet, and is allowed to flow off into Lake Linden. Six days in the week, and twenty-four hours in the day, the operations of this great mine are carried on. There is no ascertained depths at which the veins of copper stop. Running from the surface down a gradual incline, the copper-bearing rocks extend an unknown depth into the earth. The Calumet and Hecla has ten shafts, which begin at the surface and extend some of them to a depth of four-fifths of a mile. The Tamarack Mine, sinking a perpendicular shaft, srruck copper at a depth of over 2,000 feet. If a third shaft still further from the outcrop should be sunk it would have to be put down a proportional distance further before copper would be reached.

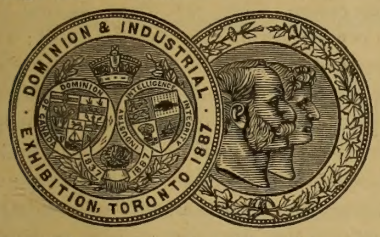
Copper is shipped in rounds, in bars about 5 feet long, and in small ingots. The value of the annual product of the Calumet and Hecla Mine is said to be about $8,000,000, of which at least $3,000,000 is clear profit. These figures are guesswork, but they are probably within bounds.—Industrial World.

Toronto Plate Glass Importing Co'y

GLASS IMPORTERS,

BEVELLERS AND MIRROR MANUFACTURERS.

Highest Award, Toronto, '87.



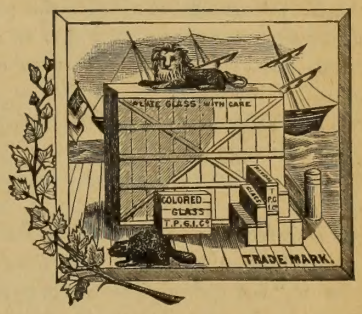
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WRITE US FOR

"Pilkington Bros."

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WINDOW GLASS.

To import

4th and 3rds qualities

16 oz., 21oz., and 26 oz.

In 100 and 200 feet boxes.

Place your orders with us (while prices are reascnable) for next spring and summer deliveries.

BRITISH SHEET GLASS
P.B.

PICTURE GLASS.

Specially light in color, superior in quality to any other and is quite flat.

To import or from Stock, 4ths and 3rds qualities, 16 oz. and 21 oz. thick.

In 100 and 200 feet boxes.

The above words and brand are on every box of Window Glass made by them. None is genuine without this Trade Mark. We warn our friends and others against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT. It is freer from streaks, scratches and blisters, and also is perfectly flat.

Satisfy yourself by ordering one box as sample. Address—

55 and 57 Victoria Street, Toronto.

Telephone 1519. Cable Address, "Plate"



THE DECAY OF PATRON STORES.

WALLACEBURG, Ont., Dec. 22, 1891.

Editor of HARDWARE :

SIR,—From perusal of Mr. Weismiller's letter in a recent issue of HARDWARE, I am led to give you, for the benefit of the trade generally, a short history of that very ephemeral organization known to fame as "The Patrons of Industry." As I will give nothing but facts, I must perforce detail only what has come under my own observation here. About one year ago the pestiferous thing first made its appearance in the townships adjacent and tributary to our town. This section was, I believe, one of the earliest visited by the "organizers," who hailed from Michigan, only a few miles distant from us. You will probably remember that I wrote a short letter to HARDWARE at that time under the nom de plume of "Merchant," counselling united and determined opposition to "the Patrons" on the part of all merchants. In that letter I also stated that the only two merchants in our town who could be found to take up the Patrons were the President and Vice-President of a so-called Business Men's Association which had been organized here a short time previous.

Only one little year since these events occurred, and what do we find now? The aforesaid president and vice-president both failed and out of business, as well as a third foolish merchant who listened to the voice of the charmer and marred a hitherto unsullied business record by pandering to the selfishness of the Patrons of Industry. With these three victims lying hors de combat, and fortunately no others being available to take their places, the Patrons have come to an abrupt and inglorious ending here. Almost daily we are informed of lodges that have been broken up and scattered. In fact it has been a complete rout of horse, foot and artillery.

Now why could not this have been accomplished one year ago? Why could not the "Patrons" have received their death blow then, instead of having been permitted to gratify their inordinate selfishness for a twelve-month to the utter ruin of three of our business men? Simply because there was not unanimity in opposing them. Had all the merchants refused to sell them goods at 12½ per cent. advance on invoice price (which any sensible man knows is selling at a loss), I have no doubt the three insolvent ones referred to would be still in business, and every one else engaged in trade in our town much better off to-day.

In recounting the somewhat short-lived career of Patron-ism here, believe me, Mr. Editor, I am actuated only by motives of true devotion to the best interests of Canadian merchants, in whose ranks I have stood for a good many years, and to whose welfare I, long since, became sincerely attached, during a very pleasant part of my life spent amongst them on the road as "A Knight of the Grip." I remain, very sincerely, etc.,

R. J. MCLOUGHLIN.

MY LATE PARTNER.

The selection of my late partner was the result of mature deliberation on my part, and all the resources at my command were called into play to thoroughly investigate his character. All I could learn of him, together with surface indications, led me to believe that he was honest and honorable. I accepted his statement that he desired to engage in the retail hardware business. After several years' experience in this line I had accumulated sufficient capital to start half a store, hence my need of a partner. A mutual friend suggested our names to each other, and the matter of joining forces was taken under advisement. My proposed partner was head bookkeeper in a wholesale house, which was loth to give him up. After taking the precautions referred to, it took but a short time to arrange the preliminaries and to decide upon a location. He was not an entire stranger to me, as we had had a bowing acquaintance for some time, and I had also met him in a social way. He was one of those exceedingly genial fellows in whose presence one feels good natured and perfectly at ease; one that readily makes friends. To correct any false impression as to the lack of respect I entertain for those who have departed this life, or that it is my desire to knowingly cast any reflections on such, I wish to emphatically state that my late partner is not dead, but that he is appropriately spoken of as late because of his habitual lack of punctuality. Being desirous of keeping expenses at as low a figure as possible we decided not to employ clerks, but to do the work entirely ourselves. The division of labor naturally adjusted itself, he keeping the books and I doing the buying. We were, of course, both to interest ourselves in selling goods, sweeping the store, cleaning lamps, washing windows, and all such necessary duties as fall to the lot of those who are entirely independent of help. We were fortunate in creating a favorable impression in our new home, and our business proved all that could be expected for beginners. I did not fail to recognize the good qualities of my partner upon closer acquaintance, as they stood out the more clearly against the background of his defects. I may have been somewhat critical, but as his shortcomings affected me directly and personally, I could not be otherwise. He found it convenient to get to business in the morning after I had swept, put out the show goods and cleaned up generally. He was tardy in getting back from dinner and supper; and many times a day he would run out just for a minute, and return in an hour. I expostulated with him after I became convinced that his actions were premeditated, when he laughingly promised to reform. I felt considerable hesitation in taking him to task, as we had an equal monied interest in the business, and should have been equally interested in other rerpects. He proved to be an excellent salesman, social and obliging, but he never developed any aptitude for putting away goods. In fact, I could always tell what goods he had shown during my absence at meals by the accumulation of stock on the counters. When asked to assist in straightening up, he would betake himself to the books, or to brushing goods, seeming to find much amusement and pleasure in the latter. I should not have been surprised to have found the polish all wiped off the blades of the pocket knives, so industriously did he employ himself in this direction. I always found him ready to lead the procession when any show was to be made, myself coming in for the work; he also preferred to sell a paper of tacks and let me cut a bar of iron for a blacksmith; in fact, I found in the course of time that he had numberless pleasant little ways of making himself disagreeable. Another point which was a constant source of solicitude on my part was the persistent manner in which he gave credit indiscriminately. His genial disposition, upon which I had counted so much, seemed to totally incapacitate him for refusing a request to "just charge this," even when he knew that the party was utterly unworthy of credit. When spoken to about the matter, he acknowledged that this policy would end in numerous bad accounts, but excused himself on the ground that he found it so hard to say no. He proved to be a better servant than master, for though considered an excellent bookkeeper in the position he had held, his posting was never up to date and we were obliged to look over the books whenever a customer called to pay his account. It is said one must travel with a person to know them, but I found that business association answered the same purpose. The climax was reached, during his protracted absence from the store on account of sickness, when it became necessary for me to bring the books up to date. The condition in which I found them, and the manner in which they had been kept, caused me to believe that his design was to keep me in ignorance of the condition of our business. I was strengthened in this belief, because after he had figured up the inventory a short time before, he was unable to find that any money had been made on the year's business. I felt almost confident at the time, from the amount of business we had been doing, that such was not the case; now I was certain of it. Upon his recovery and return to the store I accused him of deception, and rather than have any further disclosures made he agreed to withdraw from the firm, upon terms dictated by myself. I hardly need add that this ended my experience with partners; but I often wonder if other people who are apparently serene find their partners more congenial than mine proved to be.—M. I. Shadow in Iron Age.



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Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

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Patent Automatic Knife

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Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

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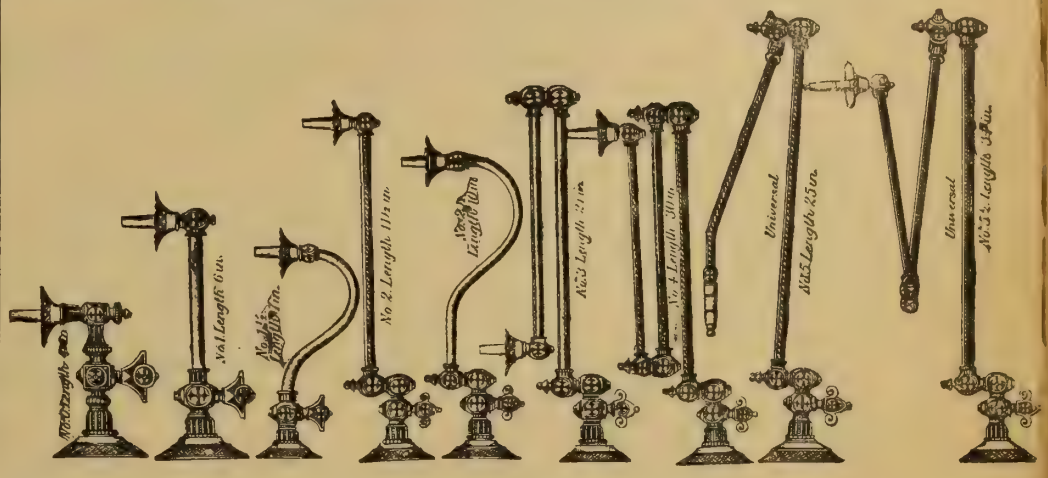
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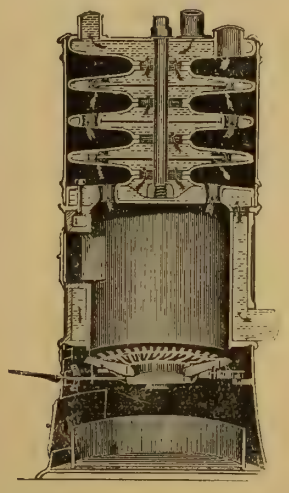
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HOT WATER BOILER
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H. D. SIMMONS,
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Write for Catalogue. We guarantee the quality of all our Wires.

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PROGRESS OF THE BICYCLE.

To people who follow the developements of the trade and pastime, and observe the class of men and houses gradually becoming interested, the fact must be apparant that makers of and dealers in other forms of vehicles are at last putting aside their prejudices and becoming more favorably impressed with the bicycle year by year. It would hardly have been possible, a few years ago, to convince them that the bicycle would soon take its place among the generally used modes of conveyance. Now, many of them, who have taken the trouble to watch its progress, admit its usefulness and have become satisfied that it is not, as they supposed, a toy to be used a season or two and then thrown aside. The result is that in 1892 a number of large houses, who have for years been selling carriages, will be in a position to offer their customers bicycles as well. There is every reason why this should be so. There is no reason surely, why, if a person desires a vehicle, he should be required to purchase a horse into the bargain. If the customer is able-bodied enough to use his own sturdy limbs instead of a horse's; if he desired to devote to other purposes the money he has been forced previously to spend for horses, stable rent, coachman, feed, etc., why not let him do so? If he takes it into his head to do these things, the chances are in favor of his doing it anyway, and he is a wise tradesman who, under the circumstances, is able to sell him something he wants instead of losing his patronage altogether. Laborers in the cause of cycling have reason to be pleased at the turn affairs have taken. They have labored long and pluckily, sometimes by force and sometimes by argument, to obtain that recognition of the bicycle as a practical road vehicle which is its due. It was first so recognized by the courts when almost every carriage maker, owner and driver regarded it as a nuisance, to be driven from the streets as quickly as possible. The recognition has been spreading ever since. The military authorities of nearly all civilized nations have adopted it, and at last the very men who, but a few years ago, regarded it with angry expressions, deem it worthy of a place alongside their slower and more expensive equipages. A few dealers, who, either by good fortune or superior business tact, entered the field in years gone by, have reaped an ample reward. In nearly all such cases the houses are now in the enjoyment of lucrative business. It is not the dealers alone, however, who are to be congratulated on this awakening, for if the present inclination continues, it must result beneficially to manufacturers, importers, and the trade generally, and enable them to more easily dispose of the great stock of wheels which the croakers declare will overstock the market. Buggies, carriages, etc., find their way into thousands of places where the bicycle has not yet been introduced. They are handled by houses, which, if it became the fashion, could do much for the sale of cycles—by houses which have other thriving branches and could afford to handle wheels, where a man, depending solely on his bicycles, wouldn't get even a square meal on Thanksgiving day. It is a case for congratulations all around. Let us therefore continue the good work and encourage the present movement in every way in our power.—The Referee.

GOSSIP ABOUT NAILS AND BAR IRON.

(From Our Regular Correspondent.)

MONTREAL, Dec. 30, 1891.

The recent decision of the nail manufacturers to sell nails only on a basis of $2.10, and the statement that the price would hold only until the first of the new year, the inference being an advance after that, is an interesting topic with the trade in Montreal during the dulness of the holiday season. No one expresses any decided opinion on the change, but the general impression seems to be that prices have been cut down ruinously low, and that even at the advanced rates makers will not have very much of a margin to work on. Buyers, though, do not appear to be at all anxious about the advance, and are no doubt depending as usual upon some of the jobbers offering inducements when the movement of business commences. The question arises, however, will they be able to do so? Opinions differ as to the stocks in second hand; some claiming they are large and others the reverse; that the movement from makers' hands this fall has been much restricted. This may be true in part, for buyers knowing of the cutting probably bought at their own sweet will, but the very fact of low values must in itself have induced business to an appreciable extent. Therefore the assumption that there is a considerable quantity of nails distributed throughout the country in retailers' hands seems natural.

One point is certain, though: Jobbers may cut prices, but it is extremely unlikely that they will be able to lay in fresh supplies from makers at an equivalent figure. HARDWARE last week referred to tangible agreements. Well, the agreements are quite tangible, being nothing less than a bond of $5,000 under which each maker binds himself to observe the agreement or lose the sum mentioned. It is unlikely that any of them will consent to do this. But the agreement does not cover nails only, for bar iron comes under it also. All of the nail makers are manufacturers of bar iron as well, and they jointly agree under the above regulation to observe the uniform price of $2 for bar iron, the penalty for nails covering bar as well.

It would seem from all this as though the makers—as we stated in our last—were thoroughly tired of cut-throat work, and have decided to try and even-up matters. What the result will be remains for the future to decide.

SITUATION WANTED.

THOROUGHLY POSTED HARDWARE MAN wants situation as traveller or in wholesale or retail store capable of buying, or take charge of books, etc Address
—4 W. H. MONCUT, Box 136, Exeter, Ont.

BUSINESS CHANCES.

FILE BUSINESS CHEAP—SEVEN HUNDRED dollars will purchase all the plant, a large quantity of unfinished stock, office and store outfit; good-will thrown in; present owner not understanding the business. Files, 150 Front street east. Also a lot of new files for sale cheap

HARDWARE BUSINESS FOR SALE IN TORONTO, 4 years established, first class location, stock in good order, and consisting of Builder's Hardware, Mechanics' Tools, Cutlery, Paints, Oils, Glass, etc. A business of $15,000 a year being done. Stock about $4,000. No fixture to buy, no book debts, no liabilities to assume. Present proprietor going into wholesale. For further particulars apply to "Seller" care of HARDWARE. tf

FOR SALE IN PETERBOROUGH, ONT.

WHOLE OR HALF INTEREST IN A STOVE, Tin and House furnishing hardware business, with general jobbing shop, plumbing, gas fitting, roofing, furnace work, etc. Well-established trade, desirable location and attractive premises. Stock and tools $7,500, annual business, $20,000. Sole reason for change is want of capital to profitably conduct and develop business. For particulars address box 227, Peterborough, Ont

Established 1864.

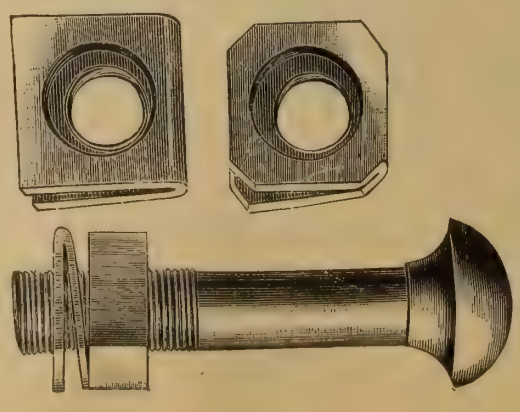
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THE THOMAS NUT LOCK.

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

Business Changes

SALES MADE OR PENDING.

The stock in the estate of W. R. Hancock, furniture and stove dealer, Toronto, is sold. ad partner

Towle & Michaud, manufacturers of paints, Montreal, have dissolved, J. Towle continuing under the style of J. Towle & Company.

Mr. G. W. Mahon, general merchant, Egbert, Ont., offers his stock for sale and his store with dwelling attached for rent. Mr. Mahon thinks of going to Manitoba. Anybody who wants to invest in a well-established country business should communicate with Mahon.

PARTNERSHIPS FORMED AND DISSOLVED.

Pelletier & Morency, general merchants, Quebec, have dissolved.

Jackson & Collinge, general merchants, Melita, Man., have dissolved, Mr. Jackson continuing.

D. A. McLeod and John C. McLeod, River Inhabitants, Que., have formed a co-partnership as general merchants under the style John McLeod & Son.

Alphonse Bertrand and Patrick Lynott have formed a co-partnership as general merchants in Edmunston, N.B., under the style Alphonse Bertrand & Co.

REMOVALS AND DEATHS.

C. A. Harmon, of C. A. Harmon & Co, general merchants, Peel, N.B., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Charles E. Johnson, general merchant, Warwick, Que., has assigned.

W. E. Foreham & Co., general merchants, Acadia Mines, N.S., has assigned.

Mrs. Margaret Kerrighan, general merchant, Grand Falls, N.B., has sold out.

Chisholm Bros., furniture and stove dealers, New Glasgow, Que., have assigned.

E. Gale, general merchant, Glen Meyer, Ont., has assigned to W. A. Dowler, Tilsonburg.

T. A. Gauvreau & Co., manufacturers of cement, Quebec, have been called upon to assign.

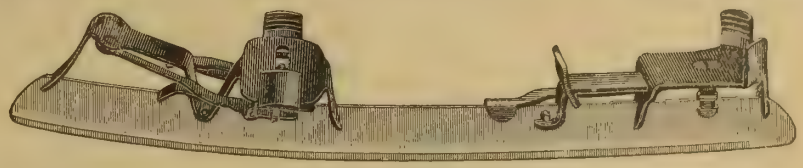
Wm. Cairns, general merchant, McGregor, Man., has sold out his groceries and boots and shoes to J. C. Lowrie.

D. Patterson & Son, general merchants, New Glasgow, Man., have sold their crockeryware department to Roy Stewart.

Messrs. C. Macdonald and Charles Alteman, of London, have invented an improved window sash lock, which has been pronounced by good authorities who have seen it to be the best introduced. The article has been patented in Canada and the United States

Here it is again---FORBES' NEW PATENT,

ACHIEVED ! ACHIEVED ! ACHIEVED !!



Write for Price Lists, Discounts, Circulars.

The Forbes Manufacturing Co., Halifax, N. S.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion—No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

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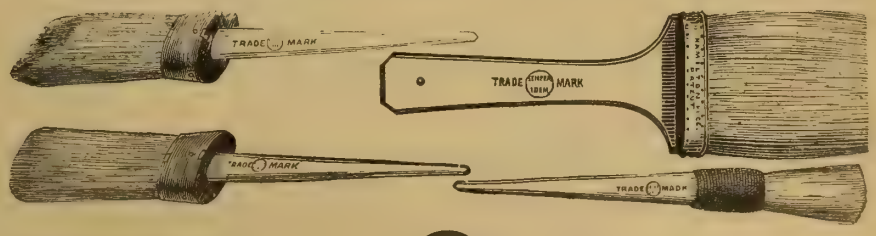
For lighting Stores, Shops, Churches, Factories, etc. use he Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers.

Toronto and Winnipeg.

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We manufacture the Best Brushes only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above Trade Mark. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street West, Toronto.

HAMILTON & CO.,

96 Clerkenwell Road, London, England.

MARKETS

MONTREAL MARKETS.

MONTREAL, Dec 31, 1891.

No one expects any activity in heavy materials during holiday week, and there is none to note as far as our market is concerned. The jobbing houses have been doing a little sorting up trade in lines of specialties, but the volume of business in this connection was small, and other lines of crude material and manufactured iron have been dull. Consequently features have been few, but some striking ones have been the indifference with which buyers received the intimation that nails had gone up and were likely to be higher after the New Year, and the statement that the agreement on nails between makers applied to bar iron also, which is placed now by all the mills at $2 to wholesalers. These new departures have not led to any development yet, but are likely to do so when the move commences.

PIG IRON.

The market has not shown any activity at all since our last report nor did anyone expect it to. Some dealers report enquiries but nothing has resulted yet. In the meantime prices are precisely the same as indicated by the sale of a small lots of Summerlee at $22 so that that grade and equal brands can be quoted in that basis. No improvement is noted on primary markets either, cables reporting the movement of makers, iron slow and prices barely holding their own. On spot we quote :—Calder $22 ; Langloan, $22 ; Summerlee, $22 ; Gartsherrie, $22 ; Eglinton, $20 ; Carnbroe, $20 to $20.50.

BAR IRON, ETC.

Bar iron continues dull, and what movement there is, is of an ordinary jobbing character. It is understood, however, that the agreement between makers as to nails, which HARDWARE gave exclusively last week, applies also to bar iron. That is, the mills all bind themselves to a uniform rate of $2 to wholesalers in round lots under the same penalties as the nail agreement. Other lines of manufactured iron show no particular change. Sheet iron is quiet and nominal at $2.60 to $2.80, and the same can be said of hoops and band which rule at $2.40. Swedes' & Lowman furnish nothing worthy of note.

TIN PLATES.

Locally, tin plate is hardly worth writing about, for the simple reason that there is nothing doing. Holders, however, are not pressing sales as stocks are not heavy, and we quote values steady on the basis of $3.60 to $3.75 for cokes and $4.25 to $4.50 for charcoal. At primary markets, cables report somewhat improved, with a fair business doing, but prices from makers are still irregular.

TERNE PLATE.

There is no improvement to note in this line, which is dull and lifeless as it can be. Values are nominally quoted at $7.75 to $8, but this would certainly be shaded if business could be induced. Cables from the other side, however, continue of a favorable tenor, and high grade ternes have been meeting with a very fair demand, several makers it is said being booked three months ahead on that class of product. With our large stoek here, however, dealers do not anticipate that the position over there will have any effect on our market.

CANADA PLATES.

Remarks of a week ago in regard to this article may be repeated, for no business of importance has been done. We quote the old basis of $2.65 to $2.75.

COPPER, TIN, ETC.

In copper the same easy feeling is to note, the change on outside markets having little influence locally. The same remarks apply to tin.

SHELF HARDWARE.

There was some business on holiday account, notably in such lines as knives, holiday specialties, skates, etc., but its volume was small, being mainly on account of some sorting-up orders. In heavy shelf goods there is nothing doing. The travellers are all off the road and matters are quiet.

SCRAP IRON.

Since our last, receipts have fallen off and matters have been very quiet, but the range of values is unchanged. We quote wrought scrap $15 to $16 per ton and cast $13 to $17, according to quality.

NAILS

There is no change in nails as yet, and the idea that makers will advance values after the new year has not affected buyers to any appreciable extent. We quote the market quiet at $2.10 from makers, and $2.15 to $2.20 in jobbing lots.

CHEMICALS.

Chemicals are dull and without feature, for there is no business doing at all, except it be an odd lot ex store in a small way for actual requirement. Values are the same.

OILS.

The oil market is unchanged with no movement of importance to note. Linseed is steady and seal oil unchanged, the same remarks applying to the others.

GLASS.

Stocks of glass are small and prices are firm, but although the market certainly has a higher tendency we quote the old basis of $1.35 to $1.40 for large lots.

NAVAL STORES.

Naval stores are dull but turpentine has a firmer tendency. We quote : Turpentine, 55 to 56c ; rosin, $2 to $4.25, as to brand ; coal tar, $4 to $4.25 ; cotton waste, 5¼c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

CEMENT AND FIRE BRICK.

There is a small business doing in cement and no change in values. We quote:—Belgian cement, $2.30 to $2.45; Newcastle, $2.40 to $2.50; London, $2.40 to $2.55; firebricks, $18 to $24 per 1,000

PETROLEUM.

The refined market has been fairly active, with a good average demand. We quote as follows : — Canadian, 11c. at Petrolia, 13¼ to 13½c. in car lots at Montreal, and 15c. for single casks. American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Jan. 1, 1892.

HARDWARE.

With the close of the old year trade ebbed to its lowest point, and may be expected to stand in equilibrium for some time. Stock-taking is now the order of the day. There is nothing in the way of its being done with thoroughness and despatch, for the staff of every house has scarcely anything else to do, as there is little interruption in the form of orders for more goods. The Christmas trade done by retailers has been an average one. Some special activity has been experienced in lines that are new to the season, notably fancy house furnishings, novelties in brass and copper, etc. But in the wares that constitute the staples of the Christmas trade the demand did not rise quite to the expectations of traders. The scarcity of money to meet wholesale accounts due now has been very marked. Retailers' reports from some quart-

Milk Can Trimmings.

Creamery and Delivery Can Trimmings.

We can supply everything required in all styles, also body stock for cans and cheese vats.



Milk, Delivery and Creamery Cans made up.



Try our Creamery Can Guage, it is the best made.

THE McCLARY MFG. CO.,

London, Toronto, Montreal, and Winnipeg.

MARKETS—Continued.

ters where the farmers have held all their wheat say that for many years there has not been so great a local stringency. Wholesalers who have accounts in Manitoba and the North-west are told that the grain blockade is causing delay in the circulation. In this province the cause of backward circulation is the very general unanimity of the farmers in holding for better prices. The position of nails is unaltered in its firmness. Skates are pretty well sold out. Bargains are negotiable during stock taking.

METALS.

The drowsiness that was creeping over the market at the time of report last week has now all its own way. The metal market is in the deepest of holiday repose. Orders do not come at this time of vear unless in anticipation of some change of which exciting symptoms are coming into observation. There are no such indications within the ken of buyers just now, and there is therefore no special activity in anything.

IRON AND STEEL—The market for bars, sheets and plates, in fact for all kinds of manufactured iron has been almost entirely without the impulse of orders. Bar iron has advanced 10c. per hundred weight, the price being now $2.25 per cwt. for common. The manufacturers have come to an agreement to maintain a uniform price and they start out with the above quotation. There is very little doing in steel. Pig iron is offering but no sales except in a small way are reported. There have been a few inquiries and the indications are growing that consumers will be ready to take fresh supplies in a very short time. Values are steady, prices not showing any visible effects of the dulness.

COPPER.—The quotations are about all there is to report. These are 14½ to 15c. for ingots, and 18 to 20c. for sheets. From England steadiness is the last characteristic cabled.

TIN—No new condition has come to take the place of the dulness that was in undisputed ascendency a week ago. For 56-lb ingots the price is 23 to 24c., for 100-lb. Straits ingots 23 to 23½c. Strips are 24½ to 25c.

LEAD.—Pig is dull and out of demand at the moment. Prices are 3⅝ and 4⅜c., according to quantity.

ZINC AND SPELTER—The price and the state of the market are unchanged, the former being 6¾ to 7c. for sheets, 5¼c. for domestic spelter and 6c. for imported.

ANTIMONY—The English price is still quoted at £57 but there are signs of a reaction to lower values, the possibility of buying at £55 being intimated in a recent cable. Here the price remains 15 to 16c for Cookson's and 14 to 15c. for other brands.

TIN PLATES—Demand is at a standstill. The business for spring delivery has made little progress yet, though prices are easy. The quotations continue to be :—I C coke, $4 to $4.25; I C charcoal, $4.50 to $4.75; I X charcoal, $5.50 to $5.75; I X X charcoal, $6.50 to $6.75; D C charcoal, $4.50.

TERNE PLATES—Are without any feature calling for comment. Prices are easy at $8.25 to $8.50.

CANADA PLATES—The stove trade is now in the very lowest note of dulness, and sales of Canada plate are not heard of. The price is unchanged at $2.90 to $3 for Blaina, and $3 to $3.10 for Abercarne and Alloway.

GALVANIZED SHEET IRON.—There is no business even as far on as the enquiry stage just yet, though some activity is looked for as almost a certainty in the next few weeks. The prices are : 5 to 5¼c. for 28 gauge and 4¾ to 5c. for 26 gauge.

NAILS.—The consolidation of the combine among manufacturers appears to be complete, with some assurance in the conditions of it that it will be lasting. There is reason to believe that the present price, $2.40, will be advanced before it is shaded. That seems to be the opinion of traders, as quite a large number of retail orders accompanied by the money for payment have been received since the last advance. These orders are usually for shipment two months hence. Stock cannot be contracted for at present prices for forward delivery unless the purchase is clenched by the money down.

HORSE SHOES—Do not come in for much attention. They quote yet at $3.40 to $3.50.

HORSE NAILS.—remain at the basis reached and noted last week, that is, 60 and 5 to 60 and 10 and 5 off the list prices.

CORDAGE.—is dull at a basis of 12¼c., for Manilla and 9¼c., for Sisal.

PAINTS, OILS AND COLORS.

Few wants have been signified this week in the form of orders for stock in any of the lines included in this department. Stock-taking is receiving all the attention that is given to trade these days. Prices are locally unchanged. Spirits of turpentine have advanced in the primary market to a point about 2c. higher than it was, but stocks are on hand here which were bought before the rise, and prices on the spot are unchanged at 54 to 55c. White lead is 5¼ to 5½c., raw linseed oil 57 to 58c. boiled linseed oil 60 to 61c.

Messrs. Tulloch & Co., London, England, report as follows upon the condition of the linseed oil market :—

The market is apparently waking up from the lengthened depression linseed oil has undergone since the summer months.

During the last fortnight there has been a healthier tone exhibited by the home and export trade, and an advance of fully 7½d. to 9d. per cwt. from bottom prices has been paid for late winter and spring deliveries.

A good demand for oilcake at full prices has assisted crushers in quoting low on oil, but this has now ceased and oil mills claim they would prefer stopping crushing to taking further business at present prices.

The concensus of opinion appears to be that we have touched the lowest level and that any change must be for the better.

Linseed is rather weaker, shipments afloat from Calcutta and Bombay being as follows: —1891, 212,693 brls., as against 107,166 in 1890 and 239,436 in 1889. Present prices for medium to first brands are as follows :—December, 19s. 3d. to 19s. 6d. per cwt. f.o.b. for export by steamer to London in barrels; Dec. and Jan., 19s. 4½d. to 19s. 7½d. ; Jan. and Feb., 19s. 6d. to 19s. 9d.; Feb. and April, 19s. 7½d. to 19s. 10½d.

PETROLEUM.

There have been no changes in the market. A quiet business is reported at standing prices.

The Petrolia Advertiser says : Petrolia crude is $1.30 per bbl. ; Oil Springs crude $1.30 per bbl. The fight between the Premier Oil Co. and the Imperial still goes bravely on. Prices are a mystery, but one thing we must say that both companies are manufacturing a most magnificent oil. We are informed that refined is worth about 11½c., and perhaps less where occasion calls for a cut. For quite a while there has been a depression in the lubricating oil trade here. The selling of a low class of goods, has been a disturbing element in the market. Oils improperly made from tail-ends, and which should have been dumped into the creek, were offered at prices to get contracts. Those corporations who are always on the hunt for "bargains" are in our opinion sadly taken in. Cheapness is no longer a recommendation, when the wear and tear of machinery is taken into consideration, and the lessons of the past few years should cause buyers to look after their interests more closely. Dark steam refined is most popular from the fact that the miserable apology formerly sold

MILK CAN TRIMMINGS.



Send for Revised Price List.

Broad Hoop Pattern.

Ironclad Pattern.

Improved Handles.

THOS. DAVIDSON & CO., Montreal.

SAMPLE ROOMS : 54 Wellington St. E., Toronto.

MARKETS—Continued.

under that name by some refiners could find no market, and the better product of well-known brands commands a ready sale at higher prices. Improved process for manufacture have worked a revolution in the lubricating oil line, and the increasing demand is the assurance that these particular oils are highly appreciated.

GLASS.

The active trade done here since shipment of fall stock began to arrive has declined very materially. Prices are steady from $1.40 up. There appears to be no reason for expecting them to go higher, as a downward movement has begun in Belgium, and it is unlikely from present indications to take a turn.

OLD MATERIAL.

The dulness in new material does not react beneficially upon scrap metals. The industries upon which the consumption of both classes of raw material depend are running with subdued force just now. Prices are as follows :—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 10 to 11c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to9c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES—The dulness is unbroken, in fact is rather deepened. Green quote at 4½c. for No. 1 cows', while cured are hard to sell at 5c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
StoveGross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Dec. 31, 1891.

During the last half of the week there were no new developments in the local market for iron or steel of any description, and the latest reports from the leading outside markets afford no evidence that other points are faring a great deal better than New York. As a matter of fact, the bulk of testimony goes to show that neither buyers or sellers are inclined to make any decided move until after the holiday season. There is still some irrregularity in values of low grade pig iron and room for improvement in prices of several lines of manufactured iron and soft steel, with a rather weak undertone in a few instances, but, taken as a whole, the present situation loses nothing by comparison with that of a month ago. The enormous capacity of furnaces and mills in operation evidently operates as an offset to the prospects for a heavy future consumption, and it is the general opinion that a marked improvement in general demand must be experienced before values can be lifted from their present level. On pig iron the current quotations, tidewater delivery, are $17 to $18 for Northern No. 1 X foundry, $16 to $16.50 for No. 2 X foundry and $14 to $15 for gray forge; and for Southern $16.50 to 17 for No. 1, $15.50 to $16 for No. 2 and $14 to 14.50 for gray forge. Scotch iron sells in small parcels at $22.25 to $22.50 for Coltness, $21.50 to 21.75 for Summerlee, $20 for Eglinton and $19.50 to 19.75 for Carnbroe. Foreign spiegeleisen remains nominally $23 to 24 for 10 to 12 per cent., and $27 to 28 for 20 per cent., and 80 per cent. ferro-manganese $62 to 62.50 delivered here. Old iron remains quiet, with about $21 to 21.50 quoted for iron tee rails and $19 to 19.25 for No. 1 wrought scrap f.o b. cars at Jersey City.

On heavy section steel rails the combination price $30 at mill, is maintained, but light sections are selling at irregular rates. Soft steel in the form of billets, rods, etc., is barely holding its own, and the same would appear to be the case with architectural shapes, plates bars, sheets, etc.

TIN—Pig tin transactions to the extent of 165 tons at 19.85 to 19⅞c. for December and 19.85c. for January delivery were recorded on the Metal Exchange on Thursday. The dealings were chiefly in the form of winding up old trades and purchases against "puts." No fresh obligations appeared to have been contracted, and little if any outside interest was manifested. The movement on trade and consumptive account has been moderate, and chiefly at prices in line with those that prevailed in the speculative dealings. Latest London cables quoted straits at £90 7s. 6d. prompt, £90 15s. future delivery.

COPPER.—In the copper market there has been no change. Bids of 10⅜c. for Lake Superior ingot are still refused, and consumers buy at 10½c. only as imperative wants may dictate. Apparently there is a standoff for the time being, with consumers at a slight disadvantage, temporarily at least, since their supplies have been permitted to dwindle down to very noderate proportions. The London market is again a shade better, with merchant bars up to £45 12s. 6d. for prompt and £46 5s. for future delivery.

LEAD—Pig lead has been in limited demand, but the market remains quite steady at 4¼ to 4.30c. Spelter is moving off slowly, and, with 4.70 to 4¾c. quoted for Western, the market is rather weak.

TIN PLATE—For both prompt and future delivery has been quiet since early in the week, but the market retains fairly steady tone.

LOCKS AND SHELF GOODS.

At this time, every hardware dealer is considering the matter of taking the inventory, and at this time, or a little later, when the work on this important detail is fully under way, the subject—"How is it I have so much dead stock," will arise. This is a formidable question that is mentally asked periodically by 99 per cent. of the ironmongery trade, and its solution is not an easy matter. In all the diversified lines of business, the same question confronts the storekeeper, and the buyer who can prove, at the end of the current year, that he has kept the dead or non salable stock at its lowest limit, has exhibited a capacity every bit as important as the one of buying at close figure.

There is a tendency in the hardware trade to follow the gentler sex, and buy a lot of goods, because they are apparantly a bargain, and never a thought as to what use or demand there may be for the purchased stock, and this is one of the knots that may be untied. Certain trade demands a line of locks, more or less extensive, as the case may be, and the only suggestion that can be offered is a general one. In the first place, the majority of the hardware trade carry a similar stock of goods, while there are the large concerns on one side and the small dealers on the other; the suggestion offered is applicable to the former class.

There are certain locks which must be carried on the shelves to meet a certain demand which is to be relied upon, under this class of goods the cheap rim lock, or, as it is commonly called, "city lock," may be placed, but daily the cheap rim lock is giving way to the mortise locks of better workmanship and greater security. At this point the necessity for a good salesman is obvious—as practical experience has proven that a clerk thoroughly acquainted with the goods he is selling, and who is capable of lucidly explaining the advantages of a mortise lock over a rim lock, can, in nine cases out of ten, substitute the former for the latter lock in making a sale. The buyer appreciating this fact should see that the shelves are not burdened with a useless number of rim locks that can be operated with a button-hook as readily as with a key. Rim night latches of the present make are goods that are always saleable and good stock, as the night latch is used for a variety of purposes. In reference to night latches, a common mistake of the buyer is to purchase a stock of these goods and omit to order a suitable supply of reverse level strikes or keepers, and the result is that one will often find a closet door equipped with the lock on the jamb or partition and the strike on the door.

Mortise locks, both guarded and lever or tumbler, are not suitable for shelf goods in large quantities, as the varying thickness of doors and different width of stiles, make it almost impossible for the dealer to carry a stock from which all purchasers can be accommodated. A few cheap 4½-inch guarded and tumbler mortise locks are a necessity; but with the manufacturers carrying such large stocks this line should be limited. Brass-case locks are seldom called for, and when used are generally applied on special work, so that time may be allowed to order from the factory or jobbing house. Even the manufacturers have found this line of goods too expensive to carry in stock. A small line of drawer and cupboard locks should be carried, and it is safe to restrict the size to ⅞ in. nose, in both kinds, as the majority of doors and drawers will accommodate this size. Padlocks form one of the most important features of lock trade, and with the thousand and one different varieties on the market it is almost impossible to even hint at a particular line best suited to the general trade. It may be safe to say, however, that the trade, generally speaking, demands a line of padlocks having the following features: (1) A small line having the highest possible security; (2) One having a lock in which the shackle opening is ¾ in. both ways, and in which the mechanism is fairly secure; (3) A line of cheap flat key locks that can be used where a seal rather than a lock is required. A lock that fills the first bill is the "Yale," either in brass or steel case; the second requirement may be found in the improved "Scandinavian" lock, and the latter case may be covered by a variety of locks, a very excellent one being the sliding shackle, six tumbler lock just put on the market by the Corbin Company. It seems from practical experience that the demand for other goods than those mentioned is so small that to allow the manufacturer to carry them is the better way. To go outside the limits stated is, properly speaking, not advisable. As to quantity no one but the merchant can determine this point.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Manufacturers of

ASSOCIATION PURE WHITE LEAD.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

DO YOU SELL COOKERS ??

PURITAN COOKERS SELL THEMSELVES.



The Consumers of this country have seen this cut in the aggregate

60,000,000

times within the past six months. This means a demand for them among dealers.

MORAL : Ask your Jobber for them.

Sole Makers : **THE EUSTIS MFG. CO.**, 49 St., Bayonne, N.J.

Do you buy and sell goods for profit.

Send for our catalogue, free. From our prices you will see you can not afford to buy elsewhere. Pocket and Table Cutlery, Silver Plated Flat and Hollow Ware, Shears and Scissors, Steel Halter and Cow Chains, and a thousand other things. If you do business for profit, try us. THE SUPPLY COMPANY, Niagara Falls, Ont.

TWO CARS

-Daisee Binder Twine-

at very low price.

W. S. McGREGOR, 11 and 13 Front St. Toronto.

Tulloch & Co'y

Manufacturers' Agents and Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmans' Stores, Linseed Oil. Portland Cement, Building Materials, Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

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FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,



LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

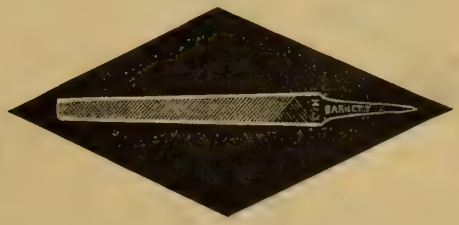
Halifax Shovel Co., Ltd., Halifax, N.S.



DEAR SIRS,—The best testimonial I can give you is the fact I use no other shovels but Fenerty's patent in the gold mines under my charge. They are the most durable and satisfactory I have ever had in a long experience. Yours etc.,

JOHN E. HARDMAN, Mining Engineer, Oldham, N.S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—— MANUFACTURERS OF——

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

——AND——

EVERY OTHER DESCRIPTION OF SAWFILES.

THE EXTERIOR OF THE STORE.

In order that the retail store shall present a good appearance to the eyes of the passers-by, and thus attract them within, it is necessary that goods and empty barrels and cases should not be allowed to accumulate about the sidewalk. Several of the most successful traders in New York and Brooklyn have almost as many goods piled up outside their stores as there are inside of those establishments. The effect is not at all pleasing, and people passing along in front of the store experience considerable difficulty in getting by without soiling their clothes from a pile of barrels upon one side of the walk, or in escaping violent contact with nails and splinters that project from boxes upon the opposite side. This state of affairs is usually due to want of room inside the store, and my be taken as a sign of prosperity, because it indicates that the business has outgrown its original quarters. A good display may be made in the windows, but it is overshadowed by the piles of goods upon the sidewalks, and, indeed, it is impossible to get near enough to distinguish closely just what the windows contain. The interior of the store is more inviting than the outside, the goods being placed in systematic piles or arranged upon the shelves with an eye to the artistic effect, and once inside, the intending customer is gratified by the scene. But it would be far better to reverse the method and let the interior suffer, provided the outside of the store, which is the first seen by customers, were made to attract instead of repel. When the store space is ample there is no excuse if the dealer litters up his sidewalk with full or empty barrels and boxes, but even want of room is a poor reason for a dealer to continue to use the sidewalk for a store, because, whenever other classes of business men find their original stores too small for their increasing trade, they usually take measures to secure more roomy quarters. It is only the grocer who is unbusiness-like in that respect.—Merchants' Review.

WHEN, HOW, HOW MUCH TO ADVERTISE.

These three questions confront the house that has something to sell: 1, When to advertise; 2, how to advertise; 3, how much to pay for advertising.

1, A great many of the most successful business men advertise continuously. There is no sentiment about this matter. They wouldn't do it if it didn't pay them. Nevertheless, you may have goods to offer that are seasonable only at certain periods; then advertise them in season. If they are saleable the whole year, then advertise them the whole year. That's "good business."

2. Now, how to advertise, and 3, how much to pay for advertising: The actual cash value of advertising space in any medium is based on two factors, viz.: The Extent and the Quality of that medium's circulation. While circulars may be a valuable adjunct, (there is room for doubt as to this) it must be obvious that for their expense in cash, labor and time, the returns make them a costly and unsatisfactory method of reaching customers. While the periodical is examined (by many beside the one to whom it is addressed) and often kept for reference, a large number of the circulars sent out by any house are never examined at all. Hence let us consider here the periodical alone.

If it be an established fact that the readers of a paper are almost exclusively of that class which constitutes the regular or probable buyers of your grade of goods, then, manifestly, the only question in determining the value of space is that of the extent of circulation. At a glance advertising rates might seem high, or sound high, and yet in reality be very cheap indeed. It is self evident that it is far cheaper, more profitable and less trouble to reach, say 4,000 readers of the right kind, through one medium at 10 cents a line, than the same number through five or six mediums at 5 cents per line.

Among advertisers there is no folly like that of buying space simply because "it dosen't cost much." The best is not too good for the man who pays his money.

A level headed business man advertises for business, not for sentiment or pleasure. If this is not his motive, why advertise at all? And if this is his motive, why not advertise where he will get returns adequate to the cost of his investment?—Hardware Trade.

A. ALLAN, Pres. J. O. GRAVEL, Sec-TREAS.
F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital $2,000,000.



Sole Agents and Manufacturers of the

Forsyth (Boston Belting Co'y) Patent Seamless Rubber Belting

For the Dominion of Canada.

Superior Qnality Rubber Goods.

Our Rubber Belting is Unequalled in America.

11 kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c.,&c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. McGILL, Man.**

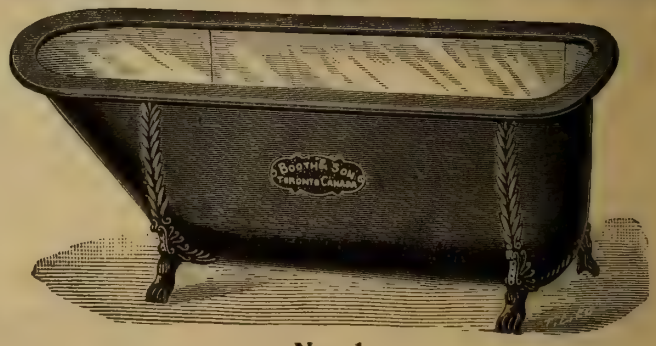
WESTERN BRANCH:

Corner Yonge and Front Sts., TORONTO.

J. H. WALKER, MANAGER.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Hamilton and Toronto

SEWER PIPE CO.,

LIMITED,

MANUFACTURERS OF

Salt Glazed

Vitrified Sewer Pipe.

Flue Lining, &c., &c.

HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

Important!

If you handle Oil Colors in Tubes, you do not yet know the advantages of this branch of your trade unless you buy from

The Art Metropole

131 YONGE STREET, TORONTO.

JOHN WILSON'S

Butcher Knives

and Steels,

Farriers' and Shoe Knives

Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING SANDSTONES, CALCINED PLASTER

Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street.

Yards:

McGill, Wellington, Grey Nun and Youville sts.

MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is HARDWARE, issued weekly, subscription price $2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH CONTINENTAL **HARDWARE** AMERICAN CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

We are now prepared to book orders for MILK CAN TRIMMINGS, "BROAD HOOP PATTERN," also GREAMERY CANS and FIXTURES with "JERSEY GAUGE," DAIRY PAILS and PAIL BOTTOMS, SAP BUCKETS and SPILES.

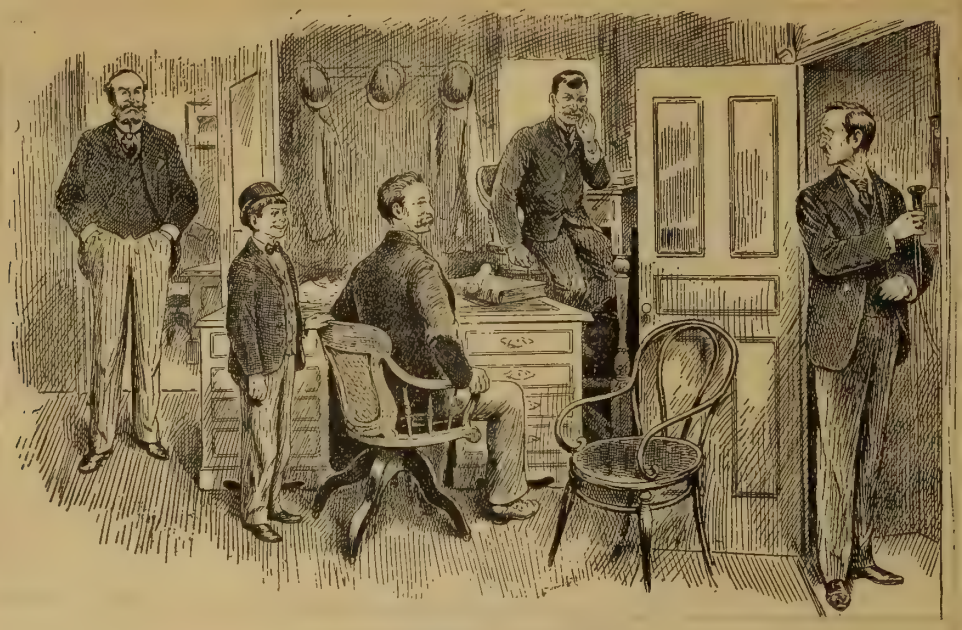
We are supplying the best Trimmings in the market, also Tinned Iron for same, in all gauges.

PLEASE WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



A MODERN PYRAMUS.

SCENE—Office of Messrs. Franklin & White.

Mail Clerk (stepping from telephone box)—Here, Carpenter, somebody wants you.

Carpenter—'Ll righ'! (Nods abstractedly, and totes a long column of figures before entering the box. The faint scratch of pens and rustle of paper alone break the silence, until the office boy, catching a glimpse of Carpenter's rapturous countenance, slyly opens the door,and fastens it back by a chair.) Carpenter (oblivious, and talking into the telephone)—You poor darling! And you didn't sleep a bit all the night? I do wonder (archly) what you could have been thinking of. (Pause.) No, I don't. Well, may be I do; but—you tell me!

Office boy (sotto voce, but audible to the clerical staff)—For pity's sake tell him! Dis suspense is killin' me.

Carpenter (still to telephone)—Were you? Were you, really? Did you think of your horrid old boy? (Pause.) Yes, he is horrid, too. But he loves you so he can't help being glad you—oh, my beautiful darling! (Passionately.) Do you love me? (Pause.) Do you love me, just a little bit? (Tenderly.) Do you love me? (A little disheartened now, but still tender.)

Office Boy (encouragingly, but sotto voce—Never say die!

Bookkeeper (with unfeeling scorn, also sotto voce)—Oh, come off!

Carpenter (at it again)—Do—you—love—me? (Pause.) I asked you (in patient despair) if you love me?

Mail Clerk (sotto voce)—Spell it!

Bookkeeper (sotto voce)—Ring up the Trouble Clerk.

Carpenter—Yes; I knew it! I only wanted (suddenly lapsing again into tenderness) to hear you say you did. Tell me one more time.

Office Boy (sotto voce)—He wants de eart' and heav'n too.

Carpenter—You know I never loved any one but you!

Mail Clerk (sotto voce) Ah, there! How about that Baltimore girl?

Carpenter - Ye-es. I slept—a little. But I dreamed of you all night long.

Carpenter's Room Mate (sotto voce) I bet he slept.

Carpenter—And I dreamed you—but you will think me awfully silly.

Sarcastic Chorus (sotto voce)—Oh, no!

Carpenter—Well, I dreamed that you—that you—kissed me!

Enthusiastic Chorus (sotto voce)—Um—um!

Carpenter—Well I was pretty busy; but that dosen't matter.

Junior Partner (sotto voce)—Oh, doesn't it?

Carpenter—I'll come early. Good by—you know how I would like to tell you good-by don't you?

Chorus (arising to the occasion aloud)—We do! (Kissing the backs of their hands) Smack! smack!! smack!!! smack!!!!

Carpenter (looking around, and suddenly taking in the situation; in agony)—Good-by! (Is about to ring off.) Nothing! Indeed' there's nothing the matter! (Pause.) Anybody hear us? Why, of course not!

Chorus (aloud)—Oh, no! Of course not!

Carpenter—You know I do—why do you want me to say it? (Suppressed laughter). Well, then, I—I—oh, you know I do!

Bookkeeper (heartlessly)—See him squirm.

Carpenter (nearly crazy)—Indeed, I—I—I—love—oh, hang it all! (Dashes from the box and flees into the hall in desperation, leaving the Office Boy to ring off).

Chorus (with a sigh of relief)—Ah-h-h!—Puck.

The neglect to look after minute details in the factory is a source of great loss to many producers.

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

"One man ov genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business."—JOSH BILLINGS.

AS TO SALESMANSHIP.

Considering the great importance of commercial travellers, says an exchange, it is a very natural question, "What constitutes a good salesman?" and it is likewise one more easily asked than answered. There are all sorts of formulas for selecting first-class travellers, being guided by their personal appearance, family connections, antecedents and personal address; but the general experience is that a good salesman is born—not made—and that it is a difficult matter to make one out of a man who has not natural fitting qualifications. It seems likewise difficult to define just what these qualifications should be. Men of the most opposite temperaments and diverse gifts are equally successful. It would naturally be thought that a man with good address and knowledge of the business would be a success, but many such are the most disastrous failures. Men that are a success with one house frequently fail with another in just the same territory, and the reverse proposition is quite true; besides, they have to be differentiated to different sections of the country. Southern merchants are not, strictly speaking, suited by such exact business principles as those in the North; in other words, they are more influenced by the individuality of travellers, and when treated right are generally very loyal to one particular man; while on the other hand, the Northern men buy solely wherever they can do so to the best advantage, without taking friendship as a factor in the case. The only thing that can be said with any approach to certainty, is that it seems more a question of character than ability. The salesmen who wear well and have a long run of success are not always the "brainiest" of their tribe, but are sure to be men of good character—are industrious, reliable and sincere, and possess the confidence of their customers.

OFFICES: 100-102 Reade St., New York, U.S.A.



KEARNEY & FOOT CO

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

WORKS: Paterson, New Jersey, U.S.A.

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You can lose more than we do by not subscribing for this paper

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

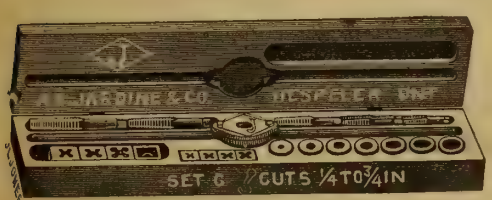
Leading Manufacturers of Hardware Specialties, Iron Pipe, Hot Water Boilers and Fittings, etc.

Send for Prices.

TAPER TOOTH.



Write for Prices or Telephone 5120.



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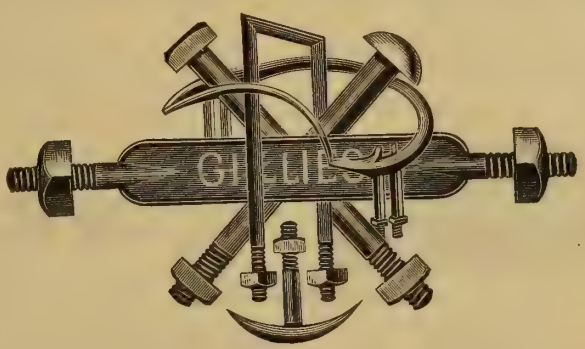
Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS,

BOLTS



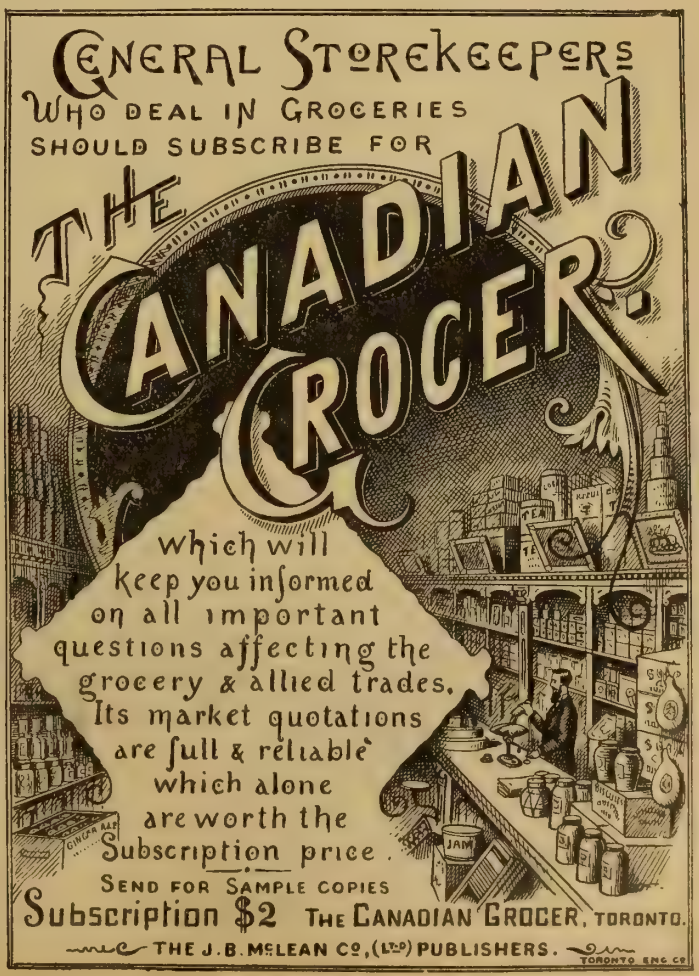
FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

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Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.



"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,

Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures None are genuine unless bearing the

TRADE MARK. GRANTED 1764.

BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

THE LATEST AND BEST



Shepard's "SAMSON" Spring Hinge

(Hold-back Pattern) Size 3x3 inches.

The only Hinge with Self-adjusting Gauges for attaching. Highly ornamental, Simple construction, extra strong.

Sole Manufacturers—SHEPARD HARDWARE CO., Buffalo, N.Y.

H. D. SIMMONS, 74 York St., Toronto, Agent for Canada. Telephone 2164.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 24
Strip "	25, 27
Tin Plates—*Charcoal Plates, Bright.*	
Bradley M.L.S.	Per box
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 25 8 50
D.C., 12½ x 17	4 50 ....
D.X.,	5 75 ....
D.X.X. "	6 75

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

essemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates.

72x30 up to 24 gauge	6¾ 7
26 "	7¼ 7½
28 "	7¾ 8

Iron and Steel.

	Base	Price.
Common Iron, per 100 lb	$2 25	2 30
Refined " "	2 55	2 65
Horse Shoe " "	2 60	2 65
Band " "	2 50	2 65
Hoop " "	2 65	2 80
Swedish " "	4 00	4 25
Sleigh Shoe Steel	2 50	2 75
Tire Steel	3 00	3 25
Machinery	3 00	3 25
Best Cast Steel, per lb	0 13½	0 14
Russian Sheet "	0 10½	0 12
Tank Plates	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
-inch	15

Boiler Plate.

¼ inch	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina ½ bright	2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 60 to 62½ p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.
Hodgson's Wrought, 62½ per cent.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6½
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S. "	0 14½ 0 15

Bolt or Bar.

Cut lengths, round, ½ to 1 in	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound l

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 28 0 29

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 21
" 50 lb and above per lb	0 18 0 20

Boiler & T. K Pitts.

Plain Tinned, per lb	0 23
Spun " "	0 27

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21 0 25
" " 27 to 30 "	0 23 0 29
" " 30 and up	0 26 0 32
Sheets, hand-rolled 2x4 ft	0 25

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05½ 0 05¾

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 04 0 04¼
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Crown	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 15½ 0 16
Other makes "	0 14½ 0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5¾
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05 $1 10
2nd qualities "	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per cwt	1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides " "	3 25
American " "	2 25
Paris Green, per lb	
Burnt Sienna "	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Extra " "	1 00
Brown Japan "	0 70
do Turpentine "	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 58
Boiled "	0 60 0 61

Turpentine (in bbls)

Selected Packages, per gal	0 55 0 56

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 12
Cabinet makers	0 17 0 18
White	0 16 07

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis.40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000	$0 25	$1 60

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50,50 and 10

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each.	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing	per gross	0 65	1 59
Pegging,	"	0 65	1 25
Brad,	"	0 85	1 60
" handled		3 60	7 30
Saddlers',	"	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

Per box	6 00	12 00

Axle Grease.

Per gross	6 50	14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 pe cent.

Belting.

No. 1, leather, discount 45 to 50 and 5 per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 to 70 and 10 per cent. dis.
Tire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea.	4 40	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz..	500	4	23

Butts—*Brass.*

Wrought Brass dis. 60 and 10 o 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz..	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	....

Carpet Sweepers.

Bissell, per doz		22 50
World "		21 75
Daisy, "		24 00
Star, "		18 00
Crown Jewel, per doz		29 00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 90	1 10
White, lump, per lb	0 01½	0 01½
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy, dis. From factory 60 and 10 p.c.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz	....	2 0
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent

Drill Bit.

Morse, dis. 30 to 33⅓ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz.	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	....	1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis.40 p.c.

Freezers, Ice Cream.

Gem, dis, 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz	....	4 00

Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each	1 65	2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.45	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

Ordinary

1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass.

Pilkington's ordinary.

1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30	0 90
Enamelled "	0 55	1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25	4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 15

Ball Pean.

English and Can., per lb.	0 25	0 37½

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb. 0 4½ 0 05
Screw and Strap, per lb 0 03½ 0 04½

Per doz. sets

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring	1 50	3 50

" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.



HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener, Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.

Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 60 and 5 to 60 and 10 and 5 per cent.

Horse Shoes.

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.

Bronze, Berlin, per doz ..	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava "	8 75	10 00
Shutter, porcelain, F. & T. screw, per gross.....	$1 30	4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass "	4 00	4 50
All glass, "	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

Locks—*Door.*

Canadian, dis. per cent..	....	50
Russell & Erwin, per doz	2 90	7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp't'rs', hickory "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut, 3 in. and upwards, per keg base, price 2 40
Brads & Moulding Nails, 70 to 70 and 10 per cent.
Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon	3 38	4 00
Diamond.....	12 00	15 00

Oil.

Canada Refined Oil (Toronto)	15½	16
Carbon Safety "	0 18	0 18
Canada W.W. "		0 20
American W.W. "		0 25
S. R Seal .....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, "	40	1 00

Planes.

Wood, bench, Canadian dis. 60 per cent. American dis 45 to 50 per cent.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 35 to 37½ per cent.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 12½ to 15 per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 7 40 10 25
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz.....	55	1 00
Axle.	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set...	....	72
" hollow, per inch	....	1 00

Putty.

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot....	3	3½
Sliding Door, "	3¼	3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to 50 p.c.
Iron " " 40 to 45 per cent.
Burrs, Iron, 30, 33½ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla
7-16 in. and larger..	9½ 9¾	12½ 13
¼, 5-16, ⅜ in.....	10 10½	13 13½
3-16 in	10½ 14	
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	0 85	0 90
" N P. "	1 15	1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.

Emery, per quire.....	55	90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 2¼ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston s, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each....	1 75	2 75
" frames only		75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz	2 10	4 50
Foot, "	40	3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.
" R. H. " 72½ " "
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.

Bench, wood, per doz....	3 25	4 00
Bench iron per doz.....	4 25	5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned, "	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, "	1 80	2 25

Snaps.

Harness, German, p. gro.	1 65	5 50
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ½ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 to 25 per cent. dis.

Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00
Dessert " ..... "	21 00	.....
Table " ..... "	30 00	30 00
Dessert Forks.... "	24 00	.....
Medium " .... "	27 00	.....
Table " ... "	36 00	.....

Squares.

Iron, per doz	1 65	2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.		
Try and bevel, dis. 50 to 52½ per cent		

Staples.

Fence, galvanized, per lb	4½	4¾
Wrought Iron, dis. 75, 75 and 10 per cent.		
Stocks and Dies, Amer. dis. 25 per cent.		

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		0 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

The following are for ordinary-sized lots; in quantities an extra 35 p.c.

Cut, Carpet, gimp, blued, dis. 35 p.c	
" tinned, dis. 45 p.c.	
Swedes' iron, blued or tinned, dis. 42½ pc	
Upholsterers' dis. 42½ p.c.	
Copper Tacks and Nails, dis. 35 p.c.	
Trunk and Clout Nails, " 40 p.c	
atent Brads, dis. 40 p.c.	
Finishing Nails, dis. 35 p.c.	
Cigar Box Nails, dis. 35 p.c.	
Shoe Finders' Tacks & Nails, dis. 25 p.c	

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz 1 25 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.

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Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

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Traps.

Game, Newhouse, dis. 17½, 20 per cent.
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz.....	0 35	1 50
Rat "	2 00	4 50

Trowels.

Disston's, discount 10 p.c.

German, per doz	4 75	9 00
Brade's "	00	10 50

S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 14
" Red cap.....	.....	0 12
" Crown.....	.....	0 11
" Silver Composite		0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Plain iron and steel—Bright. annealed, coppered, coppered spring and galvanized, 12½ p.c. dis. f.o.b. Montreal, f.o.b (Hamilton and Toronto) 10c. per 100 lbs. net added for freights, f.o.b. London 14c. added.
Tinned, net list: brass and copper 7½ p.c. dis.

Market, tinned per lb	0 04½	0 08
Tinned Broom, from 19 to 22 gauge, per lb.....	0 05½	0 06½

Malin's Wire on spools, 30 to 45 per cent dis.
Clothes Line, galv., p. 100ft 0 25 0 55

Fencing Wire.

Galv. steel barb fencing "Lock Barb," 4 point....	.....	0 04½
Ditto Glidden 2 point	.....	0 04½
Galv. Steel, plain twist ..	....	0 04½
Galvanized Barb, "Lyman," 2 to 4 points.....	.....	0 04½
Staples	.....	0 04½

Terms, 60 days or 2 per cent off for cash—10 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 30 to 32½ p. c.

Diamond, dis. 33⅓, 35 p. c.		
Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

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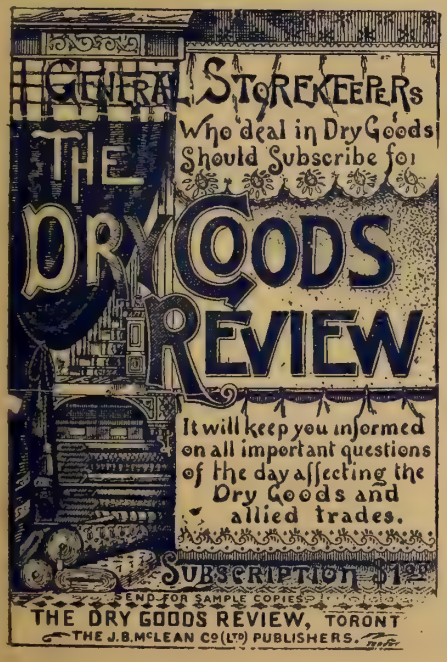
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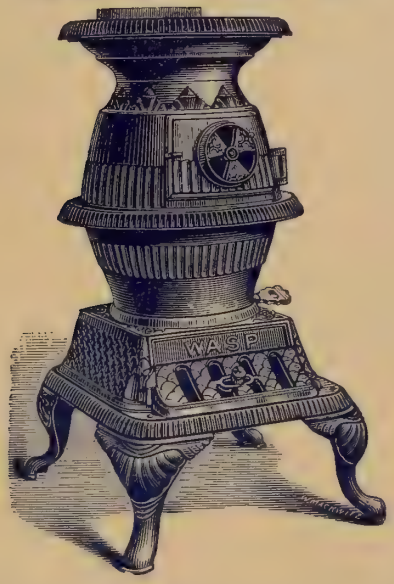
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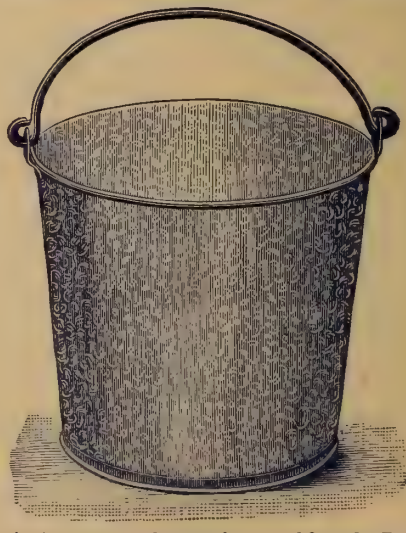
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They nest very close and firm, which protects them in shipping.
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PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, JANUARY 9, 1892 No. 2

A NEW NAIL LIST.

The details of a new nail agreement have been a subject of discussion among the manufacturers for the last three or four days. They have been in session since Monday at the Queen's Hotel in this city. At the time of writing (Thursday evening) they had not quite completed their labors, the question of the discounts on wire nails being still under discussion. The safeguards adopted for the protection of established prices are not of the flimsy kind. They are such as might be expected in a second attempt to secure conformity of prices, the experience of failure having taught the manufacturers how utterly worthless was the unsupported pledge of a man's word. The cohesive influence of a money forfeit, as was pointed out by our Montreal correspondent last week, now informs and strengthens the union. The forfeit which is risked by any lapse from the agreement is too considerable to be outweighed by any advantage that a breach of adopted prices would be likely to gain. It would need to be a sweeping sale that would compensate a manufacturer for the loss of $5,000, which the discovery of such a violation would entail. But the union is knit together by more than the sinews of pecuniary interest. It is solemnized by an affidavit that ought to make the arrangement well-nigh treachery-proof. And it is not enough that the principals shall kiss the book. Their travellers and salesmen have to subscribe to the articles of agreement, and swear to carry them out without infraction by direct or indirect intent. The oath is handed on to the wholesaler, who also has to declare in its water-tight terms that he will preserve the integrity of the prices committed to him. Non-jurors will get no nails. But it is no sacrilege for the retailer to cut prices. He registers no solemn vow to stand by the figures, and his old liberty to do himself out of a profit is the only unshackled thing now in the nail trade. It will probably be as fully enjoyed as ever.

The new agreement establishes the American list as the framework of cut nail quotations. It was also desired to abolish the Canadian pattern and adopt the American exclusively. Both patterns have now to be kept, and it means a large assortment to keep in stock all the sizes in the two patterns. It certainly would simplify the trade if but one pattern were on the market. But there is a strong partiality in many sections of the country for the Canadian pattern, and it was felt that the time was not yet ripe for dropping it. It was agreed that the prices should be the same for Hamilton and Toronto. The list starts from a basis of $2.30, which is the price of 50 to 60 dy. nails, and indeed for all nails about 50 dy., but as there are few handled above 60 dy. the latter may be taken as the uppermost limit in size. For other sizes the prices are got at by adding to this base price the figures quoted after each size respectively. Here is the list :

(1.) EITHER CANADA OR AMERICAN PATTERN.

Basis—50 to 60 dy.	nails,	$2.30.
40 dy.	"	5c. more.
30 dy.	"	10c. "
20, 16 & 12 dy.	"	15c. "
10 dy.	"	20c. "
8 & 9 dy.	"	25c. "
6 & 7 dy.	"	40c. "
5 dy.	"	60c. "

(2.) AMERICAN PATTERN ONLY.

4 dy.	nails (shingle),	60c. more.
3 dy.	" (lath),	$1.00 "

(3.) CANADA PATTERN ONLY.

4 dy.	nails (shingle),	50c. more.
3 dy.	" (lath)	90c. "

The first part of the list includes all sizes in which prices are the same for either American or Canadian patterns. A ten-penny nail or any other size in that list will cost the same whether it is American or Canadian in pattern. The second and third parts of the list quote the additions to be made to the basis for shingle and lath nails of American and Canadian pattern respectively, the patterns differing in value only in these two classes.

The changes in the prices which this list amends are as follows : The 40 dy. nail is lower; the 30 dy. nail is unchanged; the 20, 16, 12 and 10 dy. nails are higher; all the other nails are lower. Thus the advance is all on the large nails. The margin of the jobber is narrowed by the arrangement, from what it nominally was before, so that the increment to prices goes to the manufacturer. But it cannot without perjury be made narrower by the jobber's cutting proclivities, which were freely exercised in open-price times. The list holds throughout for steel nails, if 10c. be added to the price of each corresponding size in iron cut nails. This is equivalent to beginning upon a 10-cent higher basis and making the increases noted in the above list.

Wire nails are advanced in every instance where change has been made, and the greater part of the wire nail list has been revised. The discounts are undetermined yet, and the list is held over for publication next week. The prices have advanced from one to four cents wherever there has been any change. Standard brands of these nails have, it is alleged, been sold at prices that did not realize the cost of production. The changes in the entire range of nail quotations came too late for insertion in our Prices Current.

It is to be hoped that the precautions taken to make nails a profitable line to makers and jobbers will attain that end, but it is highly desirable that the retailer should make a little money as well. There is nothing to mitigate the effects of excessive competition among retailers except the restraints of their own common sense. There is no reason why anybody should be robbed in the nail trade, and if retailers make up their minds to maintain prices nobody will be robbed.

THE PRICES OF WINDOW GLASS.

A slight lapse from a strong and steady upward movement in Belgium was noticed in last week's market report on window glass. The present indications are that the change noted last week is but temporary. Glass is quoted on spot at prices far below what it could have been laid down here at if bought any time during the past six weeks. Stocks held here were purchased before the advance was made. If they had been bought at prices now holding in Belgium, $1.70 would more nearly represent the value here than $1.40. The disposition of manufacturers on the other side of the water appears to be exceptionally strong Some makers are clearly holding back. That explains the difficulty experienced by importers in obtaining deliveries during the fall. It was supposed to be due to a preference for United States orders which had been booked later than ours but at higher prices. This did play its part as a cause of delay in receipts, but the conviction of makers that their stock would appreciate with holding had as much to do with the matter. It is a fact that one works, which sells every season

50,000 50-foot boxes, has so far limited its offers of new glass to half that quantity. This, along with equally strong signs of reserve on the part of other makers, is an indication of an upward tendency. This evidence appears to be confirmed by the issue of a new tariff of prices which French and Belgian makers have organized to uphold. From the reserved offers of the makers it would seem that they aim simply at enabling their customers to cover themselves, if they have sufficient confidence in the stability of the situation or sufficient motive in the pressure of their business to incline them to do so. There is no reason to expect glass to be any lower here at all events than it now is, and if pace were kept with the movement of prices in the primary market, values would be very considerably increased here.

THE COPPER MARKET.

A tone of decision was hardly to be expected from the copper market at the present season and in the circumstances that have for some time been in the ascendant. But that metal appears to be capable of a vigorous movement. An advance has been made at all the chief distributing points, London and New York quotations, especially the latter, having moved up with the opening of the year. In New York the price was as low as 10c. for round lots, when it suddenly went up to 10.60 for spot stock and 10.90 for delivery six months hence. Our market has moved in the wake of this advance, and at present quotations are stiff at 12 to 12¼c. for round lots of prime casting copper and 12½ to 12¾c. for Lake Superior ingots. Smaller parcels run about a half a cent higher in the two descriptions. Sellers evidently believe in the value of their stock, as they refuse to book orders for forward delivery even at current quotations. If the experience so far of the New York market under the rise goes for anything as a basis of comparison here, it will probably be found that the advance will check rather than increase or even maintain the business done before it was made. The upward movement in the United States was partly at least the effect of an active demand, which began to shrink into small proportions the moment prices hardened. It looks now as if concessions would have to be made to induce a revival of buying upon anything like a large scale in New York.

The firm views of sellers appear to have no better warrant in the conditions ruling here. The cutting that went on in this metal during the latter part of '91 was taken advantage of by buyers here to stock up. Prices had been influenced in their favor by low quotations from New York smelters who had been offering here lately. The free buying that state of the market induced is adverse to business now at higher prices, and is a strong offset to the sudden firmness of holders. It appears therefore unlikely that the advance will last.

THE VALUE OF NARROWNESS.

To say a man is narrow-minded is a reproach, and to say that he is broad-minded is a compliment. These propositions are true with reference to opinion, but not with reference to action. Men of thought, in the domain of morals, religion, politics, science, etc., should take broad views and proceed upon them, but men of action must usually proceed upon narrow views, especially if they have to work against opponents. The business man is a man of action. His conception of business may be liberal or it may be contracted, but he will find that it is best to focus all his energies upon it. Narrowness must be cultivated by the man who would succeed in trade. The amplitude of mental grasp that qualifies a man to run a store, a farm, a gristmill, be a magistrate, take an active part in local politics, belong to two or three fraternal or secret societies and be a success in everything is rare. This many-sidedness is a dangerous thing for a business man to exhibit before he has begun to write his capital in a notation of six figures. That sort of thing may be all very well for men who have got past the breakers that lie along the very shore of success, for men who are able to pay for capable financial management. Even for those who have the money-power to run several concerns at once, narrowness is necessary for the success of these. Narrowness means concentration, and one must concentrate one's powers the more on one's business the more that business expands or branches out. There is no spare energy for public service or political glory. Broad-mindedness or versatility means shallowness in a business man.

Narrowness is the fundamental element in all business success. A single point is kept in view, all side issues, no matter how tempting, are disregarded. The aim is kept in sight, every little gain brings it closer, and soon it becomes the absorbing object of the plodder's attention. The man who clearly selects something as the object of the first half of an average life, and gets into the habit of letting that object over-rule his wayward inclinations, is sure to realize that object if he lives, but narrowness of view is involved in the very singleness of his purpose. The business man who sets before himself and steadily pursues an object, will be accumulating substance, while his broad minded competitor will be dissipating his power over several objects. The strict business man has no time for anything but business. His very narrowness will beget breadth. This is paradoxical, but it is true within the limits of a business man's care. Constant contemplation of the one object, constant study of the means to accomplish it, constant husbanding of resources, cannot fail to broaden and strengthen the mind that is engaged in such work. Such a mind will in a few years have far wider commercial compass than will that of the man who is busy in many spheres of activity. The following up of a single object is an excellent training and unfolds a man's powers wonderfully.

This is an age of specialists. It is necessarily so. The book of knowledge is growing every year, and it would be folly for any man to attempt a mastery of even a very few things as they are known now. Consequently there is a division of knowledge as there is a division of labor each man is supposed to know something one well. If he be thoroughly versed in that, he will be an exceptional man. Narrowing as the tendency of special occupation is it it a great means of developing knowledge. For the contraction in breadth it makes up in depth. It liberalizes and invigorates instead of enfeebling or enslaving our minds. No man will find he has too little to do if he gives faithful study and attention to the matters that concern any person in trade in this country. He is always on the alert against competitors; he has to save his profits by close buying, cash buying, selection of goods, etc.; he has to watch over his resources that he may lose little or none through misplaced credit; he has to please his customers; he has to advertise; he has to have enterprise, and now and then do a clever thing; he has to keep abreast of the times in his methods, his stock, his knowledge of the market, and a thousand details furnish nooks and corners wherein to dispose his attention. He has to vary the routine of his life by the use of changes as often as possible, and that necessity will make a bright, active, earnest man, fertile in expedients for the improvement of his business. "The penny saved is the penny made," "Look out for the cents and the dollars will look after themselves," are good maxims, but are not the only ones learned and practised by the trader who concentrates and expends freely his energy, his time and his talents upon his business. He will be rich in experience, and probably in money, before he is an old man. Method grows out of narrownees and concentration. The amount of method that can be introduced into even a small business is incredible. The real breadth that is born of this sort of narrowness may be expressed in these words: That a man of many-sided activity will rarely succeed in business, but a man who has succeeded in business will succeed in nearly anything else.

FROST-COATED WINDOWS.

The following suggestion as to the best means of keeping clear of frost windows which haue no back partition is contributed by a subscriber: Wash the windows very clean, and then with a clean cloth, and with no dust flying about, rub the glass over with pure glycerine. Of course, the glass with this on will catch more dust than one without, but it will certainly keep clean a week or two, and that is as long as a store window ought to remain without a fresh display of goods.

HYPERBOLICAL ADVERTISEMENTS

On the boards of road fences, in the newspapers of country towns, and in circulars scattered among consumers, one will occasionally meet a style of language that rivals in exaggeration the most magnificent efforts of the Oriental poets. Only in the matter of exaggeration is comparison allowable. If there was any proportionate fancy involved in the wording or the conception of the advertisement, the effect of the unreasonable superlatives would be melted down; perhaps by the humor or perhaps by some catchy quality in the phrasing of the form adopted. But plain, unvarnished lying is an exhausted resource; it has done all it can do in the way of bringing into prominence the merchant or his stock, but is still potent to bring both into disrepute. Exaggeration that is intentionally adopted with the object of making people laugh, is of course transparent, and is not resorted to for the purpose of abusing people's credulity. There is usually a form of expression that reveals the meaning of the advertiser, whose purpose is to crack a joke with those who pass by, not to boast extravagantly.

But how overwhelmed some stores must seem to be by the pretensions of their advertisements. Stores, whose claims as put forth in advertisements completely eclipse the reality, are beginning to fall into their true place, and are among business houses what braggarts are among men. Their absurd pretensions of superiority to everything else in existence estranges rather than attracts trade. A very humble little shop in a rather squalid part of this city is in mind. On its front appears the legend, "The cheapest store in the city." The thing was more pitiful than laughable. It seemed like cruel irony. Not an extreme case. It is probably a more pardonable one than the majority of similar cases of foolish advertising swagger. The great number of those who magnify themselves in advertisements do so, not in remote corners of their district, not to an ignorant lot of people, but to the intelligent, respectable public. They cannot expect to be believed, for their unveracious stories are usually palpably so, because of the wide sweep and ambitiousness of what they profess to be able to do.

"The cheapest store in the country," "the lowest prices ever heard of," "the finest goods ever offered to the public," "positively must all be sold in a fortnight," "selling below cost," are a few of the phrases that challenge reason and common sense along the high-ways and the by-ways. What excuse is there for such stuff? It is not believed by anybody, and reflecting people do not like it. They feel that the man who advertises in such a style must believe them to be grossly stupid if he thinks they can be deceived by a lot of downright lies. The fence boards, the public prints, the little sheets that fly from hand to hand ought not to be defaced with such common, played-out gasconade. Lying, as we said before, is an exploded device. The majority who resort to it do so from force of habit, because it had become conventional to use extravagant terms of business supremacy in advertising. The untruthful advertisement in fact is an outgrowth of overstrained competition. It is a bad outgrowth, but not the worst of that abnormal condition of trade. But it is an index to the rest. If traders are driven to state flagrant untruths in their advertisements, what security have their customers that these traders will tell them the truth in representations made of goods sold? Can they depend on the honesty of men whose advertisement stands in the market place with improbability, impossibility, stamped on the face of it? Let the fitness of things, above all let truth, be respected in advertisements.

CIVIL SERVICE DEBTORS.

A wholesome lesson to delinquent civil service debtors was administered by Judge Ross last week at the Ottawa Division Court, in the case of O'Meara vs McRae. This was an action to recover $24 on a judgment summons after default. The defendant admitted he was in receipt of $2 per day, Sundays included. The Judge upon being satisfied that McCrae could afford to pay his debts addressed him thus :

"I am going to be very severe with you civil servants, every mother's son of you. I will make an order for peremptory payment, failing that I shall commit you to jail. You shall pay down $6 and 30 per cent, a month of your salary."

Defendant—"But you do not understand."

Judge—"Oh, yes, I do, and I will do the same thing with every civil servant that comes before me, and it is as well they should know it." Judgment was accordingly given.

That is the sort of medicine that some of these gentry need an occasional dose of, and it is a pity they did not get more of it. It is a shame that honest tradesmen have no better protection against civil servants who are capable of taking advantage of their position for purposes of fraud. The fact that their wages cannot be garnished does not afford complete immunity to them. A little exposure to the head of their department is usually a quick way to effect recovery of the debt. The position is apt to be untenable for a man who is notorious for his neglect to pay his bills. In the departments of the local governments of the various provinces there are men not above the meanness of shirking payment for what they and their families lived on. Employes of civic corporations also frequently evince a disinclination to pay their just debts. The same is true of many men employed by railways, only in this case it is not entire immunity from the garnishee law that befriends them. One of the railway companies it is understood makes it a rule to discharge any man who will persist in owing what he is able to pay. Such influences on the trader's side ought to be made more of, and complaint to the head of a government department, the chairman of a municipal committee or board of works, or the manager of the employing concern will usually hasten payment.

THE GAUDY CALENDAR.

As the old year shades into the new, the flight of calendars usually begins to grow thick, and myriads of prettily designed plans of the new year are carried over the mails. This year, however, there has been a wonderfully marked falling-off in calendars. As compared with last year the number of calendars received at this office is exceedingly meagre. The lithographers also report a big decline in this part of their late season's business. The calendar appears to be going out as a diffuser of advertising matter. It has proved itself an unsatisfactory instrument for the purposes of the advertiser. Business fame is not to be won by it. We showed the reasons for this in an article that appeared above a year ago in this paper. The business notice or card upon the calendar is completely overlaid by that portion which may be called the chronicle. In the same way the dial of a clock would cast in the shade any accidental marks upon it, anything irrelevant to the purpose of indicating the time. It is for that purpose the calendar or clock is consulted, and a very slight impression can anything else make that is sought to be forced upon the observer's attention. Also there is an increasing aversion on the part of recipients to be the sandwich men of the issuers of these calendars. The person who receives a calendar intends to make use of it for his own purposes, and does not care always to make an advertising bureau of his office or his library More and more, opinion is becoming settled as to the true place of the advertisement. That place for the retailer is the newspaper. The character of the advertisement as news is becoming more distinct, and advertisements will be read in whatever medium has a reputation for giving news. When the chief distributors of news were the gossips of the town, it would have paid a man in business to pay these for mentioning his announcements, for then he would have been making use of a distinct agency of news. For the manufacturer and wholesaler the approved trade journal is the proper circulator of advertisements, for it deals with the facts that most concern the business of the men whose interest in the wholesaler's or manufacturer's wares is essential to trade. The calendar has been well tried; it has indeed been overworked. Its mission as an advertising medium has been a failure.

THE YEAR'S RECORD.

The mercantile failures in the Dominion of Canada and Newfoundland for 1891, as reported to Bradstreet's, aggregated as follows :

	Failures.		Liabilities.		Assets.	
	1891.	1890.	1891.	1890.	1891.	1890.
Ontario	834	837	$5,371,000	$5,657,000	$2,143,000	$2,459,000
Quebec	680	491	7,538,000	4,027,000	2,751,000	2,585,000
New Brunswick	93	66	599,000	1,108,000	342,000	736,000
Nova Scotia	122	114	594,000	607,000	310,000	353,000
Prince Edward Island.	10	7	106,000	40,000	73,000	23,000
Newfoundland	7	6	96,000	141,000	50,000	96,000
Manitoba	51	53	340,000	565,000	225,000	303,000
North-West	17	17	159,000	158,000	85,000	85,000
British Columbia	23	35	81,000	178,000	55,000	101,000
	1,846	1,626	14,884,000	12,481,000	6,034,000	6,741,000

THE METRIC SYSTEM.

There is an attempted revival in the United States of agitation of the project of a uniform system of weights and measures for all civilized nations. It cannot be said to have attracted a great deal of popular attention as yet, though it is bound to continue to be pressed by progressive men until its final adoption, which is certainly only a question of time. Uniformity in the standards which register amounts and values in the exchanges of commerce is so desirable, and in a more extended system of commerce will be so necessary, that it may be regarded as sure to be ultimately brought about.

Bradstreet's favorably discusses the matter at length, and incidentally brings out many facts of interest in connection with its progress in the United States and elsewhere.

While some of the most important commercial states, as the United States and Great Britain, use one system in their ordinary transactions, they have made another, the metric system, optional, as have some other states, while the great majority of the civilized nations of the world have made the system obligatory. The states which have made the use of the metric system obligatory are Germany, Austria, Hungary, Belgium, the Argentine Republic, France, Italy, Peru, Portugal, Roumania, Servia, Sweden, Norway, Switzerland and Venezuela. The countries which have made the use of the metric system optional are the United States, Great Britain and Turkey, while the system has not yet been legalized in Russia and Denmark. The weight of authority, so to speak, may therefore be said to be in favor of the adoption of the metric system, and it is this system which is most energetically advocated, and with reason, when the project of a uniform system of weights and measures is discussed. The use of the metric system in the United States has been optional for a long time, but its adoption has been confined mainly to governmental departments and scientific bodies.

There are always difficulties in the way of the adoption of a new system of any kind. At the same time the advantages of the metric system are so great that they bid fair to overcome even the force of long habit. The system in the first place is decimal, and has the advantage for purposes of computation that decimal systems have over others based on a different principle. Again, the metric units of length, bulk, weight, etc., are simply related to each other, a circumstance which gives the system a great advantage over the irregularly related or unrelated units of other systems. Finally, the system has become an international one, and intercourse between nations has increased to such an extent that it is now as important to have the same weights and measures used in different countries as it was a century ago to have the same weights and measures used in different parts of the same country.—Manitoba Free Press.

NO, NO, MR. CARNEGIE.

Mr. Andrew Carnegie is nothing if not epigrammatic. To an enterprising citizen of Hamilton, Ontario, who wrote him in reference to the establishment of iron industries in Canada by American capital, Mr. Carnegie replied :—"When the foreign colony of Canada recognizes its destiny and becomes part of the American Union it will be time enough to consider the investment of capital there by Americans. This natural union of the English-speaking people of the continent would double the value of everything in Canada, including the men of Canada, in the opinion of yours truly, Andrew Carnegie."

We doubt whether public opinion on this side of the border recognizes it as the manifest destiny of Canada to become a part of the American Union, nor do we believe such uniting of interests would prove a benefit to the United States. Canada is getting along pretty well, and only needs a little more encouragement by way of friendly tariffs to establish iron works of its own. To join that country to ours, even if it were feasible, would do us no particular good, and might do us great harm. Let Canada work out her own destiny. She has demonstrated her ability to do this by her magnificent achievements in railroad and canal building. We wish her God-speed, but as to joining her fortunes with ours that is out of the question.—The Iron Trade Review.

RIGHT AND LEFT HAND LOCKS.

If there is one class of goods above another that should have the retailer's special attention when ordering, that class we would certainly say is locks. And when we say locks, we refer especially to rim and mortise door locks, for the ordering of such seems to be a source of great trouble to some dealers, who, if they ever knew, seem to forget the fact that the English carpenter locks are made so that the hand is the very reverse to the Canadian and American hand. That is to say, that an English right hand lock is equal to an American left. Now this difference, which seems to cause trouble to some, can be easily got over by simply ordering in the style pertaining to the make.

Let us take an example. Suppose a lock is wanted for a door which opens as you enter to the right. Now, for such a case it will be seen that an American right is required. But, then, again you have some doors which, although standing in the same position as the first one mentioned, have to be opened towards you, instead of being thrown from you as in the first case. Now it is not a right but a left hand lock that is needed.

So the retailer in Ontario should bear in mind that when he orders Carpenter's locks right hand he will be sent an English right, but when he asks for certain mortise right hand locks, he will be sent in every case the American right. Now, of course there is no trouble of this kind in regard to the common rim and mortise locks, as they are nearly all made reversible.

But we say that a hardware man, no matter how small his builders' hardware trade may be, makes a great mistake if he does not make himself thoroughly acquainted with this subject, as so many of the best locks are handed and cannot be reversed, and especially so when we get into sets of front door locks and latches.

This subject of locks is such an extensive one that it would be folly to try and do justice to it in any one or two articles, so we will later on, when the special season for builders' hardware approaches, endeavor to give some ideas as to the best and cheapest manner of furnishing a house with hardware.

In noticing the appointment of James Hutton & Co. to be Canadian agents for Walkers, Parker & Co., Ltd., London, Liverpool, Newcastle, Chester and Bagilt, the first name in the latter firm was accidentally dropped out.

Mr. Miller—of Miller, Morse & Co., Winnipeg—spent the holidays among his old friends in Toronto, and he has a host of them. He is now in Montreal making extensive purchases for the coming season's trade. Mr. Miller has done well in the Northwest, and he thoroughly deserves his success.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Window Glass

FOR IMPORT.

"BUGLE BRAND." **GET OUR PRICES.**



The Montreal Cordage and Supply Co. have established a branch in Winnipeg for the manufacture of binding twine.

Mr. W. H. Rowley, manager of the E. B. Eddy Company, Hull, has been ill for some weeks. We are glad to be able to report his recovery.

As usual the McClary Manufacturing Co. presented their married men and women employes, and any man or boy supporting his home, with a Christmas turkey.

The iron workers of Ottawa have notified the masters that after Monday the 4th inst. they will stand out for the nine-hour day. The bosses met on Saturday to consider the situation.

The general stock of E. A. Cairncross, of Shakespeare, Ont., amounting to nearly $20,000, was sold by auction at London, to Mr. Smith, of St. Thomas, the price being 58½ cents on the dollar.

Mr. M. Black, general merchant, Springfield, and Miss Romania Chambers, of Aylmer, were united in marriage on the last night of the old year by Rev. Dr. Thompson at the residence of the bride's father.

Last year up to November 30th only 660 tons of copper came to England from the United States. This year the short shipments from Chili have been counterbalanced by arrivals of 6,614 tons of Lake copper.

Messrs. John Pell, Northey, John Leys, Arthur Prundley Lee, Arthur Burdett Lee, and Harry Pell, all of Toronto, have been incorporated as the Northey Manufacturing Company, limited, with a capital stock of $100,000.

The shipments of copper bars from Chili are now recovering, 2,500 tons arriving in England in November. In the previous ten months only 6,000 tons came to hand; 6,000 less than in the corresponding portion of either of the two preceding years.

Some persons obtained an entrance to the premises of Ed. Dunn, general merchant, of Thorndale, during Tuesday night, the 29th ult., and abstracted therefrom about $100 worth of jewelry. No clue has yet been secured as to the thieves.

A few packages of twine on a shelf in Wright & Co's hardware shop, London, caught fire between six and seven o'clock, the other evening, from sparks supposed to have come through a stove-pipe hole in the east wall, into which the furnace in Powell's connects. The firemen were called out, but a few pails of water extinguished the blaze.

The four chief iron producing countries of the world, made about 1,800,000 tons of iron less in the first half of this year than in the same period of last year. The chief decrease was in America, but there was a serious fall in Great Britain and in Germany. This decreased production of iron is one of the main reasons for the alteration in the condition of the coal trade.

Thomas Dobie, of Toronto; Francis Mercer, John Mercer, Frederick D. Mercer, Francis S. McDowell, all of Alliston; George H. C. Wright, London, Eng.; Thomas Anderson and Malcolm S. Mercer, of Toronto, are applying for incorporation as the Mercer Company, limited, for the purpose of manufacturing agricultural implements, etc., with headquarters at Alliston, Ont., and a capital of $180,000.

T. S. Simms & Co., broom and brush makers, St. John, N.B., have made a new departure. They employ about 80 hands, to whom they gave a dinner the other evening. After the banquet Mr. Simms made an address, speaking in high terms of the efficiency and faithfulness of the hands, many of whom are girls, and outlined a new plan of operations. He said he proposed to divide with the employes all profits of the business after interest was provided on the capital. The division is on the following basis:—Capital and annual salaries and wages are added together to make one sum, and all profits over 6 per cent. interest are to be so divided that a dollar of earnings receives the same profit as a dollar of capital. The proposition was submitted to the hands and accepted unanimously. This is the first arrangement for profit-sharing ever made in St. John.

At the meeting of the Dominion Central Circle in Hamilton there were delegates from Toronto and Hamilton circles. The constitution was revised and officers were elected as follows:—R. M. Stewart, Hamilton, president; E. Fielding, Toronto, secretary-treasurer; J. C. Ascott, London, vice-president; J. Carter, Montreal, chaplain; T. Gain and Will T. Spence were appointed to draft a circular showing to merchants the benefits of the circle.

A letter from the Colombian Department of Agriculture to the New York "Bulletin" says: The cultivation of sisal as an article for exportation is a very recent industry in this country. Along the northern coast of Colombia the fibre can be produced of excellent quality, on lands well adapted to its cultivation situated near transportation facilities. A number of planters are occupied in sowing sisal, and on some of the older properties the first crop will be produced this year. It is confidently expected that this industry will grow to be an important one, and that the quantity exported will now increase each year. Colombia will grant concessions of land suitable for the cultivation of sisal to all foreigners, provided that they will come and plant it."

In a recent issue of Notes and Queries appeared a short list of curious "slang" terms applied to several hardware articles, such as "curate," applied to a small auxiliary poker with a steel point, intended for use, in contradistinction to the elaborate fire brasses, which are only kept for show. It is a standing joke that this article takes its name from the fact that it does the principal part of the work. A "nigger" is a trivet used on the slider of an open range. A "footman" is an ornamental weight used for the purpose of keeping a door open, whilst a "porter" is a spring for keeping it shut. A "waiter" is a small tray. An innocent-looking arrangement of tin is the "demon" insect trap, and a machine used for grinding different substances is known by the forcible apropos title of the "devil" disintegrator.

THE AGE OF WIRE.

It is a circumstance which can not have escaped notice that within the past few years the application of wire to different purposes has been widely extended. So general has its adoption become that the present has been characterized as the wire age, a term expressive enough to make comment almost unnecessary. This has, in a measure, arisen from the fact that makers of wire have been compelled to look carefully over wide areas for new outlets for the product of their mills. The advance in the efficiency of these mills, including especially the trains for rolling wire rods, within five or six years past, has been something surprising; it is a clear case of the adaptation of a high-class speed of machinery to a line of work which has previously been done at considerably lower speed and at far greater cost for repairs of fixtures than later mills have yet required.

Disregarding some of the more common and well-known uses of wire, for example, in the field of applied electricity and the manufacture of wire rope, we find that a large and growing demand for it has sprung up in turning out barbed wire fencing, the manufacture of which, in a comparatively short space of time, has assumed commanding proportions. It is not difficult to realize that in this industry alone enormous quantities of wire are consumed. Wire door mats have become generally popular and have been the forerunners of woven wire matting for covering the floors of railroad passenger cars, and for various other purposes which will readily suggest themselves. Cleanliness, durability and economy are points which have been claimed for such matting with good reason, practical test having in every case given highly satisfactory results.

A somewhat unusual application of wire has been madein the construction of ordnance, of which the Longridge wire gun, in England, and the Woodbridge gun, in this country, are interesting examples. While the results of actual firing tests of guns of this type have not been in every way encouraging, the principal of their design has some things to commend it, and the idea may be carried out in a thoroughly successful manner. In the Woodbridge gun a steel cylinder was surrounded by hammered steel bars reaching the entire length, and around these was wrapped the wire while under tension.

Another use to which steel wire, in a braided or woven form, has been applied is its adaptation to belting for driving machinery. Some things may be said both for and against this use of the material. Metallic plates or bands have been used more or less for belting for many years, but, however perfect their work may have proved in some cases, they are almost beyond hope of repair when trifling weakness begins to show itself. Braided or woven belts of wire could be more easily repaired, and, if made of a comparatively firm wire, they could in all probability hug a pulley over its entire width more perfectly than any band could when made of plates or sheets. It seems almost unnecessary to remark that the absolutely unyielding nature of the material of which the wire is made at the points of actual contact is wholly different from that of the slightly compressible leather or rubber-covered canvas generally used. Hence, it could hardly be expected that equally favorable results should attend the use of wire fabric until as has been proposed, the yielding material is supplied in the shape of an elastic cover fitted to the pully. This introduces in an important manner the element of wear, and the pulley covering would no doubt be rapidly destroyed. The question of joints in such belts also has suggested difficulties, all of which would seem to have been in the main, overcome.

As a means of turning out fire-proof stage scenery for theatrical use, wire has found another interesting application. The fire-proofing solutions and paints, hitherto employed in connection with the scenery in current use, have been found insufficient from the fact that they are unreliable, and, further, are frequently objectionable because of their destructive action on the materials to which they are applied. As a substitute for these the fabric employed for the familiar wire window screen suggested itself, being thin and flexible, almost like canvas, and permitting, when closely woven, full decoration by scene-painters in the ordinary way. The only objection which appears to have presented itself was in the circumstance that the wire gauze may be easily seen through. To overcome this, a special paste has been prepared, which is of light weight, and when applied to the gauze, effectually closes up all the small openings. It does not detract from the flexibility of the fabric. nor does it injuriously affect its fire-proof character. Besides all this, the paste, when once applied, does not crack. Wire-gauze scenery when prepared in this way, will, according to German report, shortly be used in an experimental way in the court theatre at Munich.—Iron Industry Gazette.

IS IT WELL TO ADVERTISE PRICES ?

Does it pay to advertise prices? Always, no; frequently, yes.

There are reasons a-plenty why prices ought not to be advertised.

In the case where one is selling a better article than his competitors, and is obliged to charge a little more for it, there would be no gain in calling attention to prices at all. You must emphasize quality, and sink the matter of cost out of sight.

Take an almost exactly opposite case where you find yourself with goods on hand upon which, thanks to some fortunate circumstance, you are able to undersell the market. You may take the view, as some do, that you do not wish to directly challenge the trade. You want your customers to know about your bargains, but hesitate about telling your competitors. Hence you do not commit the news to print. You advertise that you are selling very cheap, but do not give the figures that would tell how cheap. That is not the way the largest and shrewdest houses would look at it, but is a view that more or less prevails.

Or suppose you are doing a business that is partly cash and partly credit. Here the same set of prices will not fit both conditions. Either they will be so high as to drive the cash customers away, or so low that you cannot afford to give the credit that many of your customers expect.

This side of the case can be supported by other hypothetical citations—all from the point of view of the dealer.

As for the buyer, it can be set down as an axiom that a would-be purchaser always wants to know the price. If the thing advertised appeals to his tastes or necessities at all, the matter of prices comes next. "How much is it?" is the invariable question.

Thus the point of view of the buyer seems diametrically opposed to that of the seller.

But in the larger sence it is not opposed at all. For it should be the seller's study to learn what the buyer wants and what pleases him. Their interests ought to be identical, and they are in all fair dealing.

A person likes to know whether such and such a thing he sees advertised comes reasonably within his scope. Left in doubt just then, when he is interested, he may never take the trouble to find out. His attention, arrested for a moment, leads him to contemplate a purchase, though not in a very definite way. He cannot reach a definite conclusion while the price remains an unknown quantity.

Unless he wants the goods very much, the average man is pretty likely to let the matter drop. True, he might write to inquire or ask in person, but that involves exertion. And then, not every one likes to bother a tradesman or his clerks with inquiries that perhaps seem aimless and may lead to nothing.

London shopkeepers, who are admitted to be the best in the world, almost invariably tag their goods. A shop window there is a true index to the business inside. If you see anything you want you have only to step in and lay down your shillings. Newspaper advertising in England is based upon that idea, I think, to a far greater extent than it is with us. The price is given.

Goods of considerable value are often brought to the attention of business men by means of newspapers and circulars, with everything stated but the price. This is particularly true of costly machinery. Such and such a machine may seem exactly suited to the requirements of the merchant or manufacturer who has studied a description of it. It is worth thinking about for purchase, three months, six months hence. Cost must first be counted, contingencies considered, everything planned ahead. But first—what is the price? Let him ask for it, and for answer down swoops the voluble drummer, eager to close a trade before the going down of the sun.

This was not what he wanted at all. It is not even what the machine builder wanted if he studied his own interests. It is too premature, too bothersome.

So then, with all objections weighed and all exceptions granted, I am confident that a more general advertising of prices would please the people and sell goods. While not in all cases feasible or important, a more general adoption of the idea would seem to be demanded.—N. A. Lindsey, in Printers' Ink.



—USE THE—

STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Upon application we will furnish a Blue-Print sketch showing detail and uses of the STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY.

You Can't Afford

TO BE WITHOUT

Mander Bros. Varnishes.
Carminette.
McCloskey's Filler.
Green Seal Lead.

Articles of real merit and long standing reputation.

Exclusive Agents:

Walter H. Cottingham & Co., Montreal.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

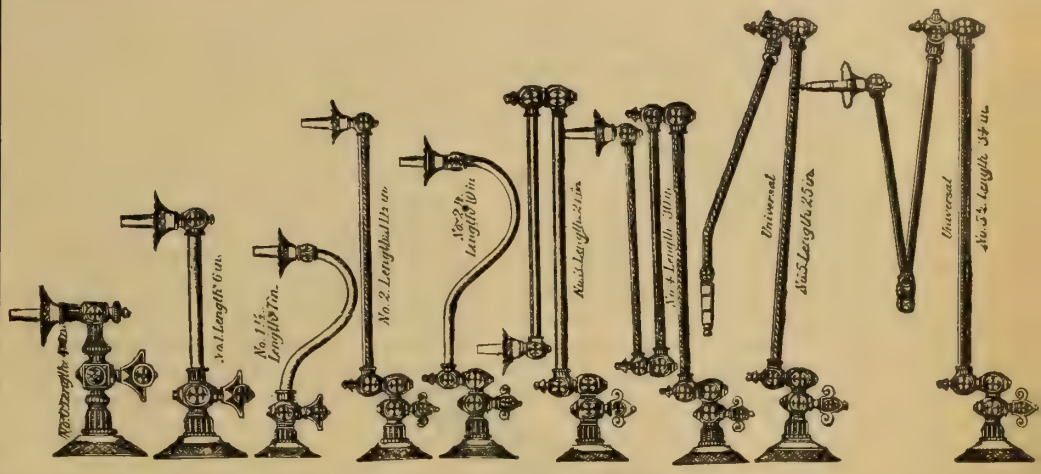
The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.





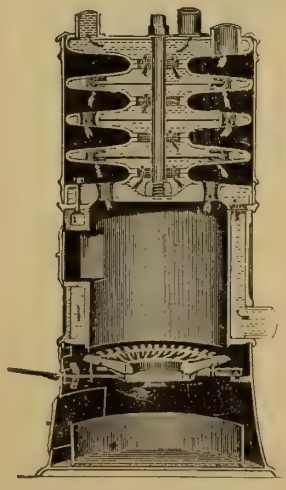
BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

ROBERTSON'S STANDARD STAPLE GAS BRACKETS.



Send for Catalogue and Price List.

JAMES ROBERTSON & CO.,
TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



WIRE

Coppered Steel Spring. Tinned Mattress Wire. Broom and Brush Wire. Hay Baleing Wire. Flat Wires. Soft Coppered Wires.

Write for Catalogue. We guarantee the quality of all our Wires.

Manufactured by THE B. GREENING WIRE CO., LTD., Hamilton, Ontario.

NEW GOODS.

AN ALUMINUM MATCH SAFE.

We have received from the Kearney & Foot Co., 100 and 102 Reade St., New York, a pocket match safe made of aluminum. No better practical illustration could be given of the properties which have brought this metal to the front than its use to make such an article as this The safe is a thing of beauty, is very portable and the material has not that harshness to the touch that the other useful metals have. The workmanship is of the finest. We acknowledge the gift with thanks.

AUTOMATIC EJECTOR GUN.

The above cut (partly in section), with the left-hand lock removed, shows the cocking and safety mechanism, also the automatic ejector mechanism of the L. C. Smith Automatic Ejector Gun. The points indicated by the letters are as follows: A, Frame, B, Forend. B, Cocking-Shaft. C, Liftet. D, Tumbler. E, Sear. F, Mainspring. G, Bridle. H, Trigger. I, Safety Stud. J, Safety Slide. K, Thumb-Piece. L. Tang. N, Ejector Sear. P, Ejector Tumbler. R, Split Extractor. S, Sear and Forend Lock Spring. U, Ejector Sear Screw.



AUTOMATIC EJECTOR GUN.

The gun is made by the Hunter Arms Co., Fulton, N.Y., and is got up in two grades. No extra charge is made for making to order. No extra charge for a 10-gauge over a 12-gauge gun. All the guns are choke-bored to shoot extremely close, unless otherwise ordered.

Quality A1—Very fine Damascus steel barrels; very fine imported English walnut stock; fine checkering and engraving; half or full pistol grip; 10 or 12 gauge, 28-30 and 32-inch barrels. Price on application.

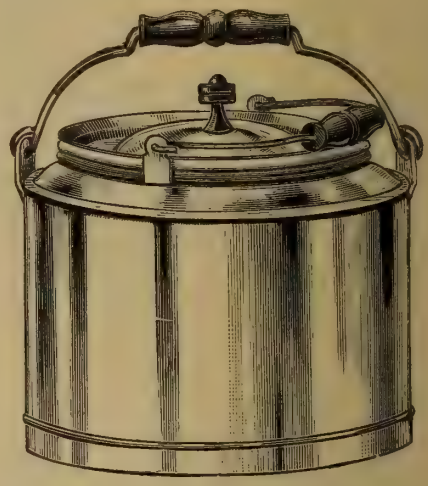
Quality A2—Finest Damascus steel barrels; finest imported English walnut stock obtainable; finest checkering and engraving; very finest finish; half or full pistol grip; 10 and 12-gauge, 28-30 and 32-inch barrels. Price on application.

KEMP'S GALVANIZED STEEL BUCKETS.

The Kemp Manufacturing Co., as their advertisement in this week's issue shows, are putting on the market a line of Galvanized Steel Buckets that cannot but secure a strong hold upon the demand. This style of Bucket is something entirely new in this country, and the advertisement itself shows in what way it differs from the old style Buckets, so narrow at the bottom and wide at the top, and which had a rim slipped on the bottom. The new galvanized steel Buckets have no rim, but the sides and bottom form a rim, and consequently there is no separate rim to come off in shipping. The Kemp Manufacturing Co. are the first to make this style of Bucket in Canada, and the sale of them is very large. The advertisement gives full particulars, and we direct the attention of our readers to it. The accompanying cut illustrates the Buckets.

PURITAN WARE.

Herewith we illustrate some of the cooking utensils manufactured by The Eustis Mfg. Co., Bayonne, N. J. Some of the best points of these goods may be indicated. They are as clean as the best china, and easily kept so. The Puritan Cooker is a fireproof earthen jar, no metal touching the contents. The jar is not thick or bungling, but thin and strong.



The above is their Hotel Cooker, which is having a very large sale among the best hotels in the country.

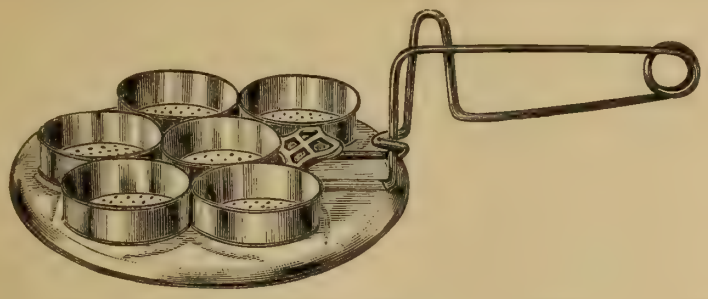


The baking and vegetable dishes will keep food hot or cold. They are a great help to



KEMP'S GALVANIZED STEEL BUCKETS.

the housekeeper, are low priced, durable and elegant. These goods are on sale at Rice Lewis & Son's, Toronto.



The Egg Poacher is the latest and best in the market.

RECENT TRADE LITERATURE.

The 1892 calendar got out by the Pillow & Hersey M'fg Co., Montreal, is a very pretty one. A bit of stamped brazen plate holds the leaves together, and in the centre of it is a solid facsimile of the medal awarded to the company at the United States Centennial Exhibition of 1876. A slip accompanies the calendar to inform the trade that the firm's rolling mills, which were burnt about a year ago, have been entirely rebuilt and enlarged and are in full operation again, and that additional machinery for an increased production of goods has been added in several departments.

Messrs. Merchant & Co., New York, Philadelphia and Chicago, have got out quite a fantastic New Year announcement, foreshadowing the nature of their exhibit at the Columbian Exhibition. The nations which are expected to crowd to that great fair, specially to see Merchant & Co.'s well-filled space, are represented by brownies, which are supposed to typify the national characteristics of their respective prototypes. The company's roofing metal and roofing material generally are shown in a series of exhibits, which take up the greater portion of the alphabet to designate each part by a letter. The illustrations are beautifully done, in fact in its entire make-up the little book is a superior piece of workmanship.

A fine illustrative calendar is that issued this year by Henderson & Potts, proprietors of the Nova Scotia Paint Works, Halifax, N.S. Color is very appropriately brought into requisition for catching the attention. A scale of colors in checker-board arrangement, each labelled, is a striking as well as a useful feature of the hanger. It is a very handsome calendar.

The Dominion Wire Manufacturing Co. have issued a price list of the steel and brass jack chains, which they are now placing on the market. They claim for their chain, strength, quality, style and finish, equal to any manufactured, it being up to English standard gauge and full weight. These goods are put up in the company's new style of telescope boxes labelled handsomely, making them very neat and attractive. They announce that they can at present supply from No. 12 to 20 in single and double steel and brass; in the sizes from No. 6 to 11 they will be in a position to fill orders about March 1st.

The literature which the Eustis M'f'g Co., Bayonne, N.J., makes use of to exhibit the advantages of its well-known Puritan Cookers and other ware, is attractive in form and interesting in matter. A very pretty little red-covered book puts forth very clearly the claims of this ware for a place in the supplies of every trader. It is admirably illustrated, prices are tabulated, and all the information necessary to put the dealer on a footing to negotiate for stock is given.

Messrs. Walter H. Cottingham & Co., Montreal, greet the trade in a very neat New Year's card. Wishes of a happy New Year and satisfaction and thanks for the past year's business in all their lines, notably the Green Seal Brand, are the leading sentiments of the circular.

SACRIFICING GOODS.

Is it well to cut prices in order to force the sale of a certain class of goods? It must be admitted that it is not just to brother merchants in all cases. There is a certain esprit de corps which every merchant should try to obtain and foster, and which will tend to keep the trade from degenerating into paltry oppositionists. Nevertheless, in many cases cutting of price must be resorted to for self-preservation, and this should be done carefully and systematically.

One of the largest retailers in Toronto sells goods on the principle that if they will not sell for $1, they will for 50c., if not for that then for 25c. The dealer must not allow his stock to accumulate nor depreciate in value. Goods must not be kept on the shelf for two or three years waiting for a purchaser. There must be a ceaseless turning-over of stock. A man should know his stock and know when not to delay the sacrifice. The time to do this is not when the trade in that article is over, but just before the demand for it is about to slacken. Then, if a dealer has a large stock of a particular line which is liable to go out of fashion or fluctuate in value, he is wise to make a push to clear it out, if not at full prices, then at slowly reducing prices until the public are tempted and he is relieved. The essence of the transaction is that a dealer's money must never be locked up in goods which are liable to depreciate in value.

The Hamilton branch of the Commercial Travellers' Circle of the Y. M. C. A. met on the 28th inst. A musical programme interspersed with speeches was enjoyed.

The officers of the Imperial Oil Company, will, from the beginning of the present year, make St. Thomas their principal distributing depot for Western Ontario, from Stratford to Wiarton in the north, and also south and west. The business for this district will be conducted from the London office in future, under the management of Chas. J. Mills, one of the company's stockholders. The new offices of the company, as well as the works and warerooms, are now completed.

THOS. McDONALD & CO.

42 SCOTT ST., TORONTO.

MANUFACTURERS OF

Metallic Roofing.
Embossed Ceiling.
Eavetrough, etc., etc.
Stamped and Pierced Tinware.
Corrugated Iron.
Galvanized Buckets.
Syphon Oil Cans.
Paint, Varnish, Lye, Tins, etc., etc.

WRITE FOR PRICES.

MARKETS

MONTREAL MARKETS.

MONTREAL, Jan 8, 1892.

The market has presented few features; in fact none at all as regards business during the week, for trade is at a standstill. The only thing interesting there has been to talk about is the uncertainty regarding values on nails and bar iron. It will be remembered that makers fixed the price on both to hold good until the first of the year. The time has expired, yet no new price is announced and buyers are in uncertainty. The makers held a meeting in Toronto on Monday, but positively decline to let the press know the result.

PIG IRON.

There has been no change at all in pig iron since our last and prices on it are purely nominal. Advices from the other side do not indicate any improvement either. We quote :—Calder $22 ; Langloan, $22 ; Summerlee, $22 ; Gartsherrie, $22 ; Eglinton, $20 ; Carnbroe, $20 to $20.50.

BAR IRON, ETC.

There is considerable uncertainty regarding values on bar iron, as the figure $2, which was agreed on, was to hold good only until the first part of the year. The makers held a meeting, in Toronto, on Monday, but positively refuse to say anything about it. The inference is that they have not arrived at a decision yet or some one would know about prices.

TIN PLATES.

There is nothing doing in tin plate, and holders with light stock in view are not urging business at all. We quote cokes $3.60 to $3.75, and charcoal $4.25 to $4.50

TERNE PLATE.

Terne plate is heavy, but in the absence of business there is no change to cite. It is certain though that holders would concede to move some of their stock.

CANADA PLATES.

Remarks of a week ago regarding Canada plates can be repeated, for no business of importance has been done. We quote $2.65 to $2.75.

COPPER, TIN, ETC.

Copper, tin and other lines are unchanged, with values easy but nominal in the absence of trading.

SHELF HARDWARE.

Since our last there has been absolutely nothing to note. The small sorting demand incidental to the holidays has fallen off, and all the trade are not through with their stock-taking yet.

SCRAP IRON.

Receipts are small on the whole and there is not much business to note. Good wrought scrap commands $15 to $16 per ton and cast stock $13 to $17, according to quality.

NAILS

Remarks made in regard to bar iron describe the nail case exactly. The makers have held their meeting and until they announce their decision, values are unsettled as the $2.10 basis did not hold after the 1st.

CHEMICALS.

This market is dull and entirely without feature, a small trade ex store in jobbing lots being all there is to note. Values generally, are unchanged.

OILS.

There is no change in oils, which rule quiet. Linseed oil is steady on the old basis and the same applies to seal oil, etc., etc.

GLASS.

Stocks of glass are small and prices are firm, but, although the market certainly has a firmer tendency, there is no change. We quote $1.35 to $1.40.

NAVAL STORES.

Nothing doing in naval stores for business is at a standstill. We quote : Turpentine, 55 to 56c ; rosin, $2 to $4.25, as to brand ; coal tar, $4 to $4.25 ; cotton waste, 5¼c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

CEMENT AND FIRE BRICK.

The cement trade is dull, but fire bricks are in some demand. We quote :—Belgian cement, $2.30 to $2.45; Newcastle, $2.40 to $2.50; London, $2.40 to $2.55; firebricks, $18 to $24 per 1,000.

PETROLEUM.

There is a moderate demand passing for refined oil. We quote :—Canadian, 11c. at Petrolia, 13¼ to 13½c. in car lots at Montreal, and 15c. for single casks. American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Jan. 8, 1892.

HARDWARE.

The wheels of trade have been scarcely got back on the rails yet. Business is pretty much at a standstill. The stock sheets of the various houses are engaging their attention now. The story told by the inventory of the goods in store and the balancing of the books is not a very gloomy one. On the whole 1891 must be regarded as a rather satisfactory year in everything but the important matters of profits and collections. The volume of stock handled was large, the failures were few and the goods carried over into 1892 do not represent more than the usual amount of capital so tied up. Upon staples, cutting was rife throughout the year. Payments were backward, more accounts having been carried over than there were last year. The buying of 1891 was not more largely upon credit than that of other years, but the money to meet bills due was harder to get hold of. The week's trade is scarcely considerable enough for comment and is not disappointing, as nobody looks for a throng of orders at this time of year. The travellers are out after business again, but few of them are heard from. The main event of the week was the meeting of the nail manufacturers, whose proceedings are referred to in another column.

METALS.

The metal market has been stagnant. Throughout the earlier part of this month prices are expected to flounder more or less as a consequence of slackness in business and a disposition to offer bargains. There is some unsettlement about values at present, with scarcely enough doing to redeem them from the "nominal" state. Outside markets have been little more eventful than ours. Copper has shown a little strength and tin has also taken a better turn. All the other metals have been exceedingly dull.

IRON AND STEEL—A good crop of orders is expected to follow the sterile spell of the pig iron trade in the last months of the old year. There cannot be much to go on in the supplies at the foundries. Wants are already beginning to be signified, in some cases by inquiries, and in a few by orders. The latter do not aggregate a very large number of tons, but they are encouraging coming at this time of year. Three hundred tons of No. 3 Calder and 50 tons of No. 1 have been sold since last report. The transactions were at full prices. Not much is heard of quantities being placed by representatives

Milk Can Trimmings.

Creamery and Delivery Can Trimmings.



We can supply everything required in all styles, also body stock for cans and cheese vats.

Milk, Delivery and Creamery Cans made up.

Try our Creamery Can Guage, it is the best made.

THE McCLARY MFG. CO.,

London, Toronto, Montreal, and Winnipeg.



MARKETS—Continued.

of United States furnaces. Foundries have not yet risen to the level of their normal requirements, several of them running low. There appears to be business ahead of others of them, however, some of the large ones keeping up operations steadily throughout the winter, though it is their wont to shut down a month at the beginning of the new year.

Bar iron has undergone no change, though the price of it was one of the subjects considered by the iron men and nail makers this week. Their deliberations did not issue in any change, though it is undoubted that the makers are a unit upon the price, which stands at $2.25 for common. All other descriptions of iron are quiet and unchanged. Steel is steady.

COPPER—The market is more active. A stronger tone has been imparted by outside operations. Ingots are 12¼c. in round lots for prime castings and 12¾c. for Lake Superior. Smaller parcels are ½c. higher. Sheets are 16 to 18c. An active trade for spring delivery is reported in sheets.

TIN—The market here for pig so far as transactions are concerned, is fairly active, while buoyancy characterizes the price. 56lb. ingots are 23 to 24c., 100-lb. Straits ingots are 23 to 23½c. Strips are dull and easy at 24 to 25c.

LEAD—The market was depressed for some time but a better tone is to be noted this week. The range of prices is 3⅝ to 4¼c.

ZINC AND SPELTER—No new vigor has been imparted to this week's business which has been inconsiderable in volume. Zinc is 6¾ to 7c., and spelter is 5¼c., for domestic and 6c. for imported.

ANTIMONY—A backward movement has been continuous since the high turning-point was reached towards the close of the old year. The value is still high, and unchanged here at 15 to 16c. for Cookson's and 14 to 15c. for other brands.

TIN PLATES—Are now unseasonable. The English market has advanced 3d. to 6d. on account of buying by United States consumers, but here there is no change and no business The quotations continue to be :—I C coke, $4 to $4.25; I C charcoal, $4.50 to $4.75; I X charcoal, $5.50 to $5.75; I X X charcoal, $6.50 to $6.75; D C charcoal, $4.50.

TERNE PLATES—Are nominal at $8.25 to $8.50.

CANADA PLATES—Have passed the season of demand and are now altogether neglected. They are nominal at $2.90 to $3 for Blaina, and $3 to $3.10 for Abercarne and Alloway.

GALVANIZED SHEET IRON—Is in fair request at steady prices. These are 5 to 5¼c. for 28 gauge, and 4¾ to 5c. for 26 gauge.

NAILS—As is shown at length on the first page of this issue the form of quotation has been changed to that of the American list. The basis is 50 to 60 dy. nails, which quote f.o.b. $2.30, Toronto and Hamilton. Steel nails are 10c. higher in their respective sizes. Wire nails have also gone up in several of the sizes, and the list will appear in the next issue.

HORSE SHOES—The price is unchanged at $3.40 to $3.50. A quiet demand is experienced.

HORSE NAILS—The quotation is unmodified, at 60 and 5 to 60 and 10 and 5 per cent. off the list.

CORDAGE—Is featureless at the basis of 12¼c. for Manilla and 9¼c. for Sisal.

PAINTS, OILS AND COLORS.

The most nominal business is done these days. The demand is down to zero. All prices are unchanged. Turpentine is 54 to 55c. White lead is 5¼ to 5½c., raw linseed oil 57 to 58c., boiled linseed oil 60 to 61c.

PETROLEUM.

Prices are at the bottom of the scale and show no tendency to ascend. Business is normal, no special activity in round lots being noticeable.

The Petrolia Advertiser reports : Petrolia crude $1.31 per bbl. ; Oil Springs crude $1.31 per bbl. The past has been another quiet week in the crude oil market. Prices, however, remain unchanged, although an advance of one or two cents without premonitory symptoms, other than those incident to the general situation, would not occasion much surprise. Apropos of the possibilities of the situation there seems to be no disposition to force prices beyond what the legitimate conditions of supply and demand will justify.

GLASS.

Quotations on the spot are unchanged, but the price is firm at $1.40 in sympathy with outside markets.

OLD MATERIAL.

The lowering of the price of new copper has caused a decline in prices of old copper as seen below. During December a large amount of old material of all kinds was moved, but at present the trade is quiet, as the founders are mostly occupied in stock taking. Prices follow : —No. 1 heavy cast scrap 65 to 70c. per 100 lbs. ; stove cast scrap, 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new scrap copper, 10 to 11c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c ; light scrap brass 5¾c. ; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c. ; scrap rubber, 2¼ to 2½c. ; country mixed rags, 80 to 85c. per 100 lbs. ; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c. ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

HIDES, ETC.

HIDES—No discernible improvement has been made in the hide market, prices being easy and trade dull. Green quote at 5c. for steers', at 4½c. for No. 1 cows', 3½c. for No. 2, and 2½c. for No. 3. Buffs sell slowly at 5c.

SKINS—The price of sheepskins has gone up 5c. farther, the range being now $1 to $1.05. Calfskins are unchanged at 5 to 7c.

TALLOW—There is no change in tallow, which is dull at 5½ to 5¾c. for refined, and 2c. for rough.

WOOL—The dull state of the market shows no sign of mitigation, and 19c. continues to represent outside value for fleeces.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Jan, 7, 1892.

In the way of really important new orders for finished iron or steel, nothing comes to notice, and the situation in the various branches of the trade stands practically the same as it was a week ago. Considerable business is in treaty that seems likely to be closed ere long, but buyers are following a conservative line of action and manufacturers seem, as yet, unable to dictate higher prices than those that ruled two or three weeks ago, except in the instance of some few products that were then relatively the lowest of anything on the list.

Orders for crude material are placed in an indifferent sort of way and lack force necessary to hardening values, although apparently sufficient to prevent any retro-

MILK CAN TRIMMINGS.



Send for Revised Price List.

Broad Hoop Pattern.
Ironclad Pattern.
Improved Handles.

THOS. DAVIDSON & CO., Montreal.

SAMPLE ROOMS : 54 Wellington St. E., Toronto.

MARKETS—Continued.

gressive movement. On American pig iron the range of prices is $17 to $18 for Northern No. 1 X foundry, $16 to $16.50 for No. 2 X foundry and $14 to $15 for gray forge, with Southern $16.50 to 17 for No. 1, $15.50 to $16 for No. 2 and $14 to 14.50 for gray forge. Scotch iron sells in small parcels at $22.25 to $22.50 for Coltness, $21.50 to 21.75 for Summerlee, $20 for Eglinton and $19.50 to 19.75 for Carnbroe. Foreign spiegeleisen is dull and nominal $23 to 24 for 10 to 12 per cent., and $27 to 27.50 for 20 per cent., and 80 per cent. ferro-manganese $62 to 62.50 delivered here.

There is slightly more interest shown in old iron, but the demand is rather hesitant and the dealings that take place are at practically former prices. Old steel rails were sold to the extent of 1,000 tons at or about $17, old iron tee rails at $21 Jersey City and No. 1 wrought scrap at $19 delivered to lighter.

COPPER—The market for copper is very firm at last weeks advance, sales aggregating well on to 750,000 lbs., Lake Superior product having been made at 10⅞ to 11c. while the latter price was subsequently declined by agents of several producers. At the moment consumers are more conservative, however, the majority having secured supplies to meet near future wants Casting brands are quoted at 10¼ to 10½c., but the inside figures appear to be the highest on actual sales thus far. London prices have been higher by 10s, but latterly declined to £46 12s. 6d. for merchant bars for prompt and $47 5s for future delivery.

TIN—In the local market pig tin operations have been on a limited scale. The speculative interest still centers chiefly around outstanding "puts" and the out-of-town trade is followed up very closely by importers, the most of whom are in sharp competition that leads to selling at prices practically on a level with foreign market quotations. Spot stocks here and in Europe are large, as is also the supply afloat, leaving the statistical position an apparently weak one. At the close the local qnotations were 19.85 to 19.90c. for 10-ton lots and 20 to 20.10c. for ordinary jobbing parcels. London cables quoted £90 17s. 6d. for prompt and £90 17s. 6d. for three months' futures.

LEAD—Local transactions in pig lead are still on a limited scale and the demand continues slow, but prices remain steady at 4¼ to 4.30c.

SPELTER—Is still rather weak, with over 4.70c. the exception on Western in carload lots and a shade less said to have been quoted in some instances.

TIN PLATE—Tin plate for prompt delivery continues very quiet, and the movement in futures is also on a moderate scale, with prices about as they have ruled for some little time past.

KITING CHECKS.

Generally speaking, the purpose of the man who "kites" checks is to gain time rather than money. A, for example, owes B $5,000. The day comes when he must pay or take ruinous consequences. He has a small balance in bank—say $896.70. After banking hours on the day when payment must be made A gives B a check for $5.000. B deposits it in his bank the next day and it arrives at A's bank the day after. Meanwhile A scurries around among his friends to borrow money enough to meet the check. He appeals to C, who has no such sum as $5,000 at all. But on A's assurance that "it will be all right," he accepts $87.34 in money and A's check, "to be used to-morrow," for $4,443.82. This A deposits and his credit is thereby increased to $5,840.55, so that when the check he gave to B comes in there is a fictitious but unsuspected sufficiency to meet it.

Before the check A gave to C has reached A's bank two or three more days have passed, and thus by securing the kind offices of other friends he can keep his and their worthless checks in motion almost indefinitely. If finally he scrapes together the actual cash which he should have originally paid, his account becomes really good, and what might have been a loss to any of a dozen banks is averted.

If a reasonable degree of care is taken, the fact that he has been "kiting" checks may not be suspected at his bank. His motive in making a small money payment to C, which practice he continues with each person of whom he borrows, is in order that the checks he gives may always be written in different figures than those he receives. This is usually an effective blind, for unless the bank officials have some outside cause to suspect the integrity of a depositor, they will not be likely to investigate each deposit and each draft—the only course by which the relation existing between drafts and deposits can be detected.—American Storekeeper.

A FEW QUESTIONS FOR 1892.

Have you taken account of stock, and are you satisfied with financial results from last year's business?

Have you considered any improvement in your method of business, whereby the labor of yourself, wife or help can be lessened?

Are you as careful as you might be in your daily business transactions? Do you weigh, count, measure or gauge everything you buy?

Do you pay your bills promptly and take advantage of all discounts for prompt settlements?

Do you keep a watchful eye on your clerks when weighing or measuring goods?

Do you not think it would pay you to hire a cashier to handle your money and take care of your books?

Do you, when asked for credit, make proper inquiry as to the responsibility of the applicant before granting the same?

Do you know how much per cent. you are making on your sales of goods?

Do you allow any margin for waste, shrinkage or other sources of loss on goods when making your calculations for profits?

Do you render bills promptly and insist upon payment as per agreement made?

Do you know that you miss many good things by not subscribing for and reading your trade paper? Many dollars are saved by careful readers.

MAXIMS FOR 1892.

Pin these up before your mind's eye; it is a new year, and you should gather in a few ideas so as to promote improvement in yourself and your business.

I am a hustler.

Little bustle but much progress.

Some advertisements might aid business growth.

Don't wait for business to grow—push it.

Make your windows attractive.

Make your prices no higher than consistent with a fair profit.

Keep courteous clerks, and set them an example.

People are fond of smiles and small attentions.

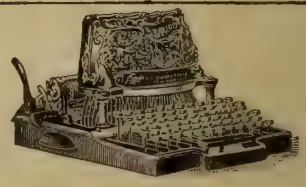
Make a name for yourself for keeping the best goods.

Keep ahead of the other man.

Don't get angry if a customer doesn't buy.

Try to do without cutting prices.

Have a system, an ideal and an advertisement.



BAR-LOCK TYPE WRITER.

The Best Machine on the Market.

Secures visible writing, permanent alignment, automatic paper feed and ribbon reverse, great speed and manifold power, with easy manipulation and control of machine, etc.

A. M. COLQUHOUN,

AGENT FOR

TORONTO AND WESTERN ONTARIO,

TELEPHONE 181.

71 Adelaide St. E, Toronto.

Do you buy and sell goods for profit.

Send for our catalogue, free. From our prices you will see you can not afford to buy elsewhere. Pocket and Table Cutlery, Silver Plated Flat and Hollow Ware, Shears and Scissors, Steel Halter and Cow Chains, and a thousand other things. If you do business for profit, try us. THE SUPPLY COMPANY, Niagara Falls, Ont.



THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Manufacturers of

ASSOCIATION PURE WHITE LEAD.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

DO YOU SELL COOKERS ??

PURITAN COOKERS SELL THEMSELVES.



The Consumers of this country have seen this cut in the aggregate

60,000,000

times within the past six months. This means a demand for them among dealers.

MORAL: Ask your Jobber for them.

Sole Makers: THE EUSTIS MFG. CO., 49 St., Bayonne, N.J.

SITUATION WANTED.

THOROUGHLY POSTED HARDWARE MAN wants situation as traveller or in wholesale or retail store capable of buying, or take charge of books, etc Address
—4 W. H. M'NCUT, Box 136, Exeter, Ont.

BUSINESS CHANCES.

FILE BUSINESS CHEAP—SEVEN HUNDRED dollars will purchase all the plant, a large quantity of unfinished stock, office and store outfit; good-will thrown in; present owner not understanding the business. Files, 150 Front street east. Also a lot of new files for sale cheap

HARDWARE BUSINESS FOR SALE IN TORONTO, 4 years established, first class location, stock in good order, and consisting of Builder's Hardware, Mechanics' Tools, Cutlery, Paints, Oils, Glass, etc. A business of $15,000 a year being done. Stock about $4,000. No fixture to buy, no book debts, no liabilities to assume. Present proprietor going into wholesale. For further particulars apply to "Seller" care of HARDWARE. tf

FOR SALE IN PETERBOROUGH, ONT.

WHOLE OR HALF INTEREST IN A STOVE, Tin and House furnishing hardware business, with general jobbing shop, plumbing, gas fitting, roofing, furnace work, etc. Well-established trade, desirable location and attractive premises. Stock and tools $7,500, annual business, $20,000, Sole reason for change is want of capital to profitably conduct and develop business. For particulars address box 227, Peterborough, Ont

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

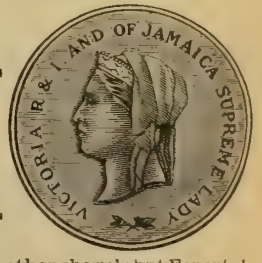
TORONTO, ONT.

FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,



LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

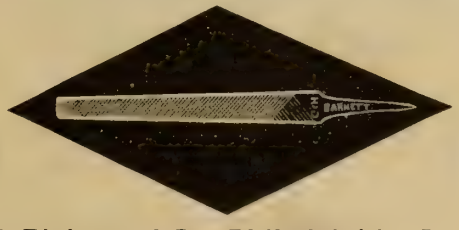


Halifax Shovel Co., Ltd., Halifax, N.S.

DEAR SIRS,—The best testimonial I can give you is the fact I use no other shovels but Fenerty's patent in the gold mines under my charge. They are the most durable and satisfactory I have ever had in a long experience. Yours etc.,

JOHN E. HARDMAN, Mining Engineer, Oldham, N.S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

POINTS FOR CLERKS.

Those who read an article by Professor Wells on "How to Work," may recall his first table of commandments about labor which were to be remembered by the letter P; do not procrastinate, do not putter; read work's parables; remember the promises. His second table he fixes by the vowels A, E, I, O, U.

First, be ambitious. A great man once wished to select from a crowd of applicants a teacher for his young boys. "Now for a test," he said, "you shall each show me how you would teach my sons to do one of the simplest things, to break a stone in two." So he led them to a pile of boulders. The first took the hammer, and quite dexterously split a slab of limestone. "Very neat," remarked the great man, "but limestone is easily broken." The second, with a shrewd blow, parted a mass of hard quartz. "Better," said the great man; but something is lacking still." The third chose an equally large piece of quartz, broke it nicely, and then selected a very tough boulder of greenstone. The hammer fell sharply, and the obstinate stone was scattered. "That's what I want my sons taught," said the great man,—"to go on from what is hard to what is harder."

The great man understood what parts mediocrity from success. The first is content with mastery of the difficult. The second takes to heart Browning's grand words:

"Ah, but a man's reach should exceed his grasp
Or what's heaven for?"

"Good things are hard." That was Plato's favorite saying. But Plato himself would agree that what is good fades to worse and worst unless the worker goes on to harder and hardest. Be ambitious.

Then be easy. That is, never be contented until your work has become second nature to you. You know how the young girl learns to play on the piano. How like witchery it seems, as her white fingers flash rippling along the keys, moving them to obedient music! But that pliant dexterity came by way of stiff knuckles, aching muscles, weary hours, strong patience, and the "try" that means "triumph."

Do you remember how it was when you learned to ride the bicycle; how tensely you held your arms, and how bent was your mind on turning your wheel to balance the push on the opposite pedal; how your brain whirled and your shoulders complained at the end of your first mile? Now you pedal instinctively, and you turn the wheel to and fro with no consciousness of effort.

And the girl does not really play the piano, nor the boy ride the bicycle, nor any worker do any work at his best, until this thing has happened to him, that his work has become his play. "What we must do," says Coleridge, "let us love to do." It is a noble chemistry that turns necessity into pleasure. And so against our sixth labor commandment, Be ambitious—go on from hard to harder—we must hasten to set this seventh, Be easy—continue at the hard work until it has become play to you.

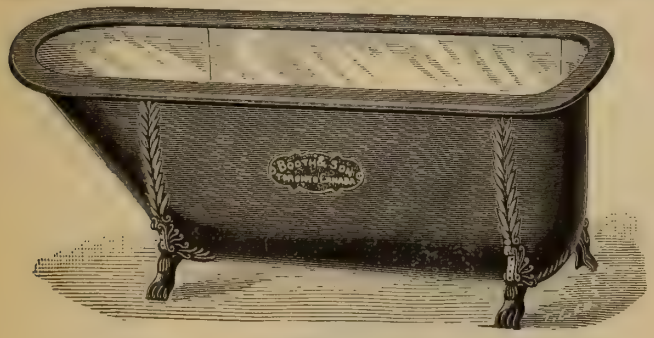
Next, be Intelligent. Add to your work that last important item in the old lady's recipe for bread, "Stir in a little judgment," said the dear old soul. You want me to estimate the yield of that wheat field? Let me see. Rich, deep loam. Good situation. Ought to give twenty bushels to the acre. But stay. Let me see the farmer. That stupid, lazy lout. The field will not give ten bushels to the acre, such a good year as this. "As the man is worth, his land is worth," says the shrewd Frenchman.

"Stir in judgment." Do not make two trips of it with one hand full when the filling of both hands might finish it in one trip. Do not run upstairs to bring something down and then go up again to take something up. Do not go down town for a stick of sealing-wax, and after your return bethink yourself of the meat you must get for dinner. Do not hunt through the book page by page when a glance at the index would show you what you wish.

The old proverb is right. "Contrivance is better than hard work," not merely because it is more enconomical of God-given strength and time, but because it puts our work on a higher plane. For what does Ruskin tell us? "It is only by labor that thought can be made healthy, and only by thought that labor can be made happy." Be intelligent, then, as well as ambitious and easy.

SOMETHING NEW.

IMPROVED SANITARY BATH



No. 1
PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,
TORONTO, CANADA.

BARB WIRE.



"Lockbarb" 4 point, "Glidden" 2 point.

Plain Twist and Steel Fencing Staples.

Ontario Lead and Barb Wire Co'y, Ltd.,

55, 57 and 59 Richmond St. E.; 54 and 56 Lombard St., Toronto.

Our Travellers will have the pleasure of waiting upon the trade in the West at an early date when any orders entrusted to them will have our best attention.

Hamilton and Toronto
SEWER PIPE CO.,
LIMITED,
MANUFACTURERS OF
Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.
HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

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(BOND AND FREE)
Warehouse Receipts Issued.
THE SHEDDEN CO., Ltd.,
184 Front St. East,
TORONTO

H. Boker & Co.
are famous for their fine quality
Razors, Scissors
—AND—
Pocket Cutlery
TRADE  MARK.
(TREE BRAND)
FOR SALE BY LEADING WHOLESALE HOUSES.

PORTLAND CEMENT.
ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.
Wm. McNally & Co
Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is HARDWARE, issued weekly, subscription price $2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY
IMPORTERS AND DEALERS IN
BRITISH CONTINENTAL **HARDWARE** AMERICAN CANADIAN
METALS, TIN PLATES, ETC.
26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

We are now prepared to book orders for MILK CAN TRIMMINGS, "BROAD HOOP PATTERN," also GREAMERY CANS and FIXTURES with "JERSEY GAUGE," DAIRY PAILS and PAIL BOTTOMS, SAP BUCKETS and SPILES.

We are supplying the best Trimmings in the market, also Tinned Iron for same, in all gauges.

PLEASE WRITE FOR QUOTATIONS.

ENGLISH HOUSE
SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL.

Business Changes.

PARTNERSHIPS FORMED AND DISSOLVED.

Pelletier & Morency, general merchants, Quebec, have dissolved.

W. Nightingale & Co., general merchants, Brussels, Ont., have dissolved.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Gordon & Howie, general merchants, Beebe Plain, Que., have assigned.

George Forest, general merchant, Bonaventure River, Que., has assigned.

Dubuc & Co., general merchants, Drummondville East, have assigned.

Octave Renaud, general merchant, St. Janvier, Que., has assigned.

Joseph Langlois, general merchant, St. Scholastique, Que., has assigned.

McIntyre & Davis, general merchants, Aylmer, Ont, have assigned. Stock is to be sold on the 11th inst.

Hugh C. Clark, general merchant, Caledonia, Ont., has assigned to D. Blackley, Hamilton.

Herritt & Smith, general merchants, Spring Hill, N. S., have assigned.

CHOOSING A BUSINESS.

The all-important question to every young man when he arrives at that age where he begins to look about him for the purpose of settling upon something as his life's work, says an exchange, is one that is not always easily determined or judiciously considered.

Advice upon this subject is frequently but slightly appreciated, as most young men consider themselves capable of choosing for themselves. However, it is fair to suppose that the experiences of others are worth something, and when these experiences have proven successful they are all the more worthy of consideration.

We judge of a man's success by the fortune he has accumulated in the business he has chosen to follow, and upon this theory the following advice, from one of the most successful men of the present time, Mr. Russell Sage, is worth a careful study. He says: "The question of choosing a business is a serious one. As a rule, a young man should adopt the calling for which he has a preference. If he has no particular choice, it would be well for him to try different occupations, until he finds one that suits him. I do not counsel changing about to gratify a spirit of uneasiness, for once a young man is installed in the business that he is suited to, he ought to stick to it. I have known young men who entered employments reluctantly, and after a trial became fond of them. A young man must be determined to succeed. After all, there is one great lever, and that is will power. Without it very few men succeed.

"It depends on the circumstances whether failures betray incapacity in a man. If a failure is due to a cause not general, then it may be attributed to lack of foresight and understanding. A shrewd merchant will not stock up with unsalable things; a shrewd farmer will not plant his ground to raise unsalable crops. Both the merchant and the farmer must find out what is salable, and act accordingly. There are exigencies, to be sure, like contagions, disasters, combinations, strikes and boycotts, that cannot be foreseen. The prudent man of business has prepared himself to stand losses from such causes, and when the troubles have passed the fact of his having weathered them makes his financial position in the community stronger than ever. The present condition of the coal trade well illustrates the uncertainty of things. The mild open winter could not be foreseen, and has caused great dullness and loss in the trade. Then there is the march of improvement This is an age of competition, and it requires energy and perception to meet it. It used to take 90 days to find out the condition of the tea crop in Japan or the coffee crop in Brazil. Now the inquiry can be sent and an answer secured in a single day.

"The young man should start out in the world by the time he is 21. If he is qualified to begin life at an earlier age he should do it. I began as a clerk when I was 12. At 18 I was in business for myself, and I have kept my sign up ever since. I should say that the average boy could take a clerkship at the age of 16 or 18. A wrong start may not mean a permanent failure. Many of the most successful men have started wrong and afterward righted themselves. There are many instances where men educated for the pulpit have gone to the bar and been conspicious successes. Then, again, men educated for the bar have gone to the pulpit and achieved success."—American Cultivator.

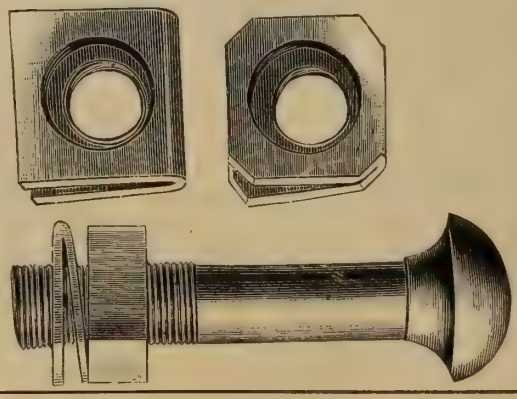
SASH CORD

"Peerless," "Liberty," "Harmony."

Manufactured by

TRAVERS BROS. CO., N.Y.

W. S. McGREGOR, Agent,
11 and 13 Front St. East, Toronto.



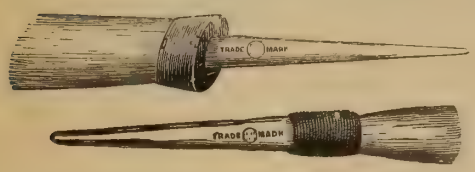
THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

OFFICES: 100-102 Reade St., New York, U.S.A.

CAPACITY OF WORKS: 1,200 doz. per day.



Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.



Illustrated Catalogue Price Lists mailed on application.

WORKS: Paterson, New Jersey, U.S.A.

PLEASE MENTION THIS PAPER WHEN WRITING US.

You can lose more than we do by not subscribing for this paper

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware Specialties, Iron Pipe, Hot Water Boilers and Fittings, etc.

Send for Prices.

TAPER TOOTH.



Write for Prices or Telephone 5120.



A. B. JARDINE & CO.,

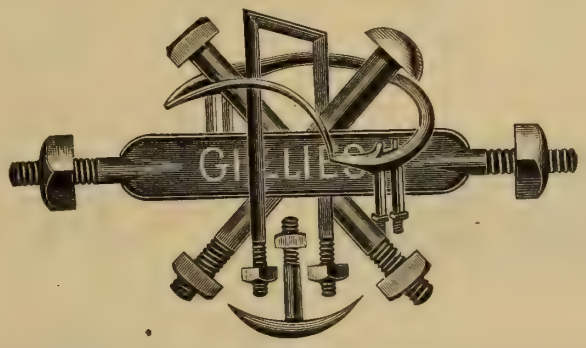
Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

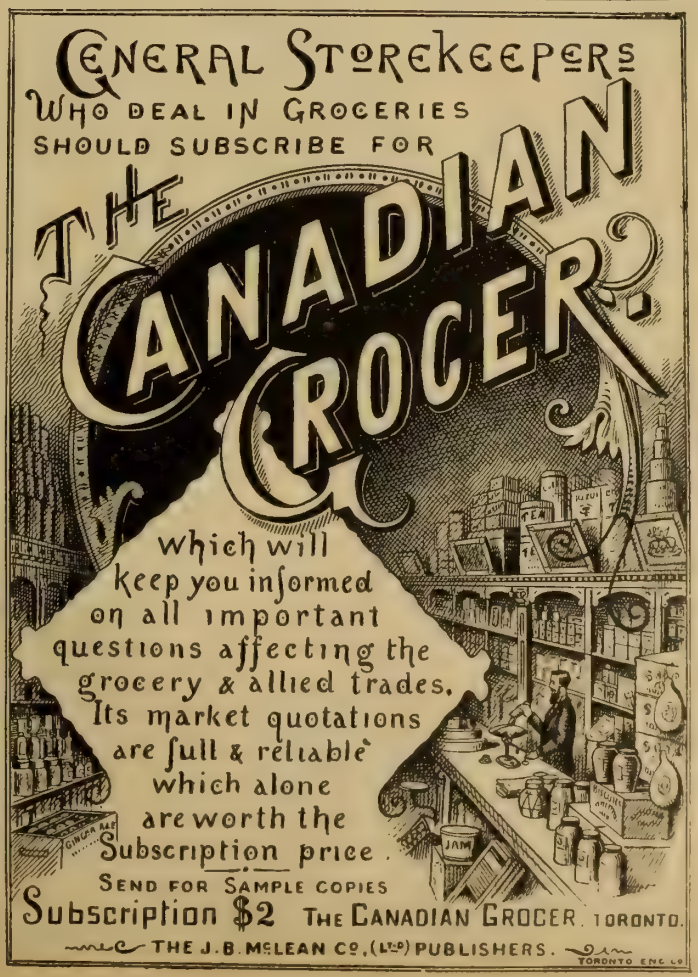
BOLTS



FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.



STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.



"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,

Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures None are genuine unless bearing the

TRADE MARK.  GRANTED 1764.

BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

THE LATEST  AND BEST

Shepard's "SAMSON" Spring Hinge
(Hold-back Pattern) Size 3x3 inches.

The only Hinge with Self-adjusting Gauges for attaching. Highly ornamental, Simple construction, extra strong.

Sole Manufacturers — SHEPARD HARDWARE CO., Buffalo, N.Y.

H. D. SIMMONS, 74 York St., Toronto, Agent for Canada. Telephone 2164.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 24
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
Bradley M.L.S.		
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 25	8 50
D.C., 12½ x 17	4 50	....
D.X.,	5 75	....
D.X.X. "		6 75

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

essemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 25	8 50
I.X. Terne Tin	10 50	10 75
Old process I.C.		13 00
" " I.X.		16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	6¾c, 7c

Tinned Plates.

72x30 up to 24 gauge	6¾	7
26 "	7¼	7½
28 "	7¾	8

Iron and Steel.

	Base	Price.
Common Iron, per 100 lb	$2 25	2 30
Refined " "	2 55	2 65
Horse Shoe " "	2 60	2 65
Band " "	2 50	2 65
Hoop " "	2 65	2 80
Swedish " "	4 00	4 25
Sleigh Shoe Steel	2 50	2 75
Tire Steel	3 00	3 25
Machinery	3 00	3 25
Best Cast Steel, per lb	0 13½	0 14
Russian Sheet "	0 10½	0 12
Tank Plates	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
-inch	15

Boiler Plate.

¼ inch	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 60 to 62½ p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.
Hodgson's Wrought, 62½ per cent.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6½
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S. "	0 14½ 0 15

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound l

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 28 0 29

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 21
" 50 lb and above per lb	0 18 0 20

Boiler & T. K. Pitts.

Plain Tinned, per lb	0 23
Spun "	0 27

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" " 27 to 30 "	0 23 0 29
" " 30 and up	0 26 0 32
Sheets, hand-rolled 2x4 ft.	0 25

Zinc Spelter.

Foreign, per lb	0 05¾ 0 06
Domestic "	0 05¼ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06¾ 0 07

Lead.

Imported Pig, per lb	0 04 0 04¼
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft. by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7¼c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Crown	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 15½ 0 16
Other makes "	0 14½ 0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05 $1 10
2nd qualities "	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per cwt	1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides " "	3 25
American " " "	2 25
Paris Green, per lb	
Burnt Sienna "	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Extra " "	1 00
Brown Japan "	0 70
do Turpentine "	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 58
Boiled "	0 60 0 61

Turpentine (in bbls)

Selected Packages, per gal	0 55 0 56

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 12
Cabinet makers	0 17 0 18
White	0 16 07

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000 ..... $0 25 $1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.... 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 pe cent.

Belting.

No. 1, leather, discount 45 to 50 and 5 per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz.. ..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex ..... per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. .. 0 11 0 15

Bolts.

Carriage, dis, 70 to 70 and 10 per cent dis.
Tire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 25

Butts—*Brass.*

Wrought Brass dis. 60 and 10 o 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " .... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... . .. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... .... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent

Drill Bit.

Morse, dis. 30 to 33⅓ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.45	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary

1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.

1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.



HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.

Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 60 and 5 to 60 and 10 and 5 per cent.

Horse Shoes,

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F. & I. screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to 70 per cent

Nails.

Cut, 3 in. and upwards, per keg base, price 2 40
Brads & Moulding Nails, 70 to 70 and 10 per cent.
Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16
Carbon Safety " 0 18 0 18
Canada W.W. " 0 20
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent. American dis 45 to 50 per cent.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 35 to 37½ per cent.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 12½ to 15 per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 7 40 10 25
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to 50 p.c.
Iron " " 40 to 45 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla
7-16 in. and larger..	9½ 9¾	12½ 13
¼, 5-16, ⅜ in.....	10 10½	13 13½
3-16 in	10½ 14	
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90
" N P. " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston s, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.
" R. H. " 72½ " "
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolio ¼ gross boxes..... 3 25
" ½ and ½ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 to 25 per cent. dis.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4¾
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized lots; in quantities an extra 35 p.c.
Cut, Carpet, gimp, blued, dis. 35 p.c
" tinned, dis. 45 p.c.
Swedes' iron, blued or tinned, dis. 42½ pc
Upholsterers' dis. 42½ p.c.
Copper Tacks and Nails, dis. 35 p.c.
Trunk and Clout Nails, " 40 p c
atent Brads, dis. 40 p.c.
Finishing Nails, dis. 35 p.c.
Cigar Box Nails, dis. 35 p.c.
Shoe Finders' Tacks & Nails, dis. 25 p.c

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz 1 25 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent.
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz.. ..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb . 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 14
" Red cap..... ..... 0 12
" Crown..... ..... 0 11
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Plain iron and steel—Bright, annealed, coppered, copper ed spring and galvanized, 12½ p.c. dis. f.o.b. Montreal, f.o.b (Hamilton and Toronto) 10c. per 100 lbs. net added for freights, f.o.b. London 14c. added.
Tinned, net list: brass and copper 7½ p.c. dis.
Market, tinned per lb 0 04½ 0 08
Tinned Broom, from 19 to 22 gauge, per lb..... 0 05½ 0 06½
Malin's Wire on spools, 30 to 45 per cent dis.
Clothes Line, galv., p. 100 ft 0 25 0 55

Fencing Wire.

Galv. steel barb fencing "Lock Barb," 4 point.... ..... 0 04½
Ditto Glidden 2 point 0 04½
Galv. Steel, plain twist 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Staples 0 04½
Terms, 60 days or 2 per cent off for cash—10 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

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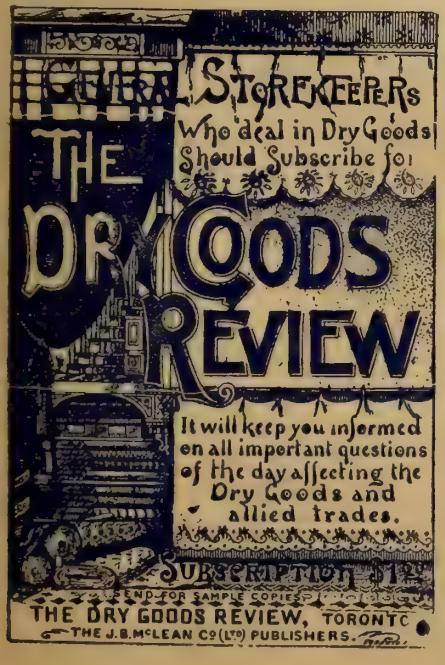
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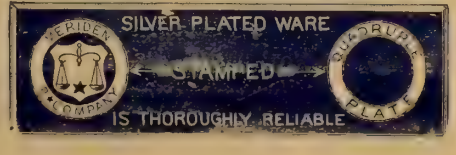
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Oakville, Ontario.



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Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

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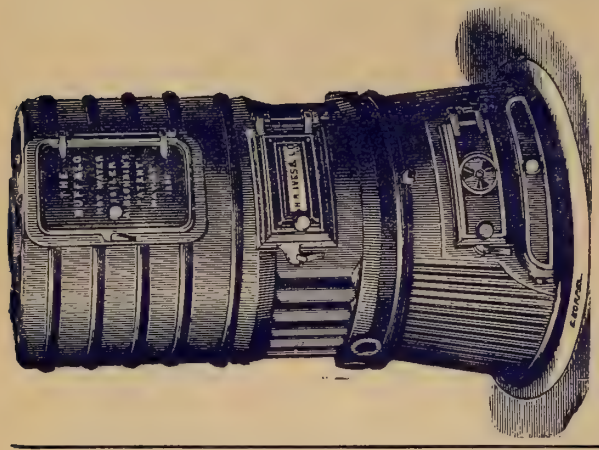
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JAN. 16, '92

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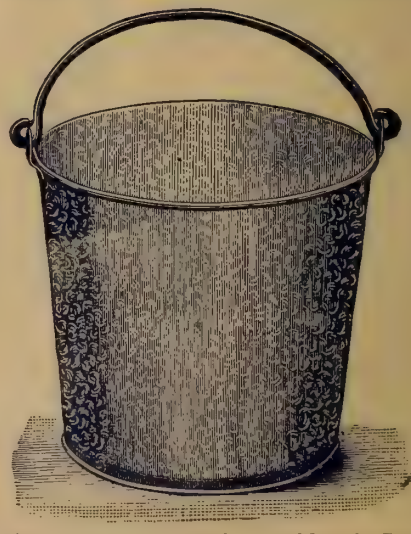
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Something entirely new, and superior to old style Buckets, made in three sizes.
They are superior to the ordinary Flaring English Bucket, being of greater capacity.
They are stronger in shape, consequently more durable.
They will not slop over or tip over, owing to the wide bottom.
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PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, JANUARY 16, 1892 No. 3

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St. G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building, Roy V. Somerville, Manager.

THE WIRE NAIL LIST.

The new wire nail list is now probably in the hands of all our readers, as the manufacturers have had it printed and partially or completely distributed. The pressure of other matter obliges us to hold over the list another week, which we do the less unwillingly because of the strong probability that all the trade have received the information in circular form. The list is decided upon and the discount is fixed. The latter is 75 per cent. Under the old arrangement the discount was 70 and 10. The prices have been changed most, not in standard sizes, but in odd sizes. Standard sizes—No. 16 in 1 inch, No. 15 in 1¼ inch, No. 14 in 1½ inch, No. 13 in 1¾ inch, No. 12 in 2 inch, No. 12 in 2¼ inch, No. 11 in 2½ inch, No. 11 in 2¾ inch, No. 10 in 3 inch, No. 9 in 3¼ inch, No. 8 in 3½ inch, No. 7 in 4 inch, No. 6 inch 4½ inch, No. 5 in 5 inch, No. 4 in 5½ inch, No. 3 in 6 inch—are all advanced one cent per lb. in 100 lb. kegs. In the odd sizes the advance runs all the way from 2 to 5c. per lb. in 100 lb. kegs. For smaller parcels the price is increased ½c. for 50 lb. packages, ¼c. for 25 lb. packages, and ½c. in one pound papers. For barbed nails, special heads, special points ¼c. more is charged, and for nails combining all these points ¾c. more is charged. Clinch nails, slating nails, casing nails, finishing nails, moulding nails, flooring nails are in the special class that are to be sold the ¼c. additional to the general list prices; and car nails, roofing nails, barrel nails, as possessing two of the extra points are sold ½c. above general list prices; hinge nails combine all three extra points and are therefore listed ¾c. higher than general nails.

The smaller advance made upon the standard than upon the odd sizes was for an object. There is a bewildering variety of wire nails manufactured, and the makers wish to reduce the number of the sizes that have been called for in trade. There is no need for a list of such inordinate length, but it seems that if there is half a gauge to choose from retailers want the benefit of the choice, and consequently jobbers have to carry and manufacturers have to make the whole variety of gauges. Now they naturally aim to reduce the number of gauges in demand. There has always been a distinction between standard and odd gauges, but for the reason given above that people like to exercise choice, and also because more nails go to the pound in odd sizes, the trade have run after odd sizes very generally. To divert the dmand from this direction the prices have been very greatly advanced in several of the odd sizes, and only one cent more has been put on the standard sizes. Formerly odd sizes were sold at prices proportioned to those holding for standard sizes. Rather than pay from one to four cents for the odd gauges, traders will settle down to standard gauges and the output of the manufactories will be limited to those, while stocks will not need to be made up of such an assemblage of small differences. There are some three hundred sizes made. It is a humane thing to endeavour to run the demand in a few channels and put the odd gauges out of stock. The sizes whose survival is sought to be secured by the selecting principle of comparatively easier prices are on the basis of the iron nail.

If the trade in wire nails had been so well established as in cut nails, the sizes that have to be handicapped by heavier prices would by common consent of consumers have been allowed to drop out of use. Now that wire nails are becoming in strong request, the manufacturers can take the steps they have taken to restrict the sizes that shall go into commerce. The growth of the demand also warranted the makers in discouraging the business in small packages, which was carried on formerly upon the same prices as kegs were sold at. The prices given in the list are for 100 lb. kegs only. Pound papers are ½c. higher, 25 lb. packages ¼c. higher, and 50 lb. packages ⅛c. higher. The advance upon list prices for barbed nails, moulding nails, etc., is much smaller than under the old list, which rated each point of difference from the ordinary nail at 1c. extra. The new list puts on ¼c. only for each point of difference.

The houses included in the agreement are the following: Ontario Lead and Barbed Wire Company, Ontario Tack Company, Pillow & Hersey Manufacturing Company, Montreal Rolling Mills Company, Peck, Benny & Co., Parmenter & Bullock, Dominion Wire Manufacturing Company, and the Ontario Bolt Company. The only manufactory of wire and nails not in the combine is the Foster foundry of St. John, N. B. The proprietor is supposed to be at one with the adherents of the arrangement, but has not bound himself to be ruled by it. The office of secretary-treasurer has been vested in Messrs. R. & T. Jenkins, Toronto.

THE PRICE OF TACKS.

The tack manufacturers are to meet tomorrow (Friday) to sketch out a common basis upon which all shall sell tacks. There is need of some regulating influence in the price of tacks, as the utmost prodigality has been shown by the trade in their indifference as to profits. The prices holding throughout '91 were very much below those ruling in 1890, and very commonly dropped 40 per cent, below what tacks sold at in the former year. It is time that something was done to with stand the wasteful effects of cutting.

CITY WORKS SUPPLIES.

Contracts for the year's supplies to the City Engineer's Department in this city have been awarded. For wire nails the tender of the Ontario Lead and Barb Wire Co. (Ltd.), at $2.87 per hundred pounds, was accepted. F. W. Unitt got the contract for seven inch spikes at $2.48 per hundred pounds, and for 8-inch spikes at the same figure. T. Tomlinson & Son are to supply the iron castings required at $1.74 per 100 lbs., and the wrought iron work at $2.75 per 100 lbs. The Standard Drain Pipe Co. have the contract for sewer pipe at the following prices: 6 in. 10c., 9 in. 17c., 12 in. 22½c., 15 in. 33c., 18 in. 56c. Inverts, 24 in. by 21 in. 22c., 27 in. by 36 in. 32c. per foot. Stoppers, 6 in. 4c., 9 in. 5c. each. Curves, elbows and bends, 6 in. 32c., 9 in. 53c., 12 in. 95c., 15 in. $1.75, 18 in. $2.40 each. Junctions, 6 in. off 12 in. 85c. each, 9 in. off 12 in. 85c. each, 6 in. off 15 in. $1.25 each, 9 in. off 15 in. $1.25 each, 6 in. off 18 in. $1.80 each, 9 in off 18 in. $1.80 each.

LAWN MOWERS.

There are some people no doubt who will say that the season of the year when the merry jingle of the sleigh bell is heard is not a very appropriate time to discuss the question of lawn mowers. But those who are alive to the importance of the above-named article as a means of increasing their summer receipts will, we think, agree with us when we say that now is the time to look the matter up. So, with this object in view, we looked around for the best source of information, and we feel sure that the trade will agree with us when we say that we made no mistake in selecting Mr. Woodyatt, of the firm of Auld & Woodyatt, of Guelph, as the best person to furnish us with the whole lawn mower story for 1892.

He informs us that the machines for next season will be in nearly every particular the same as those put upon the market last year. Now, in many sections the retailer has to fight against an idea that the people have got hold of—namely, that a mower is not first-class unless it is of United States make. We would therefore direct attention to a few of the good qualities of the Canadian machine, as pointed out to us by Mr. Woodyatt. Our object is to show that to obtain a first-class machine it is not at all necessary to leave our native land. We are not now dealing with the old heavy, solid Wipar mower, but, thanks to the skill and enterprise of such a machinist as Mr. Woodyatt has proved himself to be, we are now able to boast of a high-wheel, four-winged cylinder mower which is equalled by few and which, we can safely say, is surpassed by none on the continent. The high wheel and encased gear are made in such a manner as to make it impossible for any sand or dirt to get into the gearing. There has also been an improvement made in regard to the workings of the pawl which will greatly add to the durability of the machines. These mowers have been put to the severest test, being used on our public parks, where they were used every day in the summer, and all the machine required during the season was to have the blades sharpened occasionally. To prove the success of the Canadian mower we have only to look at the large quantities which are being at the present time shipped to England; and further, we have reached to such a high standard along this line that a United States firm, whose headquarters are in Milwaukee, have decided to adopt our style and to manufacture the same machine on the other side.

THE IMRORTANCE OF THE DISTRIBUTOR.

There are some people who appear to believe that a great change will be wrought in the distributing system of the country by the Patrons of Industry. They have the idea that the mediators between the producer and the consumer will be abolished or reduced in number, and that the primary source of supply will be brought into closer relation with the ultimate demand. Such an opinion of the results of the present agitation to do away with profits is unwarranted. The agitation in question has no constructive object; all that its supporters now aim at is to destroy. They would destroy nine-tenths of the machinery of trade without a thought of the conditions that would be brought upon trade by such a step. They would be entirely unprepared to replace the present distributive apparatus, for the simple reason that they have not given thought to the matter, for if they had given thought to the matter they would leave well enough alone. A system cannot be founded in mere greed, and greed is the sole basis of the movement. In all times there have been large numbers of people who begrudge the living the trader makes. But these people could not devise a system of distribution that would take the place of what we have to-day. The really thinking part of the community have nothing to do with the advocates of reforms that aim at the extinction of the trader. As we said before, the profits of the trade are looked upon by the covetous eyes of the merely greedy, and appeals to that grudging sentiment are frequently and successfully made by sharpers. A month or so ago in this city some adventurers started a consumers' association. They fleeced a few of the natural enemies of the traders and then retired. Their victims are the laughing stock of local retailers to-day.

Do the Patrons of Industry ever look at any other function of the retailer but that which enables him to make a living out of his business? They evidently do not. The work that traders have done is easily contemplated, but there is a disinclination or an inability to regard the traders and that work as cause and effect. We have foreign markets to-day, we have a practically assured outlet for the produce raised by the farmer, we have normal prices, and we would not have had these things in anything like the same degree if merchants had not existed in the proportion in which we have had them. If there had not been enterprise and capital to hold what the producer raised and distribute what the consumer wanted, our condition as a people would have been a very crude one now. How is the single and isolated farmer going to dispose of his grain to single and isolated consumers thousands of miles away? The big operations that have been rendered possible by a mercantile system could not be transacted if the Patrons flourished everywhere and there were no independent traders. For business to be possible upon anything like ideal lines it is necessary that there shall be a body of capital not engaged in production. Distribution is a distinct operation, and it is necessary that it be distinct, as without it the functions of production, and the resources of consumption would not be developed as they are to-day. Distribution has created a market in many cases where mere production could not. The merchants have helped to make the fields of the farmers profitable to them, because the local merchants are part of the distributive system through which the farmers' products find their way to distant consumers. Even the man who sells future wheat when he has not a bushel in possession or under contract, benefits the farmer, for his enterprise is a vehicle of business between the farmer and somebody else. The immense part played by the merchants in building up the commerce which figures up so high in our export and import returns, ought to be thought of when the Patrons suggest that the capital of the merchants shall not be free to expand or shrink under the unfettered direction of the merchant.

If the Patrons succeed in grafting their organization for a year or two upon the social system of the country, they will begin to realize how helpless they are. They will perceive that the mechanism of trade is a necessary thing even for the accomplishment of their own selfish ends. Already there are symptoms of a reactionary movement upon the dial of progress in districts where the Patrons have obtained a foothold. The movement to do away with toll gates and market fees, that has in recent years been gaining ground in the growing towns and cities, has been arrested wherever the Patrons are strong. This movement has had for its enlightened object the freeing of trade from all local restrictions, that business may be facilitated between the farmers and the city and town people. But in Hamilton, for instance, the disposition among business men to unite to get these municipal taxes thrown off has been chilled by the growth of a Patron sentiment in the surrounding country. Merchants do not feel like exerting themselves for the enfranchisement of trade that is going to only one or two of their number. This is one evidence of the way the Patrons will help along progress. There will be plenty of evidence in actual decay if the Patrons once become supreme.

TRADE BREVITIES.

To the retailer who desires to have in stock a first-class saw-set we would recommend him to try The Atkins Patent Excelsior Saw Tools, which comprise a combined side file, jointer and tooth gauge, a setting block and a set gauge. Write your wholesaler for full particulars and price.

***

We would like to call the attention of the trade to a new brace which the Peck, Stowe & Wilcox Co. have recently put on the market, and for which we predict a large sale, as the prices are low for a brace of such excellent quality. The article itself is made somewhat after the style of the "Davis" brace.

***

Mr. Coleman Millar, the well-known representative of M. L. Samuel, Benjamin & Co., of Toronto, has, we are pleased to learn, resumed his duties on the road after being laid off by illness for some length of time.

***

We wonder if the retailer ever thinks, as he lays all his complaints before the wholesale man, that perhaps that humble individual himself may possibly have some just cause to complain also, and let us give one. How many dealers, and more especially general storekeepers, ever think when ordering cartridges to turn up the catalogue if necessary, and state by aid of it exactly what he wanted? That seems to be too much trouble, and few take it. To read some of the letters which are received, you would imagine that the writer had the idea that by some strange and unseen power the recipient would be able to tell just what kind of a catalogue was required. Now there is no excuse why every merchant who handles cartridges should not provide himself with, say, a Winchester catalogue, for by using it he will save not only himself but also the wholesaler a great deal of trouble and expense.

OUR LONDON LETTER.

LONDON, Dec. 23, 1891.

CONTINUED DEPRESSION IN OUR METAL TRADES.

It does not require very much insight into industrial affairs at the present time to see that our trade as a whole, and the metal industry in particular, is by no means in a flourishing condition. If we contrast last year's sales of hardware, with the first eleven months of 1891, a great decrease is apparent. This will best be seen from the appended table, which I have compiled especially for the purpose:

TOTAL EXPORTS OF METALS AND HARDWARES.

Eleven months, 1890—Metals and articles made therefrom, except machinery, £41,875,397; machinery and mill work, £15,064,387. 11 months,'91—Metals and articles made therefrom, except machinery, £36,430,759; machinery and mill work, £14,582,587. Decrease in metals, etc., £5,444,638; decrease in machinery, etc., £481,800.

Last month (Nov.) our exports of metals and metal goods fell off by over a million pounds sterling as compared with Nov., 1890. We have had continued decreases in our foreign trade during the year, not alone in the metal lines, but in our general industries. Last month the total decrease was at the rate of 11.9 per cent. compared with Nov., 1890, being the highest decrease of the year, with the solitary exception of May, when the falling off was as much as 14 per cent. against the corresponding period of 1890. Although prices in the iron trade are relatively firm, it is due to quite exceptional circumstances. Up to the 30th Nov. last our shipments of iron were less by 700,000 tons than in 1890, railroad iron and pig iron being the greatest sufferers. The exceptional circumstances alluded to above are the unusual state of the coal trade, whereby prices of coal have been well maintained; the current quotations are much higher than when present prices ruled for iron and steel. The high rates of coal are due largely to the action of the men in maintaining wages and keeping down stocks. Probably this factor will be minimized early in 1892, and some relief afforded in this important element of the cost in the manufacture of iron and steel. The other circumstance is the very artificial quotations for pig iron. Most of the warrants for pig iron in Glasgow are in the hands of a few London people, and these have withdrawn the iron from the market. The principal drawback is the uncertain feeling which buyers have, knowing that some 500,000 tons of pig iron are held over their heads by a few speculators who could flood the market at any time.

PRINCIPAL EXPORTS OF HARDWARES AND METALS TO BRITISH N. AMERICA.

	11 months, 1890.	11 months, 1891.
Hardware and cutlery.	£90,592	£91,786
Pig iron	109,417	88,461
Tons	40,329	31,774
Iron - Bar, angle, etc	66,813	40,284
Tons	8,557	5,199
Railroad iron	582,671	424,592
Tons	107,979	86,781
Iron — Hoops, plates, sheets, etc	161,156	163,594
Tons	14,904	16,338
Tin plates	230,888	284,192
Tons	15,213	18,204
Iron—Cast, wro't and manufactured	108,800	106,319
Tons	8,376	9,036
Steel, unwro't	132,958	144,728
Tons	13,258	16,152
Lead—Pig, etc	54,499	46,230
Tons	4,073	3,496
Tin, unwro't	27,570	33,667
Tons	5,568	7,115
Steam engines	9,462	30,110
General machinery	82,544	74,301

The above table shows clearly the course of trade between this country and Canada during 1890-91. There is some serious falling, off in certain directions—viz., in pig iron and bar, angle and sheet iron; while on the other hand there was a sudden bound upward in steam engines.

THE TIN PLATE SITUATION.

Welsh makers of tin plate have been again considering the advisability of stopping their works for a month, but this has not been carried into effect. Of course such stoppages are merely temporary measures, and do not touch the vital question of the coming competition between South Wales and the States. Stocks are decreasing very slowly here, and the expected rush for orders from the States seems to be very long deferred. As I have already stated in the statistical table, the value of the exports to British North America has risen for the 11 months of 1890-'91 from £230,888 to £284,192, or from 15,213 to 18,204 tons. It is true that shipments to the States are higher now than they were in July last. In that month exports thence amounted to:

	£	Tons.
July	64,702	4,323
Nov.	204,506	18,832
July (1890)	433,795	28,330

Makers are anxiously looking for the return of the trade which they keep on saying must come in time. I am afraid that Mr. J. Samuel is rather too sanguine as to the future of the industry in England in view of the coming competition. His remarks were reported in HARDWARE of Nov. 28, page 3. He is forced to the conclusion that the States will eventually make tin plates, but for some time to come not in sufficient quantities to take our trade away. That is exactly what I pointed out about two months ago. Americans themselves do not expect to be able to do without our plates for some little time; but it is as clear as noon day that it is only a matter of months, and not years as some think. Considering that the States are raising factories for their manufacture in New York, Pittsburgh, St. Louis, Cleveland, Chicago, and even Chattanooga, in Tennessee, I am inclined to think that the output will be considerable. An advice from an official quarter in Chicago tells me that this business is going on very well indeed in that city. There has been a large capital raised in the States to support the enterprise, and looking at the matter from a practical standpoint, it seems indisputable that we shall never regain our old footing. It must be remembered that only about 20 per cent. of the tin plates made in the United Kingdom are retained for home use, the remaining 80 per cent. being exported, mainly to the States. Our makers are depending upon the tariff being modified, or that the United States makers will be unable to compete even with the extra duty. That duty has been raised from £4 13s. a ton to £10 a ton. It is very likely that, just at present, America could not make plates unless shielded by the tariff. But it often escapes notice that the inventive genius of that country will, and probably has, produced improved plant for making tin plates, whereby expensive skilled labor will be minimized. Our Welsh makers have made no alterations of note in their methods for 20 years past, and their system is obsolete. There is another point, too. We have to import the bulk of the tin—in fact, the quantity of tin imported into England is now twice as much as the quantity produced at home. We are quite as dependent upon foreign sources for tin as are United States makers. Nay, more so, because it is very likely that the supposed deposits of tin in Dakota may turn out to be realities, in which case America would be quite independent, as she would have an immense stock close at hand. No more big fortunes will be made in S. Wales in the tin plate trade.

H. S. HOWLAND, SONS & CO.
WHOLESALE HARDWARE,
37 Front Street West, - - - Toronto.

Window Glass
FOR IMPORT.
"BUGLE BRAND." GET OUR PRICES.

Correspondence

PRACTISE WHAT THE PATRONS PROFESS.

EDITOR HARDWARE:

SIR,—Every movement whether right or wrong, may be turned into an object lesson either to those who are participants or to those against whom it is directed. Let us then briefly note one or two lessons which the trade can learn from the Patron movement

The eagerness with which farmers embraced the organization against the trader, should teach and convince him that organization on his part is not an idle dream, but a matter of necessity and self-preservation. Let every merchant take this matter into his "most serious consideration."

Paying cash being one of the underlying principles of the movement, should not the merchant, encouraged by its success, strike out boldly to curtail credits? If farmers are so ready to join the movement they can and should be asked to practise what they preach.

I should be pleased to see the subject thoroughly handled through your valuable paper, by the trade generally.

D. WEISMILLER.

SUPERSTITIONS ABOUT IRON.

As late as the present century "cold iron' was looked upon, in some parts of Scotland, as an antidote to words of ill omen, says a writer in an English exchange. The fisher folk in Fifeshire had a strong superstitious dislike to swine; and would put off a voyage if one of the detested animals crossed their path on their way to their boats. They even disliked to hear the name of these beasts mentioned, and on one occasion when a new minister inadvertently read in the kirk that chapter in the Gospel in which the word "swine" is often repeated, the congregation were visibly disturbed, and only found relief in touching either a nail in the seat or backboard, or in their own shoes, and muttering "cauld iron" each time the name of the unclean animals was mentioned, this exclamation being supposed to counteract any evil effects of the reader's unlucky selection of Scripture. To allude to all the superstitions that were attached to iron in the form of a horse-shoe, would require an article to itself. A belief in the luck of iron in this shape lingers to the present day. Aubrey, writing in the seventeenth century, remarks that he saw a horse-shoe nailed on the threshold of a Suffolk church, and that "most houses in the West end of London have the horse-shoe on the threshold. It should be a horse-shoe that one finds." In Monmouth street seventeen horse-shoes are said to have been counted over door ways in 1813, and in 1852 eleven of them still remained. Nelson had one of these iron charms nailed to the mast of the Victory. Horse-shoes still figure over the thresholds of country barns and cottages; and to find any scrap of old iron, even a rusty nail, in the highway is still accounted "luck" in many a rural district. Witches have always been credited with a dislike to iron and steel in certain forms. The iron horse-shoe barred their entrance to the dwelling place; and Herrick alludes to the custom of placing a knife in a child's cradle as a safe guard against evil spells:

"Let the superstitious wife
Near the child's heart lay a knife;
Point be up and haft be down,
While she gossips in the town;
This, mid other mystic charms,
Keeps the sleeping child from harms."

The same author gives a "charm for stables," bidding horse-owners—

"Hang up hooks and shears to scare
Hence the hag that rides the mare."

Valuable as is iron in various forms if found, or even (alas for folk-lore morality) stolen, it is accounted unlucky to bestow knives or scissors, or even, some superstitions assert, pins, as gifts. Knives and scissors, if given as presents, are credited with "cutting love," and in some country localities a request for a pin would be answered, "Take one and welcome, but I like you too well to give you a pin."

Visitors to "wishing wells" (of which some still exist in Wales) drop in a crooked pin at the time of forming their desire, as a charm to secure the accomplishment of their aspiration. To scratch a witch with a pin or nail was to neutralize the evil effects of her enchantments. Yet witches appear occasionally to have circumvented the protective power attributed to metal implements. Crooked pins were among the favorite substances which these malignant hags were credited with conveying into the stomachs of their victims; and to prick a waxen image with knife or pin ensured suffering in a similar part of the person whose likeness the witch had modelled. In some parts of Scotland it was customary to carry a newly-born child three times round the iron "crook" which hangs in the middle of an old-fashioned chimney, and serves to support cooking pots, this ceremony being supposed to ensure the infant's future prosperity. To double up the chain of the "crook" at night prevents witches coming down the chimney. That a fall especially on entering a new place, is an unlucky omen, is a widespread superstition; but according to Camden, the ancient Irish believed that its evil might be averted "by turning round three times," and then "digging out a turf of the sod with a sword or knife."—Hardware (N. Y.)

PRACTICAL WINDOW DRESSING.

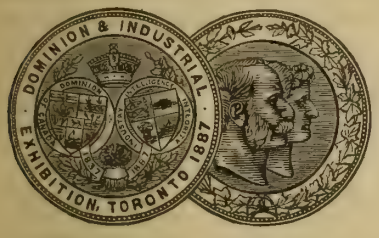
"Nearly 300 Ways to Dress Show Windows" is a work that ought to do a great deal of good. It has a wide scope of usefulness, and the matter of the book shows that its author is conscious of the extent of the field that is yet to be covered by clear and tasteful ideas on the subject of window dressing. The importance of such a work in a shopkeeper's education cannot but be very great. The work is liberally illustrated, the letter-press is very full and plain in its hints, and there is no stereotyped device in the 236 pages of the book. The trade should have it. It is published by Harry Harman window dresser and decorator, P. O. Box 113, Louisville, Ky.

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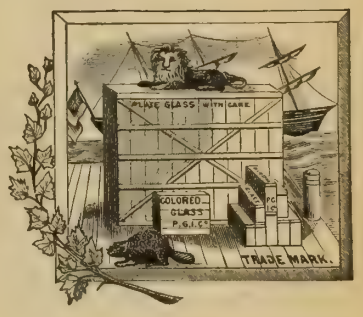
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4th and 3rds qualities

16 oz., 21oz., and 26 oz.

In 100 and 200 feet boxes.

Place your orders with us (while prices are reasonable) for next spring and summer deliveries.

BRITISH SHEET GLASS
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PICTURE GLASS.

Specially light in color, superior in quality to any other and is quite flat.

To import or from Stock, 4ths and 3rds qualities, 16 oz. and 21 oz. thick.

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The above words and brand are on every box of Window Glass made by them. None is genuine without this Trade Mark. We warn our friends and others against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT. It is freer from streaks, scratches and blisters, and also is perfectly flat.

Satisfy yourself by ordering one box as sample. Address—

55 and 57 Victoria Street, Toronto.

Telephone 1519. Cable Address, "Plate"

TRADE CHAT

The early closing law has gone into effect in Grand Forks.

Mr. L. M. Dougherty, Stouffville, was in the city Monday, and paid HARDWARE a brief visit.

Fire has almost destroyed the town of Lachute, a thriving manufacturing centre, 60 miles from Montreal.

Mr. George Anderson, of the Royal Oil Company, has been presented with a gold-headed cane by the travellers of the company.

The Dartmouth rope works have been transferred to the Consumers' Cordage Company, of Montreal. The consideration is said to be $815,000.

The Patrons of Industry are canvassing the riding of East Elgin to get the farmers' opinion of bringing out a candidate for the House of Commons in the coming election.

A. & L. Cameron, general merchants at Beachburg and Cobden, Ont., have assigned. The business is continued by Archibald Cameron under the style A. Cameron & Co.

Louis Wigle has been continued in the management of S. Wigle & Son, the Leamington firm which failed for over $100,000, and whose assets were sold to realize 20 cents on the dollar.

The Brandon Mfg. Co. advise their customers of a line of stepladders, lawn settees and chairs, which they have lately gone into, and are entirely new to the trade. Their spring catalogue is now ready, and they will be pleased to mail copy on application.

One of Leamington's business men left nearly $1,000 under his pillow at the Luck House, where it was found by one of the chambermaids, a Miss Hastings, who gave it to her employer. The owner in the meantime had missed it, and wired to Mr. Luck. When he got it he said "Thank you" to the honest girl.

An agent from the Hartmann Manufacturing Co., of Pittsburg, Pa., was in Hamilton, for some days, looking for a site for a Canadian branch of its wire factory. After careful observations and till more careful enquiries, the agent has returned to Pittsburg, and it is expected that the new factory is already an assured fact.

The vest pocket silicate slate which the Monetary Times sends out as a souvenir of the 25th year of its publication is a handsome and serviceable memento of the occasion. It is just the thing for a business man, who seldom charges his pocket note-book with more than a transient entry, and for whom on that account a folio is as good as a hundred pages. The slate is in fact better, as it reminds a man, as well, that he must either record in a more permanent medium or otherwise dispose of the matter noted, for the space must be cleared for new items. Important things are apt to be submerged in a lot of leaves when noted in a voluminous book. On the inside surfaces of the cover are a few Don'ts that a business man cannot too often look over. We thank our contemporary for including us in the list of those to whom the Souvenir is sent.

Mr. Bertram, of Bertram & Co., wholesale hardware dealers in this city, made a speech at a meeting of the Board of Trade this week that drew many enconiums from the press. It was upon the question of advancing the annual fees, and Mr. Bertram's clear statement of the arguments in favor of higher fees is credited with being the chief influence in bringing about a majority in support of that view.

The hardware section of the Toronto Board of Trade met on Friday, and passed a resolution calling the attention of the Government to the inconsistencies which frequently occur in the methods of the customs appraisers. The resolution asks that the appraisers be called together, and that some common classification be arrived at, so that articles may be charged duty under the same clauses of the tariff at the different ports of entry in the Dominion.

The question has often been discussed as to which class of men succeed best in trade, the slow and safe sort or the more rapid and speculative. After some little experience with both in their mercantile capacity we are inclined to the opinion that the former more frequently attain prosperity than the latter. They are to be sure often a long time on the road, but as the saying is they 'get there all the same." During the time the slow man is carefully acquiring a modest competency the rustling and erratic merchant may have made several fortunes, only to have lost them, and there comes a time at last when he cannot recover himself and his subsequent career is chiefly useful as a warning. The advantages of making haste slowly may not be apparant to the young and inexperienced merchant, but those who have seen the results of its utter neglect in business, more fully appreciate its wisdom.—Grocer and Country Merchant.

ATTENTION TO BUSINESS.

There never was a time in the history of the industrial and commercial world when strict and personal attention to business was more necessary than at the present time. The growing competition in every line of trade and manufacture requires not only the strictest economy in every department and detail, but strict personal attention as well. This is one reason why Americans are, and have been, successful in almost every enterprise they have undertaken. Instead of leaving the work to be performed by a paid manager or agent, the American manufacturer attends to the business himself, so far at least as the general management is concerned. He is a worker in every sense of the word.

Those who are inclined to think that employers are overbearing and grasping in their dealings with others should not be too severe in their criticisms. The employe has a very easy time of it compared with his employer. His hours of labor are fixed, and his work is of a routine nature, requiring very little thought or care, except that necessary to the faithful performance of his duties. He knows just how much he is making, and when his day's work is done he can lay aside all care without fret or worry.

But with his employer it is quite different. With him it is constant, unceasing work, and his mind can never be entirely free from his business cares. He has to meet and overcome competition. He must watch the markets, both as a purchaser and a seller of goods. He must plan and devise, direct and control everything pertaining to his business. Not for a moment can he rest, for in that moment he may lose large sums of money, which years of patient industry have accumulated.

The life of a successful business man is one constant round of work from morning till night, and often far into the latter. His hours of labor are not fixed by any arbitrary law, nor is his labor that of fulfilling a duty to another for which he is paid a stipulated price.

The young man who, ambitious to enter business upon his own account, chafing at the position he holds or the wages he receives, will do well to give the matter careful consideration before undertaking the responsibilities and risks which are a part of every business man's life.

There is too much competition, too many shrewd and prosperous men already in the field, for a young man to combat with unless he be endowed with pluck and perseverance sufficient to carry him through a long and severe struggle, willing to work, not for day wages, not a certain number of hours per day, but for recognition as a successful business man, whether it call for one hour or 24 each day, whether the pay be one cent or $1 per hour.

In any case or under any conditions, either as the man of business, who works for his success through the employment and direction of others, or the laborer who gains his livelihood by working for another, strict attention to business, the faithful performance of the duties involved, and the considerate adaptation of means to an end is the only sure method of winning success.—The Manufacturers' Gazette.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.



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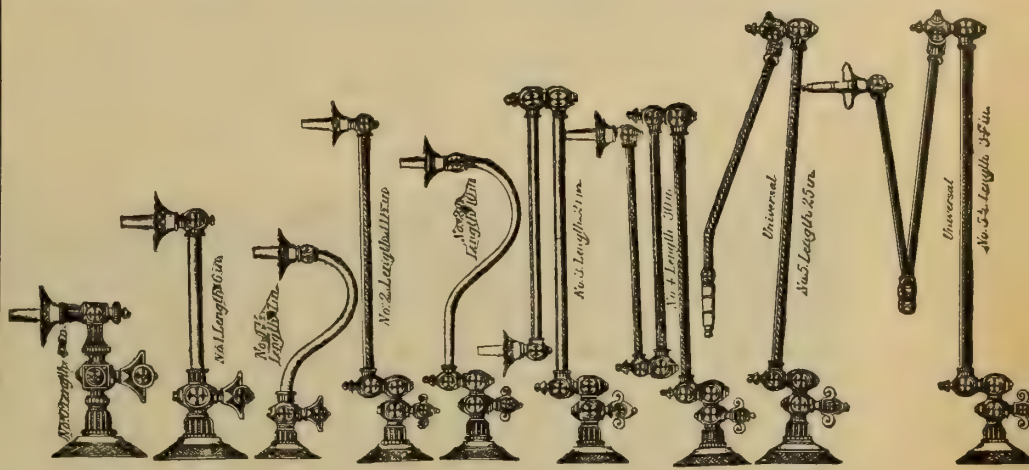
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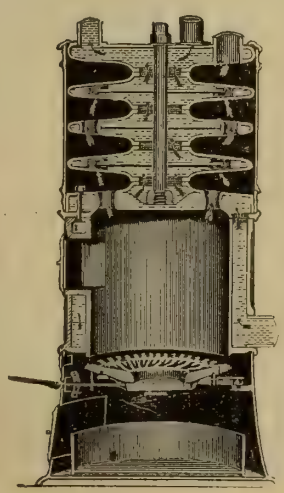
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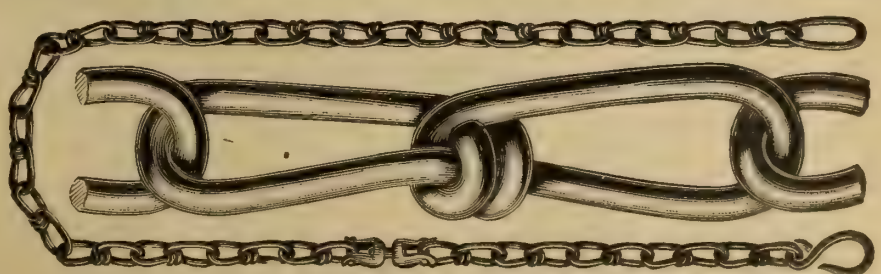
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The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

THE SMITH & FERGUSON CO., LTD.

The firm whose place of business we illustrate this week, is that of The Smith & Ferguson Co., Ltd., Regina, N. W. T, wholesale and retail hardware merchants. The firm is composed of three former Eastern business men, namely, J. H. Smith, J. W. Smith, and A. B. Ferguson, who started separate businesses in that place in the year 1882. In 1891, when Regina received a scorching, these people were burned out, and when rebuilding the partnership was formed under the present style of the firm's name. Previous to this time, Mr. J. W. Smith and Mr. Ferguson had always done a somewhat extensive jobbing trade along the line of the C. P. R. The new firm now keep men out from Brandon to the Pacific coast. The new building is of solid brick, with stone foundation. The fixtures of the store are fitted in Western pine and oak, with trimmings of red cherry. The store is fourteen feet high, with shelving on either side to its full height, these upper shelves being reached by a patent railway ladder. The shelves contain from four to ten separate drawers or boxes, in which are kept the staple lines of hardware. The front of the boxes is used to show the article inside, making a very fine display. Also built in these shelves above the ledge, which is some three feet from the floor, are separate cases for saws, files, rivets, and shot. Under the ledge and under cover of the sliding doors is ample space for surplus stock. They have as well a splendid idea carried out for holding nails. Fitted under the counter is what may be called an oblong box with top and one end out. The space under the counter is divided into two parts horizontally, then into sections perpendicularly. The boxes are made to pull out like a drawer, with a projecting front to receive pan of scale, so as to get out nails easily. The centre of the store has a raised platform for stoves, and on the walls in rear of the store a patent tool bracket, on which is kept all kinds of harvesting tools. There is also a packing and shipping room in rear of this floor to the right, the offices being to the left. On the second floor are the sample-rooms and workshops, the third floor being used for shelf hardware and light goods. They have as well several storing warehouses in other parts of the city, and in all they have one of the neatest hardware establishments in Canada outside the city of Toronto.



TIN AND TERNE.

From recent articles in the daily press it appears that the public still have confused notions respecting the meaning of tin plate. It was hardly a year ago when the domestic industry was first talked about that the average newspaper reporter considered a tin plate to be composed of block tin rolled out into a thin sheet. Gradually, however, they became educated above this particular level of ignorance, and went along smoothly for some months with limited knowedge. As the discussion went more into details the words tin and terne came into requisition and gave opportunity for a redisplay of technical mis-information. The fact that makers of tern plates or roofing plates announced that they were making American tin plates was seized upon and criticised most sharply. It was pointed out that the so-called tin plate was nothing but a sheet of black iron coated with a mixture composed almost entirely of lead, and one report even added the absurd stricture that the little tin in the coating was for the purpose of giving it a bright color. Such ridiculous comments were excusable perhaps when the industry started, but it is time that even the public at large learned to use ordinary terms intelligently. Broadly speaking, the phrase "tin plate" covers everything from a sheet coated with pure tin to one coated with 90 odd per cent. of lead, known as a terne plate. It is just as difficult to make one as the other, and it would be just as much to the credit of an American manufacturer to make terne plates exclusively as it would be to make bright plates exclusively. The tin, furthermore, is not added to give it a bright color, and would be omitted altogether on account of its extra expense and uselessness in increasing the wearing qualities were it not for the difficulty of coating sheets with pure lead.—Iron Age.

MUST DRAW THE LINE SOMEWHERE.

A well known travelling man, so the story goes, was recently taken to task by his employer upon the excessive amount of his expense account. Being a valuable man, and unfortunately (for the house) well aware of the value of his services, he immediately threatened to resign. Whereupon the proprietor mildly said: "Don't be hasty. Wait until I finish. I notice you charge 25 cents for blacking your shoes. We don't kick about that. You have frequently stopped at $4 a day hotels; that's all right. You sometimes pay $1 for a bus; we let that pass. But when you charged for sleeping car fare from St. Paul to Minneapolis, we thought it about time to enter a protest.—American Implement Herald.

Every line of goods embodies a history and a cience worth years of study to understand.

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for catalogue.

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TORONTO AND WESTERN ONTARIO,
TELEPHONE 181.
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Here it is again---FORBES' NEW PATENT,

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The Forbes Manufacturing Co., Halifax, N. S.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion—No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

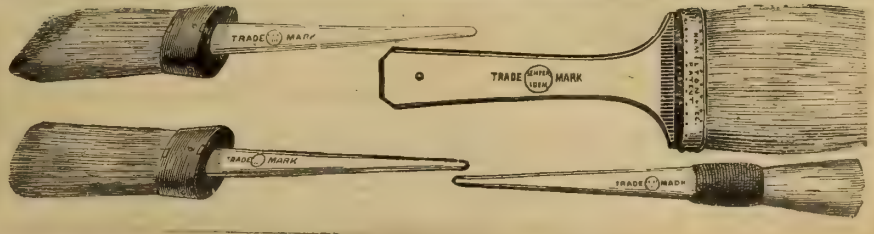
Better than Gas or Electricity.

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GOWANS, KENT & CO.,
Crockery, Glass and Lamp Goods Dealers.
Toronto and Winnipeg.

PAINTERS' BRUSHES.



TRADE MARK

We manufacture the Best Brushes only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above Trade Mark. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street West, Toronto.

HAMILTON & CO.,
96 Clerkenwell Road, London, England

MARKETS

MONTREAL MARKETS.

MONTREAL, Jan. 15 1892.

As to actual business since our last remarks of a week ago can be repeated in full, for nothing has been done in any of the leading lines, sufficient to be worthy of mention. In fact the only feature discussed was the change in nails the advance in which to a $2.45 basis was in everyone's mouth. It now transpires that there were several dealers in Montreal astute enough to operate in anticipation of the advance to their own advantage. One of these is credited with securing control of 18,000 casks of nails on the $1.90 basis so that at the advance he stands to pockt several thousands of dollars when he comes to realize quiet a nice little item for the dull season. Otherwise there is nothing to note.

PIG IRON.

It is simply a case of repetition to attempt to say anything about pig iron at present, for business remains at a standstill. Values are nominal, but sellers do not anticipate any change in prices as stocks are extremely limited. Indeed, once the movement does commence, it may bring some up turn in prices. At present there is no pronounced desire shown by buyers to operate, but it has got to come sooner or later, for supplies must be run down pretty well by this time. We quote:—Calder $22; Langloan, $22; Summerlee, $22; Gartsherrie, $22; Eglinton, $20; Carnbroe, $20 to 20.50.

BAR IRON.

There is no actual change in the way of business in bar iron, but the recent combination between makers has strengthened holders materially, although there is little improvement in the demand to note. To do any business, therefore, now means $2.10 from jobbers hands, while the makers are placed so that $2 is the only basis on which business is possible.

TIN PLATES.

There has been some negotiation for spring delivery with maker's agents here, but there is no change to the spot market. Stocks are not heavy and values are firm. We quote: Cokes, $3.60 to $3.75 and charcoal, $4.25 to $4.50.

TERNE PLATE.

Last week's remarks can be repeated, as there has been no change at all since a week ago.

CANADA PLATES.

Canada plate furnishes occasional jobbing sales on an unchanged basis, but there is no general demand to note. We quote $2.65 to $2.75.

COPPER, TIN, ETC.

Copper tin and other lines are unchanged in the absence of business, and prices are nominal.

SCRAP IRON.

Receipts of scrap material have been fair during the week, and prices unchanged. We quote: wrought $15 to $16 and cast $13 to $17 per ton.

NAILS

The nail market naturally is firm after the sharp advance decided upon by the makers, and any business doing at present is upon the new basis $2.45. It is understood that some wide awake jobbers are likely to make quite a nice little sum by the change. While nails were on at $1.90 basis from makers, they bought heavily, and now several of them have quite a stock laid by, as we intimated in our letters of a fortnight ago. Indeed one firm are said to have 18,000 casks in stock, which at the advance means a difference of thousands of dollars, not a bad speculation for the dull season.

CHEMICALS.

Business in chemicals continues unimportant, with occasional transactions ex store on the old basis.

OILS.

Oils are without change one way or the other. Linseed is steady at former prices and the same can be said of seal oil etc.

GLASS.

Glass is quiet and unchanged with a small trade doing. We quote as before $1.35 to $1.40.

NAVAL STORES.

There is no change in the position of the ship chandelry business. Turpentine is neglected and other lines are dull and unchanged. We quote: Turpentine, 55 to 56c; rosin, $2 to $4.25, as to brand; coal tar, $4 to $4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

CEMENT AND FIRE BRICK.

The cement business is dull and without change, no further movement of importance being reported. Firebricks are in fair demand. We quote:—Belgian cement, $2.30 to $2.43; Newcastle, $2.40 to $2.50; London, $2.40 to $2.55; firebricks, $18 to $24 per 1,000

PETROLEUM.

The movement in refined oil shows some falling off but business is up to the average for the season of the year. We quote:—Canadian, 11c. at Petrolia, 13¼ to 13½c. in car lots at Montreal, and 15c. for single casks. American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Jan. 15, 1892.

HARDWARE.

Trade begins to pick up. That there has been some selling in the country is evidenced by the frequency of calls for sorting up that have been heard from this week. The aggregate of these orders is not large, they are of sundry character, but they show that buying for this season's trade did not anticipate any excessive demand from consumers. Sleigh bells, skates, snow shovels, ice tools, chains and winter lines generally make up the bulk of the goods forwarded these days. The colder weather and the last fall of snow have given an impetus to trade that was long waited for, but which comes too late to make the winter trade the splendid thing that fall conditions augured. Money is very slightly freer. It would mean a considerable transfer from retail to wholesale hands if no buying at all were done, but arrears simply paid. The agreement among the nail manufacturers has scarcely disturbed trade at all. There were a few lots bought on speculation in advance of the change, but buyers had to take delivery. No future deals were possible. The wire nail arrangement is referred to editorially. There is some scheme of agreement being discussed by the tack men. An attempt at union upon horse nails is rumored to have been successful.

The annual inventory gives this general statement of the result of the stove trade of 1891:—The volume of business was larger than in '90, but the prices averaged from 17 to 18 per cent. below those ruling in '90. Since the break in the combine prices have been at the mercy of buyers. This has told severely on some of the weaker manufacturers, and thinning out is expected to be the ultimate result of open competition. This will probably limit the number of manufacturers to proportions manageable for reorganization.

METALS.

The brass founders and metal workers are nearly all still shut down taking stock, and are consequently contributing little to trade

Milk Can Trimmings.

Creamery and Delivery Can Trimmings.



We can supply everything required in all styles, also body stock for cans and cheese vats.

Milk, Delivery and Creamery Cans made up.

Try our Creamery Can Guage, it is the best made.

THE McCLARY MFG. CO.,

London, Toronto, Montreal, and Winnipeg.



MARKETS—Continued.

in the way of orders. Sluggishness is the characteristic most strongly prevalent, though some vitality of a speculative character continues to be shown by copper, which moves upward in the scale of value. Trade is expected to liven for spring business at about the beginning of February.

IRON AND STEEL—Just now the foundries are not consuming much stock, the stove men especially doing little to swell the current demand. But the movement of pig iron is very well kept up at the moderate rate so far characteristic of the new year. A rather cheerful view is taken of the prospects of the iron trade, as there is every reason to expect activity in the industries in which pig iron is a primary raw material. The agricultural implement men, the carriage makers, the car and locomotive works, and the machine shops, have all good prospects of work that will create a steady demand for crude iron. The movement has been limited, at steady prices this week. A lot of 50 tons of Siemens iron was sold at $22.50.

Bar and other manufactured iron are quiet. There is said to be more less concert in the prices and terms of makers, but it does not rest upon the strong basis that is under the nail agreements. Verbal notice of prices stiffening has been received by wholesalers, but so far the quotation remains at $2.15 for common bar. Some local jobbers having stocked heavily in advance of the meeting of the manufacturers are in a position to make a little money if prices do go up. Quotations among the manufacturers are at the moment irregular, and to get at prices specifications must be forwarded. The demand for steel increases at the expense of bar iron. Purposes for which bar iron was used solely some time ago now afford a basis of demand for steel. Sleigh shoe steel is quiet at $2.50 to $2.75, tire steel is $3 to $3.25, and hoop steel is $2.65 to $2.80.

COPPER.—The price continues to advance. This week the quotation for Lake Superior ingots, ex car Toronto, is 13 to 13¼c., and Best English selected rules at about the same figures. There is a great deal of speculative interest in copper just now on the New York market A Toronto firm has bought 50 tons on a speculative deal. There is little buying for manufacture. Canadian dealers do not appear to realize that there is money in copper at 11 to 11½c., prices possible about 10 days ago, and never buy more than a carload, very generally giving 13 to 15c. for it. Sheet copper is 16 to 18c. and in fairly good request.

TIN.—Selling ingots is like turning over dollar bills. The value is assured, but business is dull. The prices are: For 56lb. ingots are 23 to 24c., 100-lb. Straits ingots are 23 to 23½c. Strips are dull and easy at 24 to 25c.

LEAD.—Sales are not a feature in the week's trade, but the market is healthy. Pig is worth 3⅝ to 4¼c.

ZINC AND SPELTER—There is nothing new in the position of the market. The demand is quiescent. Zinc sheets are 6¾ to 7c., and spelter is 5¼c. for domestic and 6c. for imported.

ANTIMONY—The price abroad is evidently on the retreat, though not in anything of a headlong way. Here values have not fluctuated, Cookson's quoting at 15 to 16c., and other brands 14 to 15c.

TIN PLATES—They do not excite more interest this week than they did last. There is no current consumption, and the spring demand is being very slowly worked up. In the English market the position remains virtually what it was last week. The quotations:—I C coke, $4 to $4.25; I C charcoal, $4.50 to $4.75; I X charcoal, $5.50 to $5.75; I X X charcoal, $6.50 to $6.75; D C charcoal, $4.50.

TERNE PLATES—Are nominal at $8.25 to $8.50.

CANADA PLATES—Are in stock but not in demand, and are nominal at $2.90 to $3 for Blaina, and $3 to $3.10 for Abercarne and Alloway.

GALVANIZED SHEET IRON—Interest is looming up in this metal, but has not developed into actual business yet. The spring demand is likely to be a big one. Prices are 5 to 5¼c. for 28-gauge, and 4¾ to 5c. for 26-gauge.

NAILS—There is nothing new in the cut nail trade. In anticipation of the agreement to maintain prices there was a little operating done but it had to be on the basis of a transfer at the time of sale, as nothing would be booked. The basis is $2.30. The wire nail list advances standard sizes one cent, other gauges from 2 to 5c. The discount is 75 per cent. from the new list.

HORSE SHOES—There is no change in the price, which is steady at $3.40 to $3.50.

HORSE NAILS—There is no newly organized combine authoritatively announced, but a private advice from one manufactory states that union has been effected upon a basis of 50 and 10 per cent. from the list. The local trade continue, however to give 60 and 5 to 60 and 10 and 5 per cent. from list.

CORDAGE.—The price continues to be 12¼c. basis for Manilla and 9¼c. as the basis for Sisal.

PAINTS, OILS AND COLORS

The paint market has not yet shaken off its winter torpor. Travellers have not taken to the road. One or two snug sales to manufacturers are reported. White lead is quiet at 5¼ to 5½c., and all colors are absolutely dead so far as current trade goes. Linseed oil is quiet at 57 to 58c. for raw, and 60 to 61c. for boiled. Turpentine has eased in the south, and quotes here a cent lower than it did, viz: at 54 to 55c.

Rumors of a big concentration of Manufacturers have been afloat for some time, but lack confirmation at the moment of writing. The Canada Paint company is reported to have bought out the business of Fergusson, Alexander & Co., The William Johnson Company, Montreal, and the A. G. Peuchen Co., Toronto,

PETROLEUM.

The Petrolia Advertiser reports: Petrolia Crude $1.30½ per bbl. Oil Springs crude $1.30½. Quietness has been the principal feature in the crude market during the past week, and only a limited business has been done at and about the old quotations. Producers may expect an advance shortly. It is only a question of time, however, and probably a very short time too, when an upward movement will be inagurated. Both refiners and producers expect it from day to day, but what figures it will ultimately touch no one pretends to guess. As far as refined is concerned the conjectural question that awakens most interest just now is, what is probably the actual supply of burning oil in the hands of our largest refiners, and stored in the eastern markets, Montreal and Quebec in particular. Prices are cut very fine and dealers have but little opportunity to make a profitable turn.

GLASS.

The new French tariff of glass prices has been issued, and copies have been received by importers here. It cuts down the discounts appreciably. Spring orders have been held back till the issue of this price list. Specifications are now being forwarded for spring shipments, and they are much later than usual, as a consequence of delay caused by waiting for this tariff. The price here remains at $1.40.

OLD MATERIAL.

The trade is fair for this season. The inward movement is not of great volume, but the outward movement is more decided while prices are easy, copper remaining about the same. No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 10 to

MILK CAN TRIMMINGS.



Send for Revised Price List.

Broad Hoop Pattern.

Ironclad Pattern.

Improved Handles.

THOS. DAVIDSON & CO., Montreal.

SAMPLE ROOMS: 54 Wellington St. E., Toronto.

MARKETS—Continued.

11c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5¾c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES—There has been no change either in the quotations or the state of the market, No. 1 green cows' being 4½c., with a cent off for each grade below No. 1. Cured are 5c.

SKINS—Sheep are steady at $1 to $1.05. Calf are quiet at 5 to 7c.

WOOL—Fleeces are dull at 19c. Pulled is worth 21 to 22½c. for ordinary, and 25 to 27c. for extra.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
StoveGross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

NOTE.

Craig, McArthur & Co. have been appointed agents in Toronto and the west for the Halifax Shovel Co. The shovels manufactured by this company are in wide demand in the eastern part of Canada, where their merits are well known.

AMERICAN METAL MARKET.

NEW YORK, Jan, 15, 1892.

In the leading lines of iron and steel business is progressing as indifferently as though no thought of anything in the nature of decided improvement early this year had ever crossed the minds of producers or their representatives. The accounts that come in regarding business in smaller productions of mills and foundries are also rather tame, and no information is given that reflects anything outside of a routine movement in crude materials. Results are thus somewhat disappointing in quarters where expectations of an active January have been fondly, encouraged, but with due allowance for this, the volume of business affords some measure of satisfaction, and prices, with here and there an exception, are quite well maintained. There is more or less negotiation in various departments that promises to lead to a good business later on, however, and indications of anything in the nature of fresh weakening on prices are not observed.

Manufacturers adhere closely to the combine rate, $30 f. o. b. mill for heavy section steel rails, despite the tardiness with which orders are placed. Corresponding firmness is not displayed when orders for billets, rods, plates, etc., come up for competition, however, although an outward display of strength is made, and the best that can be said of ordinary bars, sheets, etc., is that values are really no lower than they were thirty days ago.

Orders for crude material in general are of strictly routine type, and the business passing is chiefly at old prices. On Northern brands of American pig iron the range is $17 to $18 for No. 1 X foundry, $16 to $16.50 for No. 2 X foundry and $14 to $15 for gray forge. Southern brands are quoted at $16.50 to 17 for No. 1, $15.50 to $16 for No. 2 and $14 to 14.50 for gray forge. Scotch iron is nominally at $22 to $22.50 for Coltness, $21.50 to 21.75 for Summerlee, $20 for Eglinton and $19.50 to 19.75 for Carnbroe. Foreign spiegeleisen remains at about $23 to 24 for 10 to 12 per cent., and 80 per cent. ferromanganese $62 to 62.50 delivered here. Old material barely steady, with $21 quoted for iron tee rails and $19 at 19.50 for No. 1 wrought scrap.

COPPER—The copper market is hardly as firm as was a week ago. Producers do not offer with decidedly greater freedom, yet with demand running light, as it is at the present time, the quantity of stock that comes out has sufficient weight to affect values slightly. At the present time 11c. is apparently full value for Lake Superior Ingot, and, while some smelters quote about the same price for casting brands, it is an open secret that others are looking for orders at 10⅝ to 10¾c, since electrolytic copper is offered at about those figures. In the London market the movement of prices has been downward. Latest cables quoted merchant bars at £45 15s. for prompt and £46 5s. for future delivery.

TIN.—Pig tin has remained extremely quiet. Speculation seems to have almost completely died out, and purchases for consumption and trade account are on exceedingly conservative lines. Ten-ton lots are quoted at 19 80 to 19 85c. and for ordinary jobbing quantities 20c. is the top price at present. London cables quoted £90 5s. to £90 10s. for three months' futures.

LEAD.—In the pig lead market there has been a pronounced weakening on the part of sellers, and the market at present is in a somewhat depressed condition, with sellers extremely indifferent. On sales of about 200 tons the price has receded to 4.20c. and at the close that seemed to be full value.

SPELTER.—Spelter has been selling in car-load lots at 4.65c. for prime Western and the market is flat, with demand slow and several brands openly offered at within a small fraction of that price.

TIN PLATE.—In tin plate there has been no decided change. Business is of about the same general character as it was a week ago, with little change in the amount of stock changing hands and no perceptible movement in values.

CHANGE THE SYSTEM.

It is next to impossible to look through the columns of a trade paper without finding something in the shape of advice relative to how merchants shall, or ought to, do this, that or the other thing. We have also, to some extent, indulged in this little well meant pleasantry, looking at the matters in question possibly more from the high journalistic standpoint than from the entirely practical plane on which everyday business affairs are conducted. At this time, however, we shall reverse the order and offer a few suggestions which may not inappropriately be termed negative advice.

It is quite natural, right and proper that every man should desire what is due him, and he is entirely right in using all proper means to obtain that which belongs to him. No one will dispute the correctness of this statement, but in the collection of debts there is a right way and a wrong way—if not a wrong, at least an unjustifiable or unavailing way—to go about it.

Just so long as the indiscriminate credit system prevails among retailers, just that long will people buy injudiciously, and the books of the merchant be burdened with many accounts which he will be unable to collect. Not every person who gets in debt to the merchant is a "dead beat," by any means; neither is every one who is slow in paying his bills dishonest. Many such an one has simply followed the system, thoughtlessly gone beyond his financial depth, and while perfectly willing to pay finds it an exceedingly difficult matter to do so. Others, again, meet with misfortunes or unexpected reverses; they must have certain things which cash alone can provide; because of the system they are indebted to the too accommodating merchant who has furnished them the "necessaries of life," and while they would be glad to pay every cent they owe, find it absolutely impossible to do so, without being granted time.

The unfortunate classes above mentioned are simply victims of the universal credit system, for which the retail merchants themselves are more responsible than anyone else. They have educated the people up—or down—to procuring their necessary supplies by the credit method, and must, perforce, expect to accumulate a large stock of so-called "bad debts."

Change the system and a better state of things will follow.—Ex.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

A customer secured is a promise of greater salary in time.

Restore goods to their proper places as soon after using as possible.

Goods conveniently located save time, money and temper in showing.

Soap and water are cheap, but soil on goods is expensive.

A feather duster disperses but does not remove the dust from the store.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

The neglect to look after minute details in the factory is a source of great loss to many producers.

"One man ov genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business."—JOSH BILLINGS.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Manufacturers of

ASSOCIATION PURE WHITE LEAD.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

DO YOU SELL COOKERS ??

PURITAN COOKERS SELL THEMSELVES.



The Consumers of this country have seen this cut in the aggregate

60,000,000

times within the past six months. This means a demand for them among dealers.

MORAL: Ask your Jobber for them.

Sole Makers: THE EUSTIS MFG. CO., 49 St., Bayonne, N.J.

SITUATION WANTED.

THOROUGHLY POSTED HARDWARE MAN wants situation as traveller or in wholesale or retail store capable of buying, or take charge of books, etc. Address
—4 W. H. MONCUT, Box 136, Exeter, Ont.

BUSINESS CHANCES.

FILE BUSINESS CHEAP—SEVEN HUNDRED dollars will purchase all the plant, a large quantity of unfinished stock, office and store outfit; good-will thrown in; present owner not understanding the business. Files, 150 Front street east. Also a lot of new files for sale cheap

HARDWARE BUSINESS FOR SALE IN TORONTO, 4 years established, first class location, stock in good order, and consisting of Builder's Hardware, Mechanics' Tools, Cutlery, Paints, Oils, Glass, etc. A business of $15,000 a year being done. Stock about $4,000. No fixture to buy, no book debts, no liabilities to assume. Present proprietor going into wholesale. For further particulars apply to "Seller" care of HARDWARE. tf

FOR SALE IN PETERBOROUGH, ONT.

WHOLE OR HALF INTEREST IN A STOVE, Tin and House furnishing hardware business, with general jobbing shop, plumbing, gas fitting, roofing, furnace work, etc. Well-established trade, desirable location and attractive premises. Stock and tools $7,500, annual business, $20,000. Sole reason for change is want of capital to profitably conduct and develop business. For particulars address box 227, Peterborough, Ont

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson, F.C.A.
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N. J. Phillips.
Edward Still.

TORONTO, ONT.

FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,

INTERNATIONAL EXHIBITION JAMAICA 1891

LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

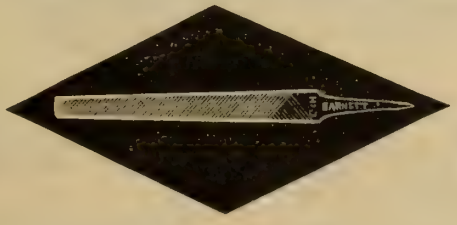
Halifax Shovel Co., Ltd., Halifax, N.S.

VICTORIA R. & I. AND OF JAMAICA SUPREME LADY

DEAR SIRS,—The best testimonial I can give you is the fact I use no other shovels but Fenerty's patent in the gold mines under my charge. They are the most durable and satisfactory I have ever had in a long experience. Yours etc.,

JOHN E. HARDMAN, Mining Engineer, Oldham, N.S.

BLACK DIAMOND FILE WORKS,



21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

THE DETERIORATION OF CHEAP LOCKS.

It is a well-known fact that in the manufacture of any class of goods two opposite tendencies are at work, one acting to stimulate the production of finer and better articles to meet the higher class of trade, and the other to cheapen and lower the cost of the product to meet the pressure of price competition.

The success which has attended the efforts of at least one concern to meet the first condition is already known to readers of the Trefoil, but the extent to which the demoralizing influence of the cheapening tendency has acted in the latter case is not so well known.

As a matter of fact, there are poorer locks being made to-day than ever before, and the external appearance of many of these worthless articles is nearly if not quite as good as that of the better class of locks.

One of the consequences of this state of affairs is the very unsatisfactory result which follows when the purchase of the locks for a building is left to the contractor, who naturally buys where he can get the cheapest goods. Past experience in this method is of little value, for the continual deterioration which the pressure for cheaper locks has caused makes it impossible for any one to be assured of getting even a fairly good article except by means of critical examination. An owner may point to an old house in which he has lived for many years and upon which he has never spent a dollar for lock repairs; but if he should try the same experiment again and leave the selection to his contractor, he would be almost certain to have trouble, because a kind of lock would be used which was not thought of when the old house was built.

Careful architects have become fully aware of this fact and have learned by experience that a lock of a given maker to-day is frequently very different from the same maker made, say five years ago, and the constant demand for lower prices has forced the quality lower and lower. The result of this distrust is gradually appearing in the greater care exercised by those who really want good locks. For buildings of moderate size, residences, stores and the like, it is not difficult to examine the locks personally and insist on choosing the identical ones which are to go in the building, while if the structure is too large and extensive to permit this to be done, the contractor should be required to submit a line of samples to be retained as standards of reference until the building is completed, and the superintending architect should insist on the rigid conformation to these standards of all the locks which are furnished.

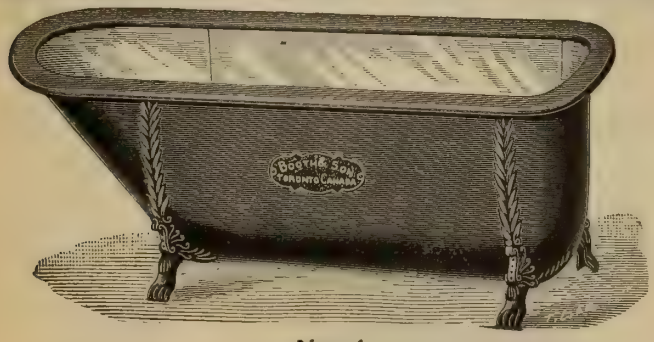
These methods are already in use where the highest class of goods are being furnished, but there is no reason why they should not be adopted in all cases, as they add nothing to the cost, and there is no article so utterly worthless as a poor lock, especially when its inferiority is not appreciated and it is mistakenly regarded as a means of protection.—Trefoil.

FIBREWARE.

There has been a great reduction in the price of wood-fibreware, bringing these goods nearer to the financial abilities of most people than has heretofore been the case. Wares made from wood-fibre, which must not be mistaken for paper wares, are gaining more and more the favor of the public at large, as they are very lasting, don't warp, and are light—which latter advantage is not to be underrated. Butchers, for instance, who use large trays for meat, would do well to adopt these wood-fibre goods, as they never become foul, and will, with ordinary care and cleanliness, last a long time. Stores how tubs are also made out of wood-fibre, and pay well in the long run. The best known articles though, made out of this material are the pails, which should not fail to be in the stock of any hardware store. There has been for nearly a month a great scarcity in the market of middle-priced hatchets; very common grades or fancy priced high grade ones are to be had in plenty, but the much-demanded moderate-priced middle goods have been very scare. This is either a sign of unusual demand for them, which exhausted the resources of the respective manufacturers, or there is a withholding of these goods to bring prices up to a higher level.—Hardware, (N. Y.)

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON. Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

MANUFACTURERS OF

Metallic Roofing.

Embossed Ceiling.

Eavetrough, etc., etc.

Stamped and Pierced Tinware.

Corrugated Iron.

Galvanized Buckets.

Syphon Oil Cans.

Paint, Varnish, Lye, Tins, etc., etc.

WRITE FOR PRICES.

Hamilton and Toronto

SEWER PIPE CO.,

LIMITED,

MANUFACTURERS OF

Salt Glazed

Vitrified Sewer Pipe.

Flue Lining, &c., &c.

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Important!

If you handle Oil Colors in Tubes, you do not yet know the advantages of this branch of your trade unless you buy from

The Art Metropole

131 YONGE STREET, TORONTO.

JOHN WILSON'S

Butcher Knives

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Farriers' and Shoe Knives

Are the best in the World.

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PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING SANDSTONES, CALCINED PLASTER

Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is HARDWARE, issued weekly, subscription price $2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH CONTINENTAL **HARDWARE** AMERICAN CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

We are now prepared to book orders for MILK CAN TRIMMINGS, "BROAD HOOP PATTERN," also GREAMERY CANS and FIXTURES with "JERSEY GAUGE," DAIRY PAILS and PAIL BOTTOMS, SAP BUCKETS and SPILES.

We are supplying the best Trimmings in the market, also Tinned Iron for same, in all gauges.

PLEASE WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.

Business Changes.

SALES MADE OR PENDING.

The Lloyd Mfg. and Foundry Co., of Kentville, N. S., has changed hands.

A. W. Finkle, hardware merchant, Toronto, has sold to Mary E. Weatherell.

The stock of H. C. Clark, general store, Caledonia, Ont., is to be sold on 14th inst.

Messrs. Robertson & Cliff, general merchants, Dunchurch and Ahmic Harbor, Ont., have concluded to close up their stores. They have also purchased Mr. John Croswell's stock at Ahmic Harbor.

PARTNERSHIPS FORMED AND DISSOLVED.

The firm of C. R. Hart & Co., general merchants, Boddeck, Que., have dissolved. Albert J. Hart continues the business.

REMOVALS AND DEATHS.

Jas. A. Scott, general merchant, Milford, N.S., is dead.

W. R. Thistle, of Carswell, Thistle & McKay, Calabogie, Ont., is dead.

FIRES.

Fraser Bros., general merchants, Lachute, Que., have been burnt out.

A Laur,dealer in stoves and tinware, Delhi, Ont., was burnt out on Tuesday.

A fire occurred on Tuesday in the general store of Weir & Bothwell, Port Stanley, which entirely consumed the building and caused a loss of $3,000, which is partly covered by insurance. How the fire originated is unknown at present.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Jos. Ethier, tinsmith, Weymouth, N. S., has assigned.

J. Z. Touchette, general merchant, Abbotsford, Que., has assigned.

Ransom Bros., general merchants, Delhi, Ont., have assigned to D. Wade, of that village.

A meeting of the creditors of J. H. Wigh & Bro., general store, Ruthven, Ont., is called for the 15th inst.

The Barnum Iron Works, once of Windsor, but latterly of Toronto Junction, are in financial difficulties, and an assignment has been made to E. R. C. Clarkson. The assets and liabilities are about $50,000.

There has been no assignment made by Mrs Hutton, of the electric light works, Brampton, but a private arrangement is now in course of consummation by which a hundred cents on the dollar will be paid.

AN IDEAL BUSINESS MAN.

A business man is a vision of every day, but among those that we meet so frequently there are so few of the really succestful ones that one is tempted to remark, we need some pattern from which to model our future business men. Now let me tell you of my ideal business man :

You may imagine his, one of any of the firm faces which, while including the possibility of expressing kindness and even joviality, positively excludes from its expression all semblance to harshness.

His dress may be plain without being gaudy ; rich without being extravagant ; but let there be a nicety pervading his apparel, from his hat to the gloss of his boots.

We will now enter his office and observe him at his work. The furniture must be in order ; and, however plain, the fittings of the office must be neat. As he enters let us notice that each clerk pays him a dutiful homage, with a pleased expression, and goes on with his work with an attention secured through love of the work. This will denote that kindness and deference have been used in dealing with his inferiors.

He is honest, truthful, prompt, systematic, attentive to small things, punctual in payment, firm in collection (but willing, if needs be, to tide a friend over) orderly, polite, watchful, slow to decide, but quick to act, never narrow or inconsiderate.

Honesty he feels is the basis upon which all true business must stand. Upon his neighbor's honesty he depends (without trusting to it) as well as his neighbor relies upon his honesty. Truthfulness, that essence of honesty, which precedes the exchange of money or goods, is of absolute necessity to proper transaction of business. What he agrees to do he feels he must do, and in order to be faithful in this matter he must have a certain system which will not admit of the omission of a single act, backed up by his word, or that of his neighbor.

Upon this thorough basis of honesty, truthfulness, system, he builds his sympathies for his friends in business.

Kindness he knows to be what he loves best. Kindness draws kindness, which is love, which is sympathy. As he feels, he admits that others may feel ; and does unto no man what he would not have done unto him.

These things he carries out himself and exacts in others because he knows them to be right.

But because he is just, honest, etc., he does not admit that all men are so. Without being narrow, his idea of system prompts him to require that all business transactions should be done in a business-like manner, namely : that there be no loop holes which the dishonest may seize to do him injustice.

We have said that he is slow to decide. We do not mean that he should allow golden opportunities to pass ; but, that applying the learning of these essential elements of successful business in their relation to transaction, requires time ; and, arrived at his decision, he acts with a promptitude urged by the security of his position.

Any of these mentioned above could be dwelt upon at great length by entering into detail ; but it is not our idea to tell you in detail what the ideal business man is, but to place before the reader those elements which he will admit to be essential. He may add unto these, but will withhold none of them. Nor do we claim that through these means the business man will acquire great wealth, but to effect this, he will accomplish the great aim of a true business man, namely : to float to the end of his life with a name untarnished, and friends on all sides who will refer to the old sign with pleasure and unbroken faith.—Max in Kingston Kicker.

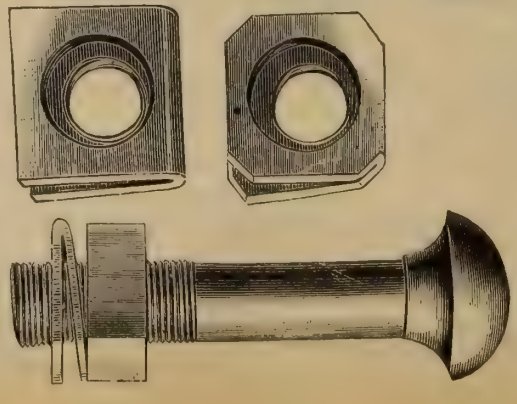
BRANDON MANUFACTURING Co.

Strachan Ave., Toronto.

MANUFACTURERS OF ALL KINDS OF WOODENWARE :

Step-ladders, Wheelbarrows, Lawn Settees, Chairs, Washboards.

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THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

OFFICES: 100-102 Reade St., New York, U.S.A.

CAPACITY OF WORKS: 1,200 doz. per day.

KEARNEY & FOOT CO

WORKS Pate son, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

Illustrated Catalogue Price Lists mailed on application.



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H. D. SIMMONS,

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Leading Manufacturers of Hardware Specialties, Iron Pipe, Hot Water Boilers and Fittings, etc.

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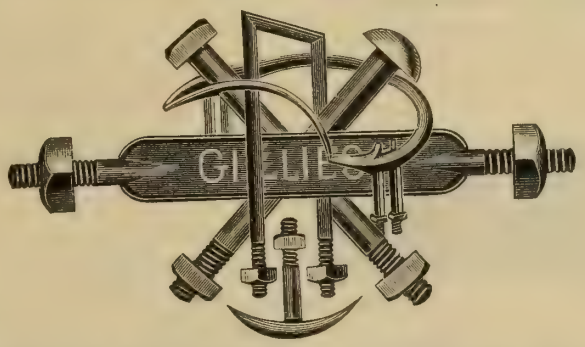
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Blacksmiths' Tools, and Tube Expanders.

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GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

BOLTS



FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

GENERAL STOREKEEPERS WHO DEAL IN GROCERIES SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will keep you informed on all important questions affecting the grocery & allied trades. Its market quotations are full & reliable which alone are worth the Subscription price.

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Subscription $2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS.

STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.



"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,

Ottawa and Toronto.

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

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MONTREAL AND TORONTO.

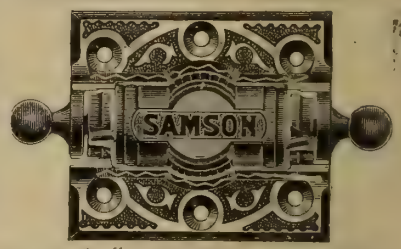
BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

THE LATEST AND BEST



Shepard's "SAMSON" Spring Hinge

(Hold-back Pattern) Size 3x3 inches.

The only Hinge with Self-adjusting Gauges for attaching. Highly ornamental, Simple construction, extra strong.

Sole Manufacturers—SHEPARD HARDWARE CO., Buffalo, N.Y.

H. D. SIMMONS, 74 York St., Toronto, Agent for Canada. Telephone 2164.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	22½, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
Bradley M.L.S.		
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 25	8 50
D.C., 12½ x 17	4 50	....
D.X.,	5 75	....
D.X.X. "	....	6 75

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

essemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 25	8 50
I.X. Terne Tin	10 50	10 75
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6¼c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates.

72x30 up to 24 gauge	6¾	7
26 "	7¼	7½
28 "	7½	8

Iron and Steel.

	Base Price.	
Common Iron, per 100 lb	$2 25	2 30
Refined " "	2 55	2 65
Horse Shoe " "	2 60	2 65
Band " "	2 65	2 75
Hoop " "	2 65	2 80
Swedish " "	4 00	4 25
Sleigh Shoe Steel	2 50	2 75
Tire Steel	3 00	3 25
Machinery	3 00	3 25
Best Cast Steel, per lb	0 13½	0 14
Russian Sheet "	0 10½	0 12
Tank Plates	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	15

Boiler Plate.

¼ inch	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3½
28 "	3¼, 3½

Canada Plates.

Blaina	½ bright	2 90	3 00
Abercarne		3 00	3 10
Alloway		3 00	3 10

Iron Pipe.

Wrought 60 to 62½ p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.
Hodgson's Wrought, 62½ per cent.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5¼, 5¾
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5¼, 5¾
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb		6	6¼
" ¼ " "		5½	5¾
" 5-16 " "		4¾	5
" ⅜ " "		4¼	4¾
" 7-16 " "		4¼	4½
" ½ " "		4	4¼
" ⅝ " "			3¾
" ¾ " "		3	1-5
Trace, per doz. pairs		$3 60	5 90
German coil, per 100 ft		1 65	2 70
Jack chain, iron, single, per doz yards		0 13	0 50
Jack chain, double, per doz yards		0 15	....
Jack chain, brass, single, per doz yards		0 20	1 10

Copper—*Ingot.*

English B.S. "	0 14	0 14½
Lake Superior	0 13	0 13¾

Bolt or Bar.

Cut lengths, round, ¼ to ¾ in	$0 22	$0 25
" round & square 1 to 2 in	0 2	0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound l

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17	0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18	0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 28	0 29

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20	0 22
" 35 to 45 " "	0 19	0 21
" 50 lb and above per lb	0 18	0 20

Boiler & T. K. Pitts.

Plain Tinned, per lb	....	0 23
Spun " "	....	0 27

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 25	0 27
From 20 gauge, up	0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21	0 25
" " 27 to 30 "	0 23	0 29
" " 30 and up	0 26	0 32
Sheets, hand-rolled 2x4 ft	0 25	

Zinc Spelter.

Foreign, per lb	0 05¾	0 06
Domestic "	0 05½	0 05¾

Zinc Sheet.

5 cwt casks	0 06⅝	0 06¾
Part casks	0 06¾	0 07

Lead.

Imported Pig, per lb	0 04	0 04¼
Domestic "	0 03¾	0 04
Bar, 1 pound	0 05	0 05½
Sheets, 2½ lbs, per square ft, by roll	5 00	5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75	5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17	0 19
Crown	0 16	0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 15½	0 16
Other makes "	0 14½	0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼	5½
No. 1 Do "	0	5
No. 2 Do "	0	4½
No. 3 Do "	0	4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 05	$1 10
2nd qualities "	0 85	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0	05
Chrome Yellow "	0	11
Golden Ochre "	0	06
French "	0	05
Marine Black "	0	09
" Green "	0	09
Chrome "	0	08
French Imperial Green "	0	14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per cwt	1	40
" " (J.F.L.S.) " "	2	75
Venetian Red (R.C.2) " "	1	50
Ven. Red, Cookson's "	1 80	1 90
English Oxides " "	3	25
American " "	2	25
Paris Green, per lb		
Burnt Sienna "	0	08½
Burnt Umber "	0	05
do pure	0	08
Drop Black "	0	09
Chrome Yellows "	0	12
" Greens "	0	12
Golden Ochre	0	03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	70
Extra "	1	00
Brown Japan "	0	70
do Turpentine "	0	90
No. 1 Carriage "	1	50
Gold Size Japan "	1	40
Pure Orange Shellac "	2	00
Hard Oil Finish "	1	50

Linseed Oil (in bbls)

Raw, per gal	0 57	0 58
Boiled "	0 60	0 61

Turpentine (in bbls)

Selected Packages, per gal	0 54	0 55

Castor Oil.

Best, per lb	0 10	0 11

Cod Oil.

Cod Oil, per gal		0 48

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 12
Cabinet makers	0 17	0 18
White	0 16	07

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000	$0 25 $1 60

Anvils.

Per lb	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. . . . 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing	per gross	0 65 1 59
Pegging,	"	0 65 1 25
Brad,	"	0 85 1 60
" handled	. . . .	3 60 7 30
Saddlers',	"	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 25 8 00
" Sewing, "	

Awl and Tool Sets.

Millar's Falls, per doz	2 80 8 30

Axes.

Per box	6 00 12 00

Axle Grease.

Per gross	6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50 8 00
" Peterboro, dis. 50 per cent.	

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00 5 00

House.

American, per lb	0 35 0 40

Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00

Blacksmiths' discount 35,40 pe cent.

Belting.

No. 1, leather, discount 45 to 50 and 5 per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz	5 00 6 00

Bits—*Auger.*

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's,	per doz	0 65 0 90
Diamond, Shell "	. . . . .	1 00 1 50
Nail and Spike, per gross		2 25 5 20

Blind Rollers.

Annex	per doz.	1 25 1 75
Mascot	"	1 35 1 85
Erminie	"	1 12 1 20

Blind and Bed Staples.

All sizes, per lb	0 11 0 15

Bolts.

Carriage, dis, 70 to 70 and 10 per cent dis.
Tire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea.	4 40 7 50

Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8	"	6 00
" No. 9	"	7 00
Queen City		7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz..	500 4 23

Butts—*Brass.*

Wrought Brass dis. 60 and 10 o 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen Bronzed, per pair	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz..	3 75 4 50

Card.

Horse, per doz	0 60 1 00

Carpet Stretchers.

American, per doz	1 00 1 50
Bullards "	6 50 . . .

Carpet Sweepers.

Bissell, per doz	22 50
World "	21 75
Daisy, "	24 00
Star, "	18 00
Crown Jewel, per doz	29 00
Grand Rapids, "	30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25

Cement.

Portland, car load lots	2 70
Thorold "	1 10
Queenston "	1 10
Napanee "	1 10

Chalk.

Carpenters' Colored, per gross	0 90 1 10
White, lump, per lb	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross	0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.	
Stearns, per doz	3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprize, No. 0	. . . . 1 35
" No. 2	. . . . 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz	. . . . 2 0
Coil, per doz	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00 51 50

P. S. & W., dis. 40 per cent

Drill Bit.

Morse, dis. 30 to 33⅓ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz.	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz	4 00

Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each	1 65 2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.45	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary	
1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass.

Pilkington's ordinary.

1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. ois. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz	1 10 1 50

Sledge

Canadian, per lb	0 12½ 0 15

Ball Pean.

English and Can., per lb.	0 25 0 37½

Handles.

Axe	per doz	00 3 50
Store door	"	1 00 1 80
Chest, per doz pairs		0 40 2 50

Chisel.

Firmer	per gross	3 00 4 50
Socket Firmer	"	3 25 8 00
Socket Framing per gross		3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz	1 00 1 25

Plane.

American, per gross	3 15 3 75

Hammer and Hatchet.

American, per doz	0 50 0 80

Cross Cut Saw.

Canadian per pair	0 18 0 25

Hangers.

Door 4 and 5 inch, per pair	0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb 0 4½ 0 05
Screw and Strap, per lb . . 0 03½ 0 04½

Per doz. sets

Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring	1 50 3 50
" Shepard's Niagara	1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.

Planter	doz	4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0	50 1 10
Clothes Line, "	0	27 0 63
Harness, "	0	72 0 88
Hat and Coat, per gross . .	1	00 3 00
Chandelier, per doz	0	50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO., London, Ontario.

Write us before you place your orders for

SPRING IMPORTATIONS OF WINDOW GLASS

Our prices will be right and quality of glass and packages A 1. Also Enamelled, Cathedral, and Muffeled Glass in all tints, supplied from stock or Imported direct to customers.

Wrought Hooks and Staples, Amerdis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 60 and 5 to 60 and 10 and 5 per cent.

Horse Shoes,

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c.
American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to 70 per cent

Nails.

Cut, American basis, per keg base, price 2 30
Brads & Moulding Nails, 75 per cent. from new list.
Wire Nails, 75 per cent. from new list

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15 16
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent. American dis 45 to 50 per cent.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 35 to 37½ per cent.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 12½ to 15 per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 7 40 10 25
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to 50 p.c.
Iron " " 40 to 45 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla
7-16 in. and larger..	9½ 9¾	12½ 13
¼, 5-16, ⅜ in.....	10 10½	13 13½
3-16 in	10½	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90
" N P. " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.
" R. H. " 72½ " "
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ½ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 to 25 per cent. dis.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4¾
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized lots; in quantities an extra 35 p.c.
Cut, Carpet, gimp, blued, dis. 35 p.c
" tinned, dis. 45 p.c.
Swedes' iron, blued or tinned, dis. 42½ pc
Upholsterers' dis. 42½ p.c.
Copper Tacks and Nails, dis. 35 p.c.
Trunk and Clout Nails, " 40 p c
atent Brads, dis. 40 p.c.
Finishing Nails, dis. 35 p.c.
Cigar Box Nails, dis. 35 p.c.
Shoe Finders' Tacks & Nails, dis. 25 p.c

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz 1 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent.
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute ....
" Blue ribbon 0 14
" Red cap..... ..... 0 12
" Crown..... ..... 0 11
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Plain iron and steel—Bright, annealed, coppered, copper'd spring and galvanized, 12½ p.c. dis. f.o.b. Montreal, f.o.b (Hamilton and Toronto) 10c. per 100 lbs. net added for freights, f.o.b. London 14c. added.
Tinned, net list: brass and copper 7½ p.c. dis.
Market, tinned per lb 0 04½ 0 08
Tinned Broom, from 19 to 22 gauge, per lb.... ... 0 05¾ 0 06½
Malin's Wire on spools, 30 to 45 per cent dis.
Clothes Line, galv., p. 100 ft 0 25 0 55

Fencing Wire.

Galv. steel barb fencing "Lock Barb," 4 point.... ..... 0 04¾
Ditto Glidden 2 point 0 04¾
Galv. Steel, plain twist 0 04¾
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04¾
Staples 0 04¾
Terms, 60 days or 2 per cent off for cash—10 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR HOLLOW WARE

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

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SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hardware Traveller,

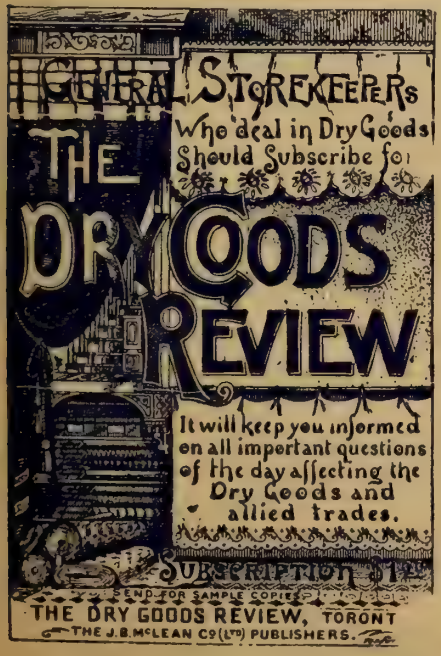
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The most effective known to Modern Science. Prevents disease and "Sweetens things generally" urgently needed in epidemic localities. Send for information, everyone can afford it. (Brother-in-law to Copperine), good seller winter and summer. Nicely put up.

ALONZO W. SPOONER,
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Send Ten Cents to the HARDWARE PUBLISHING Co. for a copy of B. F. Cumming s Prize Essay on "How to Sell Goods.

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SAW YOUR ADVERTISEMENT IN THE HARDWARE.

When writing to our advertiser please inclose the above.

Tulloch & Co'y

Manufacturers' Agents and Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmans' Stores, Linseed Oil, Portland Cement, Building Materials, Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

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Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST. W., TORONTO.

Telephone 1112.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in HARDWARE, by Wm. H. Maher

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

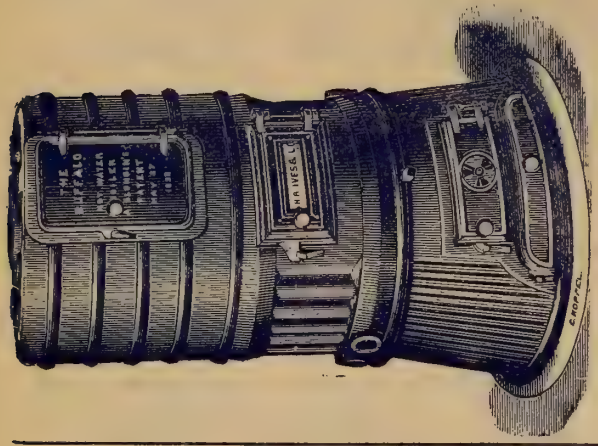
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MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.



The Buffalo Hot-Water Heaters.

Thoroughly tested, very economical and efficient. The most perfect boiler yet produced.

For Prices apply to

H. R. Ives & Co.,

Hardware and Stove Manufacturers,
MONTREAL.

A. ALLAN, Pres. J. O. GRAVEL, Sec-TREAS.
F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital $2,000,000.

Sole Agents and Manufacturers of the

Forsyth (Boston Belting Co'y) Patent Seamless Rubber Belting

For the Dominion of Canada.

Superior Qnality Rubber Goods.

Our Rubber Belting is Unequalled in America.

11 kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c.,&c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. McGILL, Man.**

WESTERN BRANCH:
Corner Yonge and Front Sts., TORONTO.
J. H. WALKER, MANAGER.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas. CHAS. N. CANDEE, Sec'y.

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PUBLISHED WEEKLY

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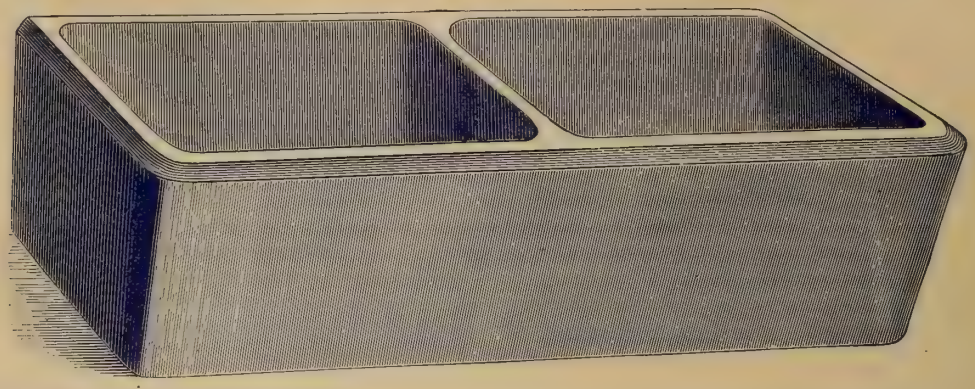
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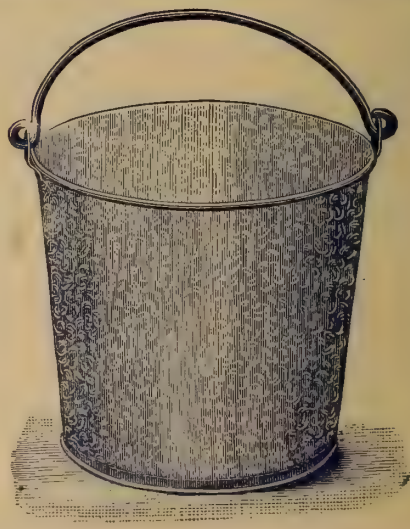
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Something entirely new, and superior to old style Buckets, made in three sizes.
They are superior to the ordinary Flaring English Bucket, being of greater capacity.
They are stronger in shape, consequently more durable.
They will not slop over or tip over, owing to the wide bottom.
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The rim is in one piece with the body, consequently cannot get knocked off.
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ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, JANUARY 23, 1892 No. 4

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St. G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building, Roy V. Somerville, Manager.

The wire nail list, which is published in this issue, takes the form adopted by the Dominion Wire Co., Ltd., Montreal, whose sheet was the first received at this office. To expedite business between retailer and jobber, and to enable the former to calculate the effect of any change that may be made in the discount, it is necessary that this list shall be always at hand for convenient reference. The discount at present is 75 per cent. from the list prices.

* * *

Though there is no law in this country or in England which in express and unqualified terms forbids trade combinations, it is held by many people that such organizations are radically illegal, and that there is something at variance with constitutional right about them. This has recently been tested, and a series of appeals, that ended finally before the Judicial Committee of the Privy Council of the English House of Lords—the highest court in the British Empire—bore out all the way through the original verdict rendered in this particular case, that combines as such are not illegal. The action was that of the Mogul Steamship Co., vs. McGregor and others. The plaintiff was a company owning a steamship line, whose business was stated to have been damaged by a combination of the defendants. Both parties to the action were engaged in the carrying trade to and from China through the Suez Canal. The combination had sought to increase the volume of business done by its vessels, by allowing a rebate of 5 per cent. to all shippers the whole of whose frieght over that route should be carried by vessels of the combine. It was attempted to be shown that this was done with malicious intent, but in none of the courts was this established. Chief Justice Coleridge, before whom the case first came, said, "If it was unlawful for the defendants to try to get the whole trade into their own hands, and to prevent other carries from competing with them, it seems to me that the greater part of the commercial dealings where there is a rivalry in trade must be equally unlawful. I am of opinion that the whole matter comes round to the original proposition, whether a combination to trade and to offer in respect of prices, discounts, and other trade facilities such terms as will win so large an amount of custom as to render it unprofitable for rival customers to pursue the same trade is unlawful: and I am clearly of opinion that it is not."

* * *

Nails are one of the main staples of the trade. They are to the hardware man what sugar is to the grocer. They are handled in large quantities, they are heavy goods, and the freight on them is one of the biggest items in the dealer's yearly expense account. These are reasons in the nature of the goods why the retailer should aim at the preservation of a fair margin on the cost of them. But these intrinsic reasons could not plead powerfully enough to persuade the retailer to spare the profits in his war of competition with his fellow trader. The profits have been ruthlessly sacrificed. Perhaps competition on the retail plane had not all to do with it. The manufacturers waged a devastating warfare upon one another's prices, and this was more probably a cause than an effect of vanishing margins in the last stage of the transfer to consumers. The manufacturers and the jobbers are now out of this strife to undersell all competitors. Nails cost the same price to retailers, no matter from whom they are bought. The makers and the wholesale distributors have sensibly concluded that they are in the business for something more than the excitement. It is now for the retail trade to show who was primarily to blame for the late demoralization in prices. If full values are not the rule, no one but the retailers themselves will be to blame, and their inability to make something out of the nail trade in the present favorable circumstances, will give plausibility to the statement that the retailers were always to blame for ruinously low prices, and that the present combination was forced into being by the course of the retailers. But it is not so material who is responsible for the coming into existence of the combine—which is a good thing in itself—as that nails shall be a paying line. There has been more exercise and less profit in handling nails than any other description of goods we know of. The retailer who is willing to lug several tons in and out of wagons every year for the mere satisfaction of preventing some other retailer from doing it at the same starvation price, cannot surely be called a sordid man, but is far from a wise one. The physical labor has not been repaid, much less has the capital invested borne interest since nails became the spoil of the price cutter. Let the record of 1892 tell a different story from that of 1891.

* * *

The co-operation of the makers and wholesalers to level up the price of nails cannot but have some influence to check the tendency towards levelling down among the retailers. The example of the large concerns ought to give a stimulus to association forming among the retailers. If they call a truce on nail prices, they may as well come to a mutual understanding upon some other important matters that need regulation for the common good of the trade. There are questions upon which united action among the wholesalers would be beneficial to the retail trade, and there are questions upon which such united action needs to be held in check for the interests of retail traders, and organization among the latter would serve as a restraint upon external as well as internal grievances.

THE JOBBER IN BANKRUPT STOCKS

It looks as if the present method of throwing bankrupt stocks upon the open market would have to become intolerable before it is remedied. Traders who pay one hundred cents in the dollar have shown unusual patience and self-restraint under the continued injustice of this slovenly way of closing up insolvent businesses. The man whose honesty and good husbandry enable him to hold his own against the assaults that are persistently made upon his profits in the ordinary circumstances of competition, is entitled to protection and support from the wholesalers, when his business is threatened to be swamped by the failure and settlement of his rival. In the equal terms upon which he competed before the flag of his opponent was lowered, he ran risks of coming out vanquished. Because he did not come out vanquished he deserves praise and consideration. But what does he commonly receive? He gets a readjustment of the terms of competition; his rival or some jobber in bankrupt stocks is allowed to take the goods of the competing store at probably less than half their value; the trader who has maintained his solvency is thus handicapped, and the race between the two stores is begun anew, with this incalculable advantage on the side of the former loser. The seeming object of such a mode of disposing of bankrupt stocks is to force the abler or worthier man to succumb to a stronger power than his competitor could wield. It is the power of the wholesaler's influence on the side of the less deserving.

But while it is not desirable that the victim of his own price-cutting proclivities, or his own business shortcomings generally, should be given any unfair advantage over the man who meets all his engagements, it is still less desirable that advantage should be given to any interloper over the stalwarts of the trade. The bankrupt stock jobbers are doing an enormous lot of mischief because of the availability at easy prices of insolvent stocks. These men are the worst enemies of square, stand-up methods of doing business. They get a hold of the stock at 40 to 60c on the dollar, and are much more formidable in competition than the trader who has failed would be, if he were allowed to take the stock at the same price. He would probably aim to make enough money out of it to buy a new stock when the bankrupt goods were exhausted, and would therefore aim at a reasonably good profit on the low cost prices he had to pay. The jobber in bankrupt stocks, on the other hand, is generally a man with some spare money, and can be operating in two or three places with different stocks at the same time. Thus lower profits on his low cost will pay him, and he will undermine the legitimate dealer's prices much more than the former owner, if the latter had obtained a settlement, would have done.

The following prices have lately been issued in a circular sent out by a jobber in bankrupt stocks, R. H. Hemstreet, Aylmer. They make an eloquent plea for the establishment of some fair method of disposing of bankrupt stocks. Wholesalers should ponder them and ask themselves if it is right to expose their reliable customers to such competition as this. This trader makes a specialty of bankrupt stocks. He recently bought the dry goods stock of McIntyre & Davis, Aylmer, at 77c. in the dollar, and will no doubt proceed to slaughter prices for the dry goods trade of that town. It is not he that is to blame; it is the wholesale dealers who are the creditors of insolvent merchants. The prices quoted on the circular in question are as follows:

Shot, 2½c. per lb.; powder, 10c. per lb.; 10d. nails and up, 1½c. per lb.; rope, 5c. per lb.; putty, $1 per 100 lbs.; wrought nails, all sizes, 2½c. per lb.; buck saws, 15c.; axes, 38c.; steel spades, 25c.; barbed wire, 4½c. per lb.; cross-cut saws, 35c. per foot and up; boiled oil, 60c. per gal.; raw oil, 57c. per gal.; axle grease, 50c. per doz.: carpet tacks, 7 papers, 10c.

No hardware man needs any comment upon these prices. They are themselves a comment upon a very unjust system.

THE PRICES OF TACKS.

The manufacturers of tacks have come to a joint understanding as to the discounts upon tacks, and their list is published below. The firms included in the agreement are the Pillow & Hersey Mfg. Co., The Montreal Rolling Mills Co., Peck, Benny & Co., The Ontario Tack Co. These firms make up the Canadian Tack Manufacturers' Association. The list is unchanged; the only alteration is in discounts, some of which, notably in carpet tacks, are very greatly reduced, advancing the price materially. The following is the list:

Lining and Saddle Nails: Lots of 500 papers or more, in one delivery, 25 per cent.; less quantity, 10 per cent.

Tufting Buttons: Lots of 25 Gt. Gross or more, in one delivery, 45 and 30 per cent.; less quantity, 45 and 10 per cent.

Tin Capped Trunk Nails, 15 per cent.
" " Rivets, 15 "
Glaziers' Points, Zinc, 25 per cent.
" " Iron, 5 "
Best Flour Barrel Nails, 25 per cent.

TERMS—Four months or 5 per cent. discount for cash paid within 30 days from date of shipment.

Strawberry Box Tacks, 65 per cent.

Trunk Tacks, (Tinned,) Trunk Nails, (Black and Tinned,) Clout Nails, 60 per cent.

Trunk Tacks (Black,) Cheese Box Tacks, (Blued,) Hame Nails, (Common Iron) 55 per cent.

Copper Nails, (all kinds,) B.B.B. Iron Carpet Tacks, (Blued and Tinned,) B.B.B. Iron Cut Tacks (in dozens only), B.B.B. Iron Cut Tacks (assorted ¼ wts.) Swedes, (Upholsterers Pail and Miners Tack,) Swedes, (Cut Tacks, Tinned,) Swedes, (Carpet Tacks, Blued and Tinned,) Swedes, (Gimp and Lace Tacks, Blued and Tinned,) Brush Tacks, Basket Nails, Chair Nails, Common and Patent Brads, 50 per cent.

Copper Tacks, (all kinds,) Fine Finishing Nails, Cigar Box Nails, Hame Nails, (Swede Iron,) 45 per cent.

Leathered Carpet Tacks, Looking Glass Tacks, Zinc Tacks, all kinds, 35 per cent.

Picture Frame Points, 10 per cent.

SHOE FINDERS' LIST.

Shoe Nails, Shoe Tacks, Hungarian Nails etc., etc., 37½ per cent.

Terms:—4 Months or 5 per cent discount for cash if paid within 30 days from date of shipment.

TO WHICH CLASS DO YOU BELONG?

While wandering through our wholesale houses a person cannot help noticing the different ways in which the hardware merchants of this country order their goods. To get at what we would consider a proper manner in which to do this most important part of the business, let us consider a few of the styles which we see. In the first place, there is the man who is naturally adapted to the business, and who has thoroughly mastered all the details of it in such a manner that he is enabled to know just what he wants, and how much he should pay for it. To this class we have nothing to say, as they are always open to receive any suggestions which wholesalers may wish to offer concerning the trade. In the second place, we have the man who perhaps has been set up in business by some kind relation, and who, because his name appears on a sign-board or bill-head, imagines that he "knows it all." To such a one, and the number is not small, we also have nothing to say at present. Perhaps when they wake up to the fact that all the knowledge possessed by the trade is not resting under their head gear, it will then be time to reason together a little Thirdly we meet a class who carry about with them a precious little pocket book, out of which they read you a list of their wants, and who think it is the greatest risk they ever ran if they should order anything that is not just down there in black and white. Now this is a great mistake, and by following out this plan the merchant no doubt loses many opportunities of increasing his business, for how is he to know that he cannot sell more in his district when he will not even try to introduce any new goods to his customers, and seems to think that while other men may be able to increase their sales by the aid of new goods, yet he must keep only the old lines which have been decorating his shelves for the last five or ten years? This leads us now on to the class who are a

mystery to the trade, for how they make a living is a problem which we cannot solve. We cannot talk much about how they do business, for in fact, instead of them running the business, you would imagine that the business was running them. They come in and move about in a careless manner, they even do not have enough system about them to note down what they really do want, and never seem to bother about inquiring whether there has been any change in prices, and are the butt of the trade in general. This class, we are thankful to say, is not a very large one, and to such we would say that the sooner they shake themselves and rise on the ashes of their dead selves to higher things, the better it will be for all concerned.

We cannot now close our observations without hoping that those who come under any class other than the first one mentioned will see that it is greatly to their own advantage to try hard and reach the high level on which those of the first class walk.

PADLOCKS, ENGLISH AND AMERICAN.

In regard to padlocks the wholesale buyers will no doubt have to once more turn their attention from the American to the English market. This step will be a necessary one, as the American manufacturers, deciding some time ago that they were making no money out of their goods, put up the prices. This change no doubt will cause a great deal of annoyance to the retail trade. In the first place, while the English may be,and no doubt is as, good a lock so far as the works are concerned, yet it has not got the finish about it which goes to make the American lock the more saleable article of the two. Then the trade has become so familiar with the styles, and more especially with the numbers of the American locks, that a change in this respect will be a great nuisance. There is also a strong objection raised against the English goods on account of the manner in which they are put up. Instead of being packed in half-dozen lots in a neat box, nicely labelled, they come in dozen lots, sometimes boxed, and often just in paper. But, notwithstanding all these objections, the fact still remains that if the trade wish to continue selling padlocks in the future at the old prices, the English lock is what we will have to get. And it is hoped that some time in the near future the English manufacturer of these goods will wake up to the importance of not only making a good article, but also to the necessity of adding a little style to the goods themselves, and to the manner in which they are put up. The Scandinavian padlocks are of course still pursuing the even tenor of their way, and there is no fear of any great change, as the competition is very keen along the line. Any retailer makes a great mistake who does not provide himself with a good assortment of this style, and especially the self-locking Scandinavian padlock, which is now having such a good sale.

FEWER TRADERS, HIGHER PRICES.

The Patrons want cheap goods. Are they proceeding in the right way to get them? Here is their argument: There are too many retailers; if we cut off the consumptive demand from one-half or three-fourths of them we shall drive one-half or three fourths of them out of the trade; prices will be lightened by the reduction in the cost of distribution which will ensue. They reason that the public will get much cheaper goods, prices easing under the removal of the extra profits formerly levied for the support of the people unnecessarily engaged in trade. That is, the fewer the traders are the cheaper the prices will be, an inversion of the law of competition. Monopoly then must be a nursery of cheapness. Of course the Patrons can say that their position is not reducible to the last proposition. Though the number of traders is cut down, yet the profits of those traders are prescribed by the consumers, and thus they point out, is held in check the tendency of relaxed competition to advance prices. But this provision amounts to nothing, and it is childish to put any faith in it. The one thing that the Patrons can control is the margin of profit that the subservient trader shall be allowed. They cannot control the price, and the more they thin out the ranks of the retailers the more unmanageable will prices become. Have these Patrons so slight an acquaintance with the trade question as not to see that the body of the retail trade exerts, by the very force of its numbers, a powerful downward pressure upon prices? Lighten or remove that pressure and prices will shoot up. The Patrons are constantly crying out against wholesale combines. They would cry out more against them if the retailers' influence did not intervene to modify the prices that combines might be pleased to place on goods.

As was remarked in a former article, the retailer is regarded by the patrons solely as a seller, and in this character is obnoxious to them. But he is also a buyer and in this relation is beneficial to the consumer. For the retailer in the present circumstances of trade must lose a large share of his profit in the friction of competition. He cannot get what he feels is a reasonable compensation for his services, his outlay and his risk. He knows it is useless to try to force selling prices up to the point he considers profitable. His resource is therefore to force buying prices down. And when an army of retailers are all operating for the same object, and have a wide field of wholesale ground to work on they cannot help but depress prices considerably below the ideas that wholesalers wish to realize. The buying competition of the retailers benefits consumers as much as the selling competition of the retailers does. The more traders there are in a place the more will they vie with each other to get bargains in the wholesale market, and the more they will prevail, to the great advantage of consumers. Take the Wholesale Grocers Guild. If there is any body of men in this country that might be credited with the power to dictate prices, surely it should be. It is strongly organized, its members are pledged and bound to uphold prices and terms, yet that association is very powerfully affected by the retail grocery trade. Would it be, if that trade were extinguished and its place taken by one-fourth or one-fifth the number of agents of consumers? It certainly would not. The disappearance of free local competition would make the Guild the arbiter of prices in a degree that its members never hoped for.

The Patrons take a very shallow view of the price question. They forget that the retail trade is but one layer, and that the forces that make for large profits do not reside in that layer but in ones below it. The retail trade is really the conserver of easy prices. If it should be abolished—which of course it will not be—there will be an era of high prices for the infatuated people who destroy it. No quicker means could be taken to hasten the reign of unrestricted monopoly. The Patrons' store keepers will not be on the side of low prices as the free storekeepers are. The former want to get as many dollars out of their 12½ per cent. margin as it will yield them, and the higher the prices the larger sum will that 12½ per cent. amount to. The Patron trader can eke out a little on high cost prices, as the independent retailer can on low cost prices. He will be in the service of Monopoly, which will then have both the wholesale and the so-called retail trade enlisted in its cause. The farmers have now a big advantage, and too many of them are aware of it for the Patron movement to come to much. They perceive that goods are sold at low prices, that ready money is not necessary to get possession of them, and that the war of traders is altogether a great benefit to consumers. They will not surrender this for the mirage that is to be seen through Patron glasses.

"CHEAP CASH STORE."

Time and weather may furrow the front of the wayside trading shop, but they cannot obliterate or erase the motto which describes it as a Cheap Cash Store. Everything else crumbles away before the corroding power of oxygen, but the words which make that sign remain. The board which bears it may scarcely hang together, but the legend seems to give a bond of union to its particles and keeps it from falling to pieces. Such, at all events, seems to be the case. A few decrepit and dilapidated buildings that we know of, once stores but now deserted, still bear aloft that relic of their ancient dignity. The old fossil-like sign on any building is enough to superannuate it. It has done service long enough. It speaks too mournfully of the past. It may be a new sign so far as the adoption of it by a particular store goes, but it has a retrospective effect alike for the middle-

H. S. HOWLAND, SONS & CO.
WHOLESALE HARDWARE,
37 Front Street West, - - - Toronto.

Window Glass
FOR IMPORT.
"BUGLE BRAND." GET OUR PRICES.

aged man and the centenarian. It is time it was dropped. Judged by some of the stories which bear this sign, it would seem that cheapness and cash are about as unsubstantial a basis as sweetness and light to build a business upon. We frequently see the motto upon stores whose trade appears to be in the last stages of decay. There are several stock phrases used in advertising that would be obsolete in any other service in the language, and would long ago have been cast off. This is one of them. A trader should aim to coin phrases for his own use in advertising. If he uses a motto at all, it should individualize his store as much as that upon an escutcheon individualizes the family it belongs to.

The phrase "Cheap Cash Store" does not advertise. In the first place it is too common to be capable of giving a distinguishing character to a store, and it is the object of advertising to give a distinguishing character. In the second place, the phrase does not name anybody, and therein is faulty as an advertising sign. The trader wants his name known and should allow nothing to eclipse that in conspicuousness The name will connote many things. If the owner has kept that truth in mind he will be always careful in his business practices, that the qualities of honesty, business sagacity, amiability, neatness, etc.. may become associated with his name and may be recalled to mind every time his name is seen in print or heard in utterance. In such cases the best advertisement is the name. There is simplicity about it, and there is effect. Of course, not everybody succeeds in makign his name a synonym of all the commercial virtues, but all should try to do so. It is a considerable capital in itself, is a good name among your customers. Whatever additions a trader may affix to his sign or put upon his store front, he should always remember to have his name there. We know of an instance in which a storekeeper and his assistant were popularly confused, the principal being as often taken for the clerk as otherwise. The store lacked a sign with the trader's name on, and what increased the chances for confusion was the greater age of the clerk, his more pleasing address and his prominence in the affairs of the business. His employer rather shunned than courted popularity. When the other man finally started in opposition to him the trade followed the former. The name was lacking in the popular mind to rivet the acquired trade to the original store.

The term "Cheap Cash Store" is as often as not a misnomer. A customer usually finds he pays as high prices as at stores where this sign does not hang, and he can buy as often on credit too as he can buy elsewhere. That is another fault from the astute advertisers stand point, for the successful business man finds it pays to say nothing but what sounds like the truth in his advertisement. When a man gets the name of issuing reliable advertisements he has a great advantage over competitors not so reputed.

THE SPOKEN WORD, THE WRITTEN BOND.

In business experience there is much that is liable to make a man sceptical of human virtue. There are probably as many honorable men now as there ever were, but there are fewer men whose word would be taken as readily as their bond. This is not a paradox: it does not mean that there is less honor, but it does mean that there is more insistence on business form, or more cynicism, or more of both than there used to be. Honor of itself is not accepted as a sufficient security. Business men can scarcely be brought together into union for any purpose unless each individual is bound by an oath, or a forfeit, or both, to assure all the rest that he means to do what he promises. Hardly can a body of retailers in the smallest town agree to observe an early closing hour unless each is satisfied that all the rest are strongly bound by some inviolable moral engagement or some material consideration. The same guarantees are required in the larger matters of commercial concern, and the reinforcements lately introduced into the Guild compact illustrate this. The agreement among the manufacturers to uphold the prices of nails is another evidence of how great the mutual distrust is among men engaged in the same business. Five thousand dollars forfeit and an affidavit are required of each man before his promise to comply with the terms of the agreement is accepted. This makes his fellows independent of his honor. It may be untainted or it may be rotten to the core; there are other interests to secure his adhesion.

If such restraints as an oath and a heavy forfeit will not hold a man, certainly the voice of honor will have little influence over him; on the other hand, a man who will not keep his word as a point of honor, is worth watching even after he has deposited his forfeit and taken the oath. These securities do not necessarily root the obligation any deeper in the moral nature of a man whose word is worse than his bond, but they make detection a more perilous thing. The right or wrong of a violation of a pledged oath is merely a matter of casuistry for a man who will break his passed word. The money forfeit will do more to keep such men up to their engagements than the moral obligation.

These trade agreements are hard to keep intact it seems upon any other assumption than that every man is a rogue. If the practice of giving wives and children as hostages for the good faith of the signatories to a trade compact could be legalized, it is probable that it would be brought in requisition for the mutual satisfaction of all the parties to such an agreement. Suspicion, not honor, is the bond of union.

The Consumers' Cordage Company will rush the construction of their factory in Winnipeg.

Toronto Plate Glass Importing Co'y

GLASS IMPORTERS,

BEVELLERS AND MIRROR MANUFACTURERS.

Highest Award, Toronto, '87.



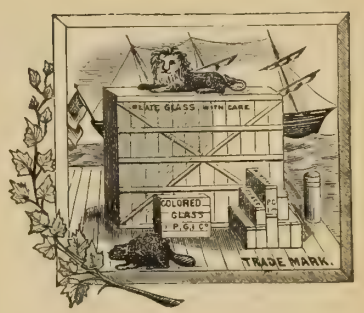
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WRITE US FOR

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"St. Helens,"

"Lancashire."



WINDOW GLASS.

To import

4th and 3rds qualities

16 oz., 21oz., and 26 oz.

In 100 and 200 feet boxes.

Place your orders with us (while prices are reasonable) for next spring and summer deliveries.

BRITISH SHEET GLASS
P.B.

PICTURE GLASS.

Specially light in color, superior in quality to any other and is quite flat.

To import or from Stock, 4ths and 3rds qualities, 16 oz. and 21 oz. thick.

In 100 and 200 feet boxes.

The above words and brand are on every box of Window Glass made by them. None is genuine without this Trade Mark. We warn our friends and others against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT. It is freer from streaks, scratches and blisters, and also is perfectly flat.

Satisfy yourself by ordering one box as sample. Address—

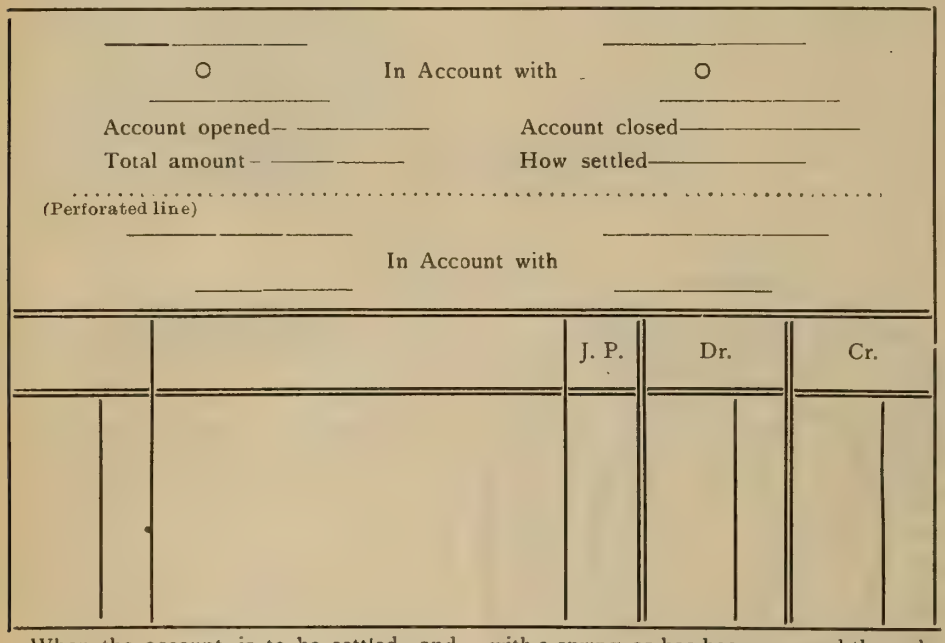
55 and 57 Victoria Street, Toronto.

Telephone 1519.

Cable Address, "Plate"

IMPROVEMENTS IN BOOK-KEEPING

We are accustomed to hear of advances in science, of inventions in manufactures and of improvements in the application of steam and electricity, and yet how startling it is to our old fogy notions when some one gently intimates that book-keeping could be done without books, that is, without bound books. The invoice file is new, yet it has rapidly spread itself over the country, and is now to be found in the office of every well-managed retailer in the Dominion. The card-index is the point in this file which is of greatest importance in application to future improvements. This card-index is used in the system of letter filing now adopted in most large offices. It is also in use in what is called a "petty ledger." This handy little 'book' is like a letter or invoice file with a card-index and ruled sheets, like the pages in a ledger placed between. It is now used for small accounts. The ruled sheet is here illustrated.



When the account is to be settled, and not until then, the upper part is filled in (when the account was opened, when closed, amount, and how settled), and the lower part torn off, receipted, and given to the customer. The advantages are obvious. The accounts are easily found by means of the card-index, the entry in the ledger serves for a ledger account and finally is used as a rendered bill, while the stub serves as a summary of the account. To avoid the filling up of the file consequent upon the placing on of new sheets, the stubs of the others remaining, a sheet might be placed at the bottom of the file, marked 'closed accounts,' and the stubs may then be removed, their substance having been transferred to the last sheet. Of course, a stock of sheets must be always at hand to be placed under any letter, whenever those under that letter are all in use or settled.

The extension of some such system to ordinary ledger-keeping has been accomplished and can easily be carried into practice by any one desiring to do so. Bound ledgers are bulky and hard to handle, and they fill up rapidly because of the amount of dead matter in them, while the number of accounts in actual use may be small. A great deal of labor is required to change the used accounts to a new ledger when the old one has been filled. The plan described above must be modified to suit a large business, and can be modified to suit any business. Some number of files less than twenty-six may be used, marked A, B, C—D, E—F, etc. Then instead of using the card-index on each file for surname it will be used for Christian names, the account being placed on the particular file that bears the letter with which the surname begins. Every ingenious book-keeper can work out this inexpensive method in book-keeping for himself, and in the way best adapted for the business, the records of which are to be kept. Instead of a 'file' with bent wires operating with a spring, as has been assumed through out in this description, a file made of pasteboard pockets, lettered properly, with an extra pocket for closed accounts, may be used. In this case the stub may be done away with altogether, and the account, when settled, entered in an appropriate list of 'accounts closed.' It may not be necessary to use the ledger account for a rendered bill, but it may be destroyed when its usefulness, as a summary of the transactions, is passed. A case may be made to hold these ledger files in alphabetical order.

This latter plan has been adopted in principle, but varying in detail, by some of the largest firms in the United States, and the system is well worthy of study and careful thought.

A board of trade, with a membership of 24, has been organized in Oakville. It includes the prominent business men of the place, and is starting under very favorable auspices.

PROFIT IN QUICK PAYMENTS.

The question "Are Quick Payments Profitable?" can only be answered in one way. They certainly are, both to the buyer and to the seller. For the buyer a saving of interest, at a high rate easy to be calculated, and for the seller a prompt settlement of the account. This cancels the risk, besides giving him ready money to use in his business. The interesting part of the question is, however, not whether such payments are profitable, but why we do not find more firms taking advantage of them. This opens up nearly the whole of the very large subject of general credits, if not of the conduct of business. At the present time, I will undertake to discuss only that part of the subject which concerns the reasons why discounts are not more often taken, rather than what is to be gained by so doing.

This, as hinted above, carries with it the discussion of methods of business. Lack of capital is perhaps, more often assigned as a reason for inability to discount one's purchases than anything else, and this, to the man who sees no way of increasing his capital, appears an insuperable difficulty. Those persons, however, who have had the pleasure of seeing a large business grow under their hands from very small beginnings, have learned that there are other ways to practically increase capital without actually having ready cash put in from outside sources. This is, perhaps, the portion of the subject which will prove, if not the most interesting, certainly the most valuable to the ordinary retail merchant. Good collecting—the calling in of funds which have for a long time been locked up in outstanding accounts, perhaps some of them being due from what the merchant is in the habit of considering the best class of trade, and which he fears to make much of an effort to collect from, owing to the danger of incurring ill-will and perhaps losing patronage—good collecting, I repeat, is essential. He should remember that there is no money made on the sale until the account is paid, and that over it stands an interest charge which slowly but surely eats up the profit. Often in this best class of accounts are found those which for one reason or another drop into the lower class, and a fair proportion of them are never paid at all. The nearer the seller, who has not an unlimited cash capital, can arrange to do a strictly cash business himself, the more possible it will be for him to do his buying for cash.

Another method of increasing the ready capital at one's command is by turning old stock into cash. There are few stores, if any, in which goods do not accumulate which are not easy to sell. Changes of styles, broken assortment, to say nothing of actual mistakes in buying, all contribute to this end. A certain amount of stock must necessarily be carried, but no matter how carefully this part of the business is looked after, there are accumulated goods which



—USE THE—

STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Upon application we will furnish a Blue-Print sketch showing detail and uses of the STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
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IT IS A FACT.

Good goods command a market and increase trade.

MANDER'S VARNISHES

are of renowned quality.

Apply to the Agents:

Walter H. Cottingham & Co., Montreal.

Patent Automatic Knife

Nothing better made.



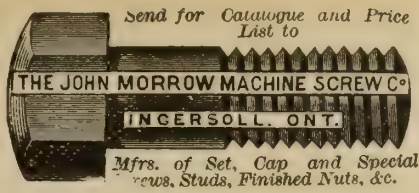
Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.





BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

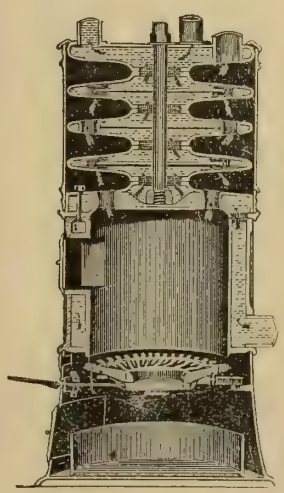
JAMES ROBERTSON CO.,
TORONTO.

Send to us for Revised Prices,

MILK CAN TRIMMINGS

Broad Hoop and Iron-Clad Pattern,
Creamery Cans and Fixtures,
Jersey Creamery Guages,
Dairy Pails and Pail Bottoms.

Tinned Iron for Above, All Guages.



-THE-

"Acme"

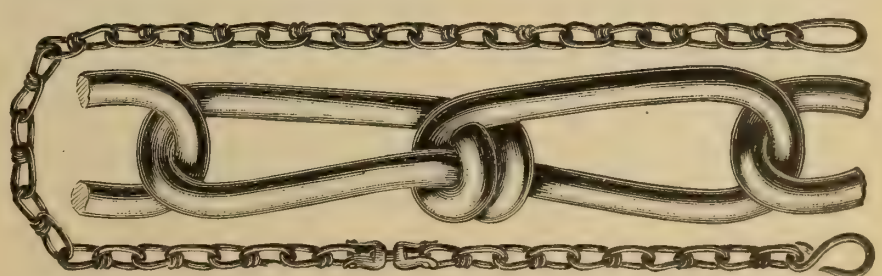
HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



TEMPERED STEEL WIRE TRACE CHAINS



LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full line of Cow-Ties, Tie-out, Dog and Halter, Coil Chains, &c. If you have not yet tried these chains send for samples and prices.

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

originally cost money, but which it is hard to again turn into it. Every dollar of such stock that is sold furnishes the merchant with a dollar with which to buy goods which can be turned in a short time, thus giving him the cash with which to discount new purchases.

Another cell in which is locked up many a good dollar is that of too large a stock. In these days when most of the business is done by travelling salesmen, who are selected in the main, simply for their ability to sell the most goods, it is not always easy to confine one's purchases within the limit originally dictated by the best judgment. Added to this is the demand which every storekeeper has often had from people coming in every day asking for an article which he has not on his shelves. It is easy at such times to think that if the wished-for article were only in his store, an easy sale and sure profit might have been made. Every one of our most successful business men have, however, learned that there are some sales which it is more profitable to lose than to make, very largely because the profit on an occasional transaction is more than compensated for by the interest on the stock of goods which he would be compelled to carry, and from which he would sell only at rare intervals.

These are only a few of the many methods of increasing an active capital which will suggest themselves to the mind of a man who gives the matter careful thought. The reward which comes to the merchant who conducts his business on a cash basis is so ample that it should stimulate an intelligent effort on the part of those who have heretofore thought it impossible to accomplish. —Ex.

MONTREAL TRADE NOTES.

The annual meeting of the Wm. Johnston, Paint and Oil Co., will be held on the 26th, of this month.

Mr. H. Montagu Allan has decided to accept the treasurership of the Montreal Board of Trade.

American banner burners are pretty firm at 60 for O 65 for A 95 for B. Sheet brass is steady at the same discount as last week.

Mr. J. Collins, of Messrs. T. Collins & Co. shelf and heavy hardware jobbers, goes to Halifax this week, where he expects to have good sales.

Mr. F. A. Hawkins, of the New York Electrical Supply Co., was in town last week and closed a big deal. He has left for Ottowa and the west.

Mr. W. A. Allward of the Allward Spring Lock Co., of Norwich, Conn., was in town last week with a new lock he was trying to sell the right of for Canada, but did not succeed.

The change in the nail price list means a nice little penny on the right side of the ledger for some of our astute hardware dealers. When the makers were selling at $1.90 they bought up all they could lay their hands on. One buyer is credited with controlling 18,000 kegs, which on the basis of $2.45 the present price, means a nice little turnover when he commences to realize.

Importers' agents in Montreal are beginning to talk business on account of spring delivery. In this connection it is understood that there have been considerable quantities of tin plates ordered ahead.

One wholesale hardware firm here have sold 32,000 pairs of skates this season. This speaks well for the skate trade. Some retailers must have been doing business or else have a big stock on hand.

PRICE LIST OF STEEL WIRE NAILS

(IN KEGS OF 100 LBS. ONLY.)

Adopted January 1st, 1892.

SIZE In	No.	LIST Cts	SIZE In	No	LIST Cts.	SIZE In	No	LIST Cts	SIZE In.	No.	LIST Cts.	SIZE In.	No.	LIST Cts	SIZE. In	No.	LIST Cts.
1	19	60		8	25		6	20		4	17		3	13		3	14
	20	80		9	25		7	20		5	17		4	15		4	14
1/4	21	95		10	25		8	20		6	17		5	15		5	14
				11	25		9	20		7	17		6	15	3 1/2	6	14
			7/8	12	25	1 1/4	10	20		8	17	2 1/2	7	15		7	14
				13	25		11	20	1 3/4	9	17		8	15		8	12
3/8	18	45		14	25		12	20		10	18		9	15		9	14
	19	50		15	27		13	20		11	18		10	16		10	15
	20	65		16	27		14	22		12	18		11	14		11	15
	21	75		17	30		15	20		13	16		12	17			
				18	30		16	23		14	20		13	19		3	14
							17	25		15	23					4	14
	14	35											3	15		5	14
	15	35											4	15		6	14
1/2	16	35											5	15	4	7	12
	17	40					6	20					6	15		8	14
	18	40		7	24		7	20		3	16	2 3/4	7	15		9	15
	19	45		8	24		8	20		4	16		8	15		10	15
	20	55		9	24		9	20		5	16		9	15		11	15
				10	24		10	20		6	16		10	15			
				11	24					7	16		11	13		3	14
			1	12	25	1 3/8	11	20		8	16		12	15		4	14
				13	25		12	20	2	9	16		13	18		5	14
	12	30		14	25		13	20		10	17				4 1/2	6	12
	13	30		15	25		14	22		11	17		3	14		7	14
	14	30		16	24		15	22		12	15		4	14		8	14
5/8	15	30		17	27		16	23		13	18		5	14		9	15
	16	35		18	28		17	25		14	20		6	14			
	17	35										3	7	14		3	14
	18	35											8	14		4	14
	19	40											9	14		5	12
	20	45					4	19					10	12	5	6	14
							5	19								7	14
				7	24		6	19		3	16		11	15		8	14
				8	24		7	19		4	16		12	18			
	10	25		9	24		8	19		5	16						
	11	25		10	24		9	19		6	16		3	14		3	14
	12	25		11	24	1 1/2	10	19		7	16		4	14	5 1/2	4	12
3/4	13	25	1 1/8	12	24		11	19	2 1/4	8	16		5	14		5	14
	14	25		13	24		12	19		9	16	3 1/4	6	14		6	14
	15	30		14	24		13	19		10	17		7	14			
	16	30		15	24		14	17		11	17		8	14		3	12
	17	32		16	26		15	21		12	15		9	12	6	4	14
	18	32		17	27		16	24		13	20		10	14		5	14
	19	35		18	28		17	25		14	22		11	15		6	14

EXTRAS, NET.

For Barbed Nails	add ½c. p. lb	Finishing Nails have special heads and are charged	½c. p. lb. Extra
" Special Heads	" ¼c. "	Moulding Nails have special heads and are charged	½c. " "
" Special Points	" ¼c. "	Flooring Nails have special heads and are charged	½c. " "
" Nails combining all three above specialties	" ¾c. "	Car Nails have special heads and are barbed	½c. " "
Packing in 50 lb. packages	" ½c. "	Roofing Nails have special heads and are barbed	½c. " "
" 25 "	" ½c. "	Barrel Nails have special heads and are barbed	½c. " "
" 1 lb. Papers	" ½c. "	Hinge Nails have special heads, points and are barbed	½c. " "
Clinch Nails have special points and are charged	½c. p. lb. Extra		
Slating Nails have special heads and are charged	½c. " "		
Casing Nails have special heads and are charged	½c. " "		

Sizes in BOLD FACED Type are STANDARD and kept in stock. Sizes in LIGHT-FACED Type are SPECIAL and made to order.

MINERAL PAINT.

A wonderful discovery of oxide of iron paint is reported from Northumberland county, N.B. It is located about 20 miles from the town of Newcastle, and an assay shows 96 per cent of pure-oxide of iron. Mr. Brumell, of the Dominion Geological Survey, who examined these deposits, says there is no similar deposit known to scientists. It does not require any refining or manufacture, but is ready for mixing in oil when it comes from the ground, two pounds giving the required "body" to a gallon of oil. It may also be used for coloring, and is several times more powerful than any pigment in use. It is considered a bonanza. Gold and silver bearing quartz have also been discovered in the same locality. Two companies are interested in these areas, which are miles in extent, one of the Johnson-Robertson syndicate, of Montreal; the other the Ferguson-Coleman syndicate, in which Hon. M. Adams, M.P., and Mr. F. B Coleman, the recently appointed House of Commons caterer, are interested.

TRADE CHAT

The travellers that have been in the lower provinces report trade good in their line down that way.

Messrs. Perks & Douglas, of Port Hope, s a new firm which will sell general electrical supplies.

There has been a large sale of sleigh bells this winter. The makers say they sold more this season than ever before.

Messrs J. Wright & Co., of London, have received the contract for supplying iron bedsteads for the Militia Department for this year.

W. Grose has a new cash register which he is putting on the market. It is the cheapest one to get, as it only costs $40 and looks well.

Fire broke out in Frost & Wood's foundry Smith's Falls, Ont., but was confined principally to the paintshop. Loss will be heavy but is covered by insurance.

The wholesale hardware trade here say it is too early to talk business just yet, as only a few of their travellers are out, but they say trade has been good so far.

Kingston is to have an electric railway. Monday Mr. Rutherford, of the Thomson-Houston Electric Light Company, Toronto, was in the city figuring on the cost of plant.

John Shea, a young man employed in the Pink & Morrison Steel Works Mimico, was seriously wounded in the left hand while endeavouring to take a loaded revolver from a boy. He was taken to the hospital.

Thomas Wisdom, second vice-president International Moulders' Union, Pittsburg, Pa., addressed the moulders of Hamilton on the evening of the 14th inst., on the educational feature of trades unionism. He addressed the Brantford moulders on the 18th inst.

Nr. Sydney F. Clark, in company with Mr. Alexander of the Standard Oil Co., and Mr. L. H. Brown, formerly with the Crew Levick Co., have engaged quarters in Petrolia, Ont., for the purpose of carrying on the wholesale oil business. The style of the firm name has not been decided.

The Hamilton Electric Light Co., have just closed a contract with the Haworth Belting Company, Toronto, for two large engine belts to be used in their new power station; each belt is four feet wide, three ply thick and 115 feet long. When finished these will be the largest leather belts in use in the Dominion.

The founders of the Baldwin iron works Ottawa, went back to work Wednesday, and the founders at Fleck's foundry on Tuesday morning. In both cases they returned to work 10 hours per day. The machinists are still out. The Baldwin works are now running with a full complement of men, having secured a number of machinists, etc., from Toronto, Montreal and Peterboro'.

Evan Thompson's store at Elmsdale, N. S., was burglarized last week, and some three or four hundred dollars worth of goods stolen.

Mr. James Worthington, president of the Bolt Company, Toronto, is slowly recovering from a severe attack of the prevailing epidemic.

Joseph A. Grenville, the 19 year old Kingsville youth who was committed for stealing razors from McKay's hardware store, has been sent down for two months by Judge Horne, of Windsor.

A new industry has sprung up in the past year, in Lanark County, Ont., the production of mica for electric purposes. About 400 tons has been secured during the season. Much of this, however, was got from old phosphate workings, having in the past been considered of no value.

Orders have been issued to American express agents in villages and small towns where deliveries are made, to deliver all packages immediately after their arrival. The custom of leaving express packages from late trains in the office over night will thus be abolished. The change has been made on account of recent robberies in small offices.

Thomas Myles, of Hamilton, died Sunday evening. Mr. Myles would have completed his 81st year had he lived until February 27. He settled in Hamilton, and with his brothers James and William, started a nail factory. This industry lapsed in a short time, and in 1855 Mr. Myles and his brother James went into business together as coal merchants. For several years, he carried on the Hamilton business alone, and continued to conduct it down to the present time.

The Deputy Minister of Militia received from Quebec on Tuesday a case containing samples of the first Martini-Henry ammunition manufactured in Canada. The cartridges are both in composition and appearance counterparts of the ammunition imported from the old country, and are expected to prove equally effective and accurate, for the trials made with this first product of the factory have been entirely satisfactory. Of the machinery used in the production of these cartridges a considerable portion was made in the Government workshops in Quebec. The department will henceforth be able to supply all the Martini-Henry ammunition required for target practice throughout the Dominion.

The following periodicals have now been placed on the free list under the recent order: The Oil, Paint and Dry Reporter, The Chemist and Druggist, Electrical World Iron Age, Dry Goods, Economist, Inland Printer, The Metal Worker, The Dual Cosmos, The Keystone, Wood's Medical and Surgical Monograph. There may be other publications of a similar character to the above, that is purely trade papers, which may have been overlooked, and these will be dealt with on their merits. Publications such as railway and steamship guides, fashion plates interspersed with advertising matter, or other magazines containing advertising pictures, chromes, oleos and fashion plates are still duitable.

W. H. Rowley, manager of the E.B. Eddy Co., has shaken off the sickness that clung to him for above a month, and has gone to recruit his strength

"Where the remote Bermudas ride
In the ocean's bosom unespied."

There we hope he will find a few weeks' nepenthe from the cares that the big industries at Hull must make press heavy on his brow.

At the annual meeting in Toronto, of the St. Lawrence Foundry Company employes' Mutual Sick Benefit Society, on Tuesday evening, the following officers were elected: Andrew Laughlin, president; W. M. Hamilton, treasurer; Thomas J. Sedgewick, vice-president: John S. Ferguson, secretary. After the business had been disposed of the employes presented Mr. W. M. Hamilton, manager, with a purse and an illuminated address on the occasion of his return from an extended trip in the southern states in search of health. The secretary read the address and Mr. Caron made the presentation. The manager responded in a neat little speech, after which the party adjourned to the supper room, where the evening was passed with songs, speeches, recitations, etc.

SUCKLING & CO.,

64 WELLINGTON ST. WEST,

We have received instructions from the Assignee, to offer for sale by Public Auction, at our warerooms, on

TUESDAY, JAN. 26th,

at two o'clock, p.m., the stock in trade belonging to the insolvent estate of

F. C. CUBITT, SARNIA.

The stock consists of Paints, Oils, Glass, Varnishes, Brushes, Tools, House Furnishings, Bolts, Nails, Shelf Hardware, Cutlery, Plated Ware, Granite Ware, etc.,. $5,823.00
Fixtures, Furniture, etc..... 777.00

Total, $6.600.00

Stock and Inventory may be seen on the premises at Sarnia, and Inventories at our office.

TERMS—⅓ cash (10% at time of sale) balance in 2, 4 and 6 months, bearing interest at 7%, secured to the satisfaction of the Assignee.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO

MARKETS

MONTREAL MARKETS.

MONTREAL, Jan. 22, 1892.

Trade does not pick up much as yet, but once the travellers really commence operations, dealers anticipate improvement as the conditions seem favorable. There is no change of importance in any of the leading lines. Iron and metals generally remain as before. The condition of primary markets on crude material remains easy, so that importers have nothing to urge them towards operating yet for their spring supplies. The weather has operated against some lines, but as the appended reviews show it has been favorable to such material as is required for building operations, the open season having been favorable to work of this nature. Chemicals are now in their dull season and no change is anticipated for some time ; the same remarks apply to naval stores, cement and fire bricks, etc.

PIG IRON.

Since the week commenced there has been little to note in pig iron. And dealers generally have little to report. As noted from time to time stocks are not heavy here, but importers are not doing anything yet, in anticipation of spring requirements. The fact is there is no reason for hurry in this connection, for the conditions at primary sources remain as easy as ever and do not give any indication of a change either way. Recent advices from Scotland state that the demand for makers, iron is slow,and that prices hold fairlv steady on the basis of 54s. f. o. b. Glasgow for Summerlee and equal brands. Locally as stated above there is no change, or business to note. And we quote Calder $22, Langloan $22, Summerlee $22, Gartsherrie $22, Eglinton $20, and Carnbroe $20 to 20.50.

BAR IRON, ETC.

Remarks about pig may be repeated in connection with bar iron, for business in it is practically blank unless a few jobbing sales can be called such. The tone is firm, and those dealers who stocked up ahead previous to the meeting of the makers at the lower values are disposed to wait to see how the cat jumps before strenuously urging business. To do any business would certainly mean $2.10, but this fignre is only nominal.

TIN PLATES.

Aside from negotiation by exporters about supplies for next spring, there is nothing interesting to say in connection with this article, and prices for spot business are precisely as they were. With regard to primary markets the conditions do not seem to necessitate extreme urgency. Advices from Wales by mail to makers' agents here state that buyers and sellers are apart as to value and that business is very quiet, as neither party will make concessions. The stocks at shipping ports last week, according to private cables, were 324,000 boxes against 422,000 boxes at the corresponding date last year. We quote spot values unchanged, cokes $3.60 to $3.75, and charcoal $4.25 to $4.50.

TERNE PLATE.

There is nothing to say about terne plate except that the large stocks here have not been materially reduced since the opening of the year. Values are purely nominal, but there is no doubt that holders would agree to considerable shading to effect a turnover.

CANADA PLATES.

A small jobbing business is all there has been to note in this line recently, but this week is even quieter than usual, stocks are not pressing however,and values rule steady at $2.65 to $2.75.

COPPER, TIN, ETC.

The condition of copper is nominal on spot the feeling is more or less easy as noted in previous reviews. Although as a rule not sensibly affected by the condition of outside markets at this season, our market has more or less sympathy with them. Advices state that they have been easy during the past week, merchant bar selling down 15c. for prompt delivery last week in Great Britain. Tin sheets no change but have an easy feeling. Foreign advices indicate the same feeling as in copper.

SCRAP IRON.

Receipts of scrap material during the past week have been ordinary quantity, and some fair transactions are noted on the former. We quote: Wrought scrap $15 to $16, and cast scrap $13 to $17 per ton according to quantity.

NAILS

Nails do not show much change in the way of business, As noted last week a few dealers got in pretty heavily at the low figures, and are disposed to await developments. As the first cost is now settled beyond a doubt, it is quite likely that they will try and realize as much as possible in their holding. In the meantime what is being done is all on the advance basis, viz:—$2.45. We quote, Iron and Steel Wire nails.

	Ordinary per keg.	Finishing per keg.
2d	$6.00	$6.25
3d	5.00	5.25
4d	4 25	4.50
5d	4.00	4.25
6d & 7d	3.75	4.00
8d	3 50	3.75
9d, 10, 12d, 16d, 20d, 30d	3.25	3.50
40d, 50d, 60d	3.00	3.25

GENERAL HARDWARE.

The houses have just sent out some of their travellers and others are starting next week so that there is little to note in the way of business. Generally speaking, however, anticipations are for a good movement, as the frequency of sorting up orders in a small way indicate that their customers are in want of supplies. The weather the past month or so may have adversely affected some trades, but this is not the case with builder's supplies, for the open season has been especially favorable to operations of this nature. Consequently such articles as screws, bolts, hinges, etc., etc., have furnished a satisfactory business in the aggregate, even if it has been in a small way.

CHEMICALS.

It is still the dull season in this line, and beyond a few odd lots moving ex-store in a small way, there is no business to note. Values generally are unchanged on the old basis.

OILS.

Oils move along quietly and there are few interesting features to note. Linseed is unchanged at former prices while seal, castor oil and other lines are as before.

GLASS.

The demand for glass has been of a steady kind in a jobbing way. The stocks are not heavy, and holders generally talk firmly. We quote $1.35 to $1.40.

NAVAL STORES.

Business in this line is exceedingly dull, being confined to a small jobbing demand for turpentine, etc., needed for immediate requirements. We quote: Turpentine, 55 to 56c ; rosin, $2 to $4.25, as to brand ; coal tar, $4 to $4.25 ; cotton waste, 5¼c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

CEMENT AND FIRE BRICK.

There is little or no change in the above lines to note. Business remains dull with small

Milk Can Trimmings.

Creamery and Delivery Can Trimmings.



We can supply everything required in all styles, also body stock for cans and cheese vats.

Milk, Delivery and Creamery Cans made up.

Try our Creamery Can Guage, it is the best made.

THE McCLARY MFG. CO.,

London, Toronto, Montreal, and Winnipeg.



MONTREAL Markets continued

demand. We quote:—Belgian cement, $2.30 to $2.43; Newcastle, $2.40 to $2.50; London, $2.40 to $2.55; firebricks, $18 to $24 per 1,000

PETROLEUM.

Canadian refiners ars still cutting prices, but the range from Montreal is not quotably changed. Business is not brisk, but is about up to the average. We quote:—Canadian, 11c. at Petrolia, 13¼ to 13½c. in car lots at Montreal, and 15c. for single casks. American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Jan. 22, 1892.

HARDWARE.

The befriending influence of colder weather has come to the succor of trade, and not before it was needed. The week's sales for replenishing lines in current consumption have been beyond the expectations that were entertained as to the capacity of the demand. Stocks were known to be far from large, but they were not supposed to show a shortage that would redeem the dulness that is always seasonable in January. Quite a smart movement has been realized however. The activity has been for the most part of a sorting up character. Some exception to this must be made for orders forwarded by travellers for spring delivery, which begin to come in now quite freely for this time of year. An unusually strong run on tacks was also experienced just before the adoption of the new discounts, dealers aiming to buy in the favorable condition of the market that preceded this change. There is some unsettlement in horse nails, but it is expected that some common course will be agreed upon in reference to these as to all other nails. Payments could be better. The arrears owing on last year's accounts are still considerable.

METALS.

The lassitude which depresses the trade in metals just now is not expected to be shaken off completely during this month. The motive for any demand is wanting yet, and must continue to be till manufacturers begin operations. They are doing little now but closing up their stock sheets, upon which many of them have had ample time to dwell. All eyes are turned hopefully towards the spring, the livelier tone of the weather giving countenance to the prospect of more money as a result of freer traffic that good roads now render possible, and that the wants of the growers must soon render necessary.

IRON AND STEEL—The mainspring of the demand for pig iron is completely relaxed for the moment. Foundries, especially those engaged in stove making, have brought their operations to a standstill, more or less prolonged as the circumstances in each particular case determine, and there is little doing in any industry that calls for pig iron as a raw material. The stove trade has not enriched some of the manufacturers, as prices were recklessly cut last fall and this winter, so that buying is not apt to be active when winter freights make the raw material somewhat higher. Very few small lots have gone out since last report.

All manufactured iron is quiet. Bar is steady at $2.15, and no easier tendency is apparent, though the demand is not a feature of strength to the market. Steel is unchanged and quiet.

COPPER—The outside market has eased slightly, though quotations even for future business are the same. Business,, however, is duller. Locally there is nothing to report. The price of Lake Superior ingots is 13 to 13¼c., and for best English selected about the same.

TIN—In the New York market this has had a very fair call at maintained prices, and there is no indication of any downward tendency. Sales on this market have been few and trifling in amount. For 56 lb. ingots, the price is 23 to 24c., for 100 lb. Straits ingots 23 to 23½c. Strips are 24 to 25c.

LEAD—The monotony of the old price holds, though some give is reported in outside markets. Pig ranges from 3⅝ to 4¼c.

ZINC AND SPELTER—Spelter is dull and unchanged at 5¼c. for domestic and 6c. for imported. Sheet zinc is quiet at 6¾ to 7c.

ANTIMONY—The English market has gone back very considerably. The price here is easy at standing quotations, and business is very dull.

TIN PLATES—Spring orders now are the main basis, under business calculations, as current consumption has dwindled down. Travellers do not report much progress in placing orders. The situation is unchanged with prices as follows: I C coke, $4 to $4.25; I C charcoal, $4.50 to $4.75; I X charcoal, $5.50 to $5.75; I X X charcoal, $6.50 to $6.75; D C charcoal, $4.50.

TERNE PLATES.—Are not in request, the quotation remaining nominal at $8.25 to $8.50.

CANADA PLATES.—Have no place in the season's business. Stocks are still of fair size and prices are $2.90 to $3 for Blaina and $3 to $3.10 for Abercarne and Alloway.

GALVANIZED SHEET IRON.—Orders are now and then received for stock required in current manufacture, and some business for forward delivery is reported, the prices being 5 to 5¼c. for 28 gauge and 4¾ to 5c. for 26 gauge.

NAILS—Business is inconsiderable. The cold weather has checked building operations, and there is nothing to be gained by any speculative purchase in advance of spring need. The basis for iron cut is $2.30, for steel $2.40, and 70 per cent. off the new list for wire nails.

HORSE SHOES—Are fairly active at $3.40 to $3.50.

HORSE NAILS—Are still unsettled, the question as to whether a uniform price will be adopted, being yet undetermined. For the present they are quoted at 60 and 5 for P. B. & M. nails, and 50 and 10 for C. nails.

CORDAGE—is steady at old basis, that is 12¼c. for Manilla and 9¼c. for Sisal.

PAINTS, OILS AND COLORS

None of the houses have yet put their travellers on the road. They have too little encouragement in the state of payments to do so, and not enough warrant in the run of letter orders or inquiries. Business is still in its mid-winter dulness. No changes have taken place. All paints are dull. White lead 5¼ to 5½c., linseed oil is 57 to 58c. for raw and 60 to 61c. for boiled, turpentine is 54 to 55c The consolidation of the leading manufacturers is said to be making headway towards reality.

PETROLEUM.

The price is steady and the volume of trade about the same as it was a week ago, Canadian refined quoting at 15c. Empties are unchanged at 65c.

The Petrolia Advertiser reports: Petrolia crude $1.29 per bbl., Oil Springs crude $1.29. The past week has been very quiet on the crude oil market. The price of crude oil on going to press is $1.29, two cents lower than over last week's quotations. Refined oil can be purchased all the way from 11 to 12½c, according to customers and terms.

GLASS.

Most of the importing traders have forwarded their orders since the receipt of the new French tariff of prices advised them

MILK CAN TRIMMINGS.



Send for Revised Price List.

Broad Hoop Pattern.

Ironclad Pattern.

Improved Handles.

THOS. DAVIDSON & CO., Montreal.

SAMPLE ROOMS: 54 Wellington St. E., Toronto.

MARKETS—Continued.

what the discounts would be. The basis of value is still $1 40, and a fair run of sorting orders is experienced.

OLD MATERIAL.

The trade in old material is somewhat slow and prices are easy. New scrap copper is still low being quoted at 9 1-2 to 10c.; scrap is quoted at 2 to 2¼c., other prices remain firm. The foundries are doing very little at present prices, and thus the outward movement in that direction is small. Prices are :—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9 1-2 to 10c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5¾c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2 to 2¼c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES—The hide market makes no progress. Green cows' run from 4½c. downward from No. 1, with a cent off for each of the two lower grades. Steers' are half a cent higher. Buffs are 5 to 5¼c. on car.

SKINS—Sheepskins now sell on their merit, rather than on their name as sheepskins, the quotation having been pretty uniform for all classes till a dollar was reached. Ordinary good skins are worth $1, but superior skins range upwards, with inferior skins quoting downward. Calf skins are 5 to 7c.

TALLOW—A very quiet business at old prices—2c. for rough and 5½ to 5¾c. for refined—continues to be done.

WOOL—Nothing has appeared to reclaim this commodity from the dulness in which it has lain for months. Fleeces are 19c., pulled is 21 to 21½c. for ordinary and 25 to 27c. for extra.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Jan, 22, 1892.

Agents representing some brands of pig iron popular among Eastern consumers who turn out the better class of finished productions, note some improvement in the demand. Inquiries for steel rails are represented as being rather better also, and in a few other lines of finished steel interest is broader than it was a week ago. The improvement is measurable, however, and there openings for decided turn in the demand are still numerous. In short, general situation is a great deal the same at the present time as it was at the beginning of the month, as far at least as this center is concerned, and without feature that would stimulate hope of decided improvement in the immediate future.

The official report of the Board of Control shows that 1,089,092 tons of rails, 50-lb and heavier section, were delivered during the year 1891. In the previous year the deliveries were 1,797,489 tons and in 1889 they amounted to 1,271,438 tons. Decrease in railroad mileage will doubtless account in a great measure for last year's falling off, but the fact that many railroad companies were not in financial position that enabled them to proceed with necessary repairs was also an obstacle. The change for the better that has since taken place in both actual results and prospects for the future encouraged the idea that the delayed repairs will be made during the current year. However, the fact remains that the railroad companies are extremely indifferent buyers at the present time, and that purchases thus far this year have been extremely light. There is some ground for the suspicion that is due in a measure to combat the rail makers combine and force, if possible, a break in that organization, or some concession in prices.

There have been only slight change in values of crude materials, but the market still shows rather uneven tone. On Northern brands of American pig iron the range is $17 to $18 for No. 1 X foundry, $16 to $16.50 for No. 2 X foundry and $14 to $15 for gray forge. Southern brands are quoted at $16.50 to 17 for No. 1, $15.50 to $16 for No. 2 and $14 to 14:50 for gray forge. Scotch iron is nominally at $22 to $22.50 for Coltness, $21.50 to 21.75 for Summerlee, $20 for Eglinton and $19.50 to 19.75 for Carnbroe. Foreign spiegeleisen remains at about $23 to 24 for 10 to 12 per cent., and $27 to $27.50 for 20 per cent, and 80 per cent. ferromanganese $62 to 62.50 delivered here. Old iron tee rails remain at $21, with sales of 500 tons reported, but wrought scrap is weak, selling down to as low as $18 on lighter for No. 1.

COPPER.—Operations in copper have been on a very moderate scale the past few days, and the market is entirely bare of new feature. The leading producers quote 11c. as their price for Lake Superior ingot, but from other sources small lots have been secured at 10.90 to 10.95c. and even as low as 10.85c. it is understood, was accepted. Casting brands are quoted at 10½ to 10⅝c., but find sale in small quantities only. In the London market merchant bars have ruled very steady, the latest cables quoting £45 10s. for prompt and £46 for future delivery.

THE LATE COLONEL MILLER.

Numbers of the hardware trade throughout the country will have learned with more than passing regret of the death of Lieut.-Col. A. A. Miller, very well known as the buyer for Messrs. H. S. Howland, Sons & Co. His death was due to heart failure, brought on by an attack of la grippe. He took sick on Sunday, the 15th inst., and died on Sunday last. His funeral was of a semi-military character, many of the troops he had commanded in the outbreak on the Saskatchewan following him to his grave. In that wintry campaign, as lieutenant-colonel in command of the Queen's Own Rifles, he had shown himself a worthy descendant of his United Empire Loyalist forefathers. He was yet a middle-aged man, being in his forty-ninth year when he died.

Colonel Miller was connected with the house of H. S. Howland, Sons & Co. from the time of its foundation. He began as a traveller, but for a considerable time before his death he had charge of the buying department. He knew nothing of the sharp practices that some buyers are addicted to; being a man of straightforwardness and sound judgment his business methods were always honorable, and savored little of mere adroitness. He was a most worthy man in all his relations, and was held in high esti mation wherever he was known.

NEW GOODS.

Among the new articles being manufactured in Toronto, is a new steel-clad bath tub. This improved sanitary bath is made of an outside shell of steel, and an inside lining of planished copper, and stands on ornamental feet, without enclosure. It is unique and handsome in its appearance, almost faultless in construction, and for strength and durability hard to surpass. On sanitary grounds it has all the advantages that can be claimed for a bath tub not encased, and being constructed of metal, is impervious to decay.

When comparing price of this Steel Clad Bath Tub with the ordinary copper lined wooden bath tub, the cost of a polished wooden rim, an encasing of panelled wood work, nickel plated overflow, waste and bath plug, must be added to the latter, in order to make a just comparison. This bath tub which is manufactured by Messrs. Booth & Son, is having a large sale.

CONTINUED FROM PAGE 16.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

F. C. Cubitt, hardware merchant, Sarnia, has assigned in trust to Parkes & Co., Toronto.

Brown & Morris, hardware merchants, London, have been obliged to suspend business and R. Hobbs is appointed receiver.

The statement presented to the creditors of the Barnum Wire and Iron Company, Toronto, at the meeting Wednesday afternoon, at Clarkson's showed liabilities $45,000 and assets nominally equal. A committee of creditors was appointed to wind up the concern.

George Pearsall, hardware merchant, Toronto, is in financial difficulties. He is in the hands of his creditors, to whom he offers 40 cents on the dollar at three, six, nine and twelve months. He claims that his assets and liabilities are equal. A few creditors whose claims aggregate only about $2,000, hold security, and they do not seem disposed to accept the offer, though the others apparently will vote for its acceptance.

Frank Smith, hardware retailer, Toronto, has assigned to Sherman E. Townsend of Townsend & Stephens. The debtor has been in business for some time, but the current depression in trade is believed to have driven him into a corner. Until an inventory of stock and fixtures has been made no estimates can be made of either liabilities or assets, but they will probably be in the neighborhood of $3,000. The meeting of creditors is fixed for the 25th inst.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Manufacturers of

ASSOCIATION PURE WHITE LEAD.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

DO YOU SELL COOKERS ??

PURITAN COOKERS SELL THEMSELVES.



The Consumers of this country have seen this cut in the aggregate

60,000,000

times within the past six months. This means a demand for them among dealers.

MORAL: Ask your Jobber for them.

Sole Makers: THE EUSTIS MFG. CO., 49 St., Bayonne, N.J.

SITUATION WANTED.

THOROUGHLY POSTED HARDWARE MAN wants situation as traveller or in wholesale or retail store capable of buying, or take charge of books, etc. Address
—4 W. H. M 'NCUT, Box 136, Exeter, Ont.

BUSINESS CHANCES.

HARDWARE, TINWARE, AND STOVE BUSINESS in Western Town at a bargain. Stock and Tinner's Tools about $5,000. Correspondence solicited. Address, HARDWARE Office.

FILE BUSINESS CHEAP—SEVEN HUNDRED dollars will purchase all the plant, a large quantity of unfinished stock, office and store outfit; good-will thrown in; present owner not understanding the business. Files, 150 Front street east. Also a lot of new files for sale cheap

P. CORRIDI,

Accountant, Auditor, Etc.

EXPERT AUDITING, BUSINESS INVESTIGATIONS and GENERAL ACCOUNTANCY A SPECIALTY.

Accounts Adjusted, Books Opened, or Audited. Books written up. Trial Balances and Balance Sheets Prepared.

Office 139 Yonge St., TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,



LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

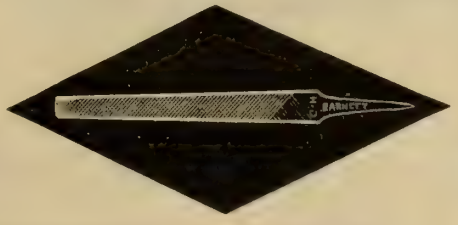
Halifax Shovel Co., Ltd., Halifax, N.S.



DEAR SIRS,—The best testimonial I can give you is the fact I use no other shovels but Fenerty's patent in the gold mines under my charge. They are the most durable and satisfactory I have ever had in a long experience. Yours etc.,

JOHN E. HARDMAN, Mining Engineer, Oldham, N.S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

——MANUFACTURERS OF——

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

——AND——

EVERY OTHER DESCRIPTION OF SAWFILES.

WHAT CONSTITUTES A SALESMAN.

I have frequently, in the course of a quarter of a century's experience, been asked the question by fathers, wishing to launch their sons in a mercantile career, what constitutes the requisite of a successful retail salesman. The query, like that of the chemical analysis of a glass of water, lager beer, bread, meats, or a hundred other articles of diet, that we all partake of daily, and of which we do not doubt our understanding, is one more easily propounded than precisely answered. There are so many ingredients entering into the grand total of an ideal salesman that an exhaustive category would be equivalent to the task of writing a psychological treatise. Yet in the years of a somewhat close observation I have passed in trade and the views interchanged with others similarly situated, a few deductions may be drawn that will prove of interest and possibly instructive.

It must be premised at the outset that the young man upon entering his business career, must be endowed with common sense and a fair knowledge of language and arithmetic—for with reference to the former it is an axiom that mercantile pursuits develop but never originate, whilst without the latter he is constantly tripping over the stumbling block of mortification.

Equipped with these qualifications, the first aim of every salesman aspiring to ultimate and permanent success is to make a close and careful study of the merchandise he is about to handle. in all its details; to have a master knowledge of the property, not only its name and uses, but its composition, its history and merits, so that in presenting and representing it to a customer he can speak with the freedom and mien born of information of his subject and inspire that confidence in his goods he himself possesses. I find that the pre-disposition of a great many young men, after they have acquired a superficial knowledge of their chosen vocation, a very "smattering," so to speak, is to labor under the delusion that they have graduated, and that there is nothing more to learn. The natural consequence follows, when they come in contact with an obdurate or cynical customer and have exhausted the stock arguments that an article is the latest, and it's nice, and good, and cheap; with the exception of being able to transpire there adjectives, their vocabulary is drained, they close up like an oyster, and nine chances out of ten they are "swopped."

It requires energy and assiduous application to keep "posted," but the end justifies the means; and the end is success. As a corrolary of the foregoing, a retail salesman must be a good "stockkeeper." Next to a complete knowledge of the composition of your stock is that of its arrangement and location.

This is important at all times, but extremely so in busy seasons. In no place is the truism, "time is money," better illustrated than in a retail store.

Goods so disposed that they can be handled at a moment's notice wonderfully facilitates sales; whereas, on the other hand, if the salesman goes moping around rummaging his stock in search of the required article the lynx-eyed customer receives the impression he can not deliver the goods, or is nor "up" in his business—a result equally to be deplored. Keep your stock tastefully arranged, classified and well assorted, giving prominence to whatever you desire to attract particular attention, and when the day of invoice comes you will find your labor well repaid.

Building upon the bed-rock foundations intimated above, the superstructure might be known as the etiquette of the business. This consists of a man's habits, temperament and raiment. Upon such a theme volumes could be written, but this is not the place.

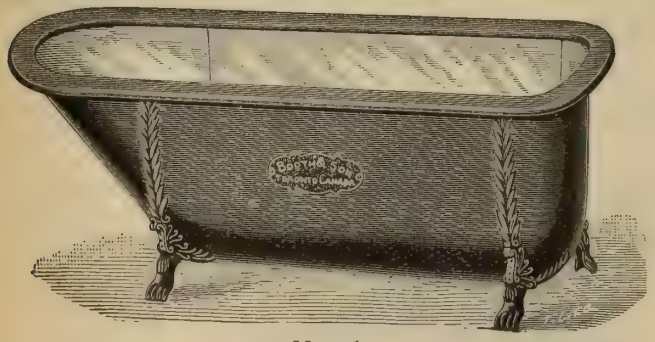
It goes without saying, however, that successful salesmanship and dissipated habits do not go hand in hand. If there is a place on the globe, outside of the pulpit, where a man's brain should be clear, his mind untrammeled, his temper unruffled and his eye clear, that place is behind a retail counter; for no where else is there a more varied or critical audience to humor and please. The midnight hour, the flowing bowl, the deep carousal and the addled brain of the following morning, are not conducive to these conditions. Sooner or latter something will "drop," regardless of a man's other qualifications.

Such habits, moreover, have a tendency to beget carelessness as to personal appearance, slovenliness in dress, as well as curtailing the means of procuring good clothes; and as every business man is aware, the appearance of the outer man is a wonderful adjunct to the skilful salesman.

Numberless minutiæ upon this almost exhaustless subject suggest themselves to my mind in the way of reminiscenes and illustrations of men and occurrences I have met and witnessed, but I will postpone the recital to some future occasion.—Ex.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON. Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Come On

Now is the time to make contracts for your supplies of

SAP PAILS.

We are Headquarters for them.

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

Hamilton and Toronto

SEWER PIPE CO.,

LIMITED,

MANUFACTURERS OF

Salt Glazed

Vitrified Sewer Pipe.

Flue Lining, &c., &c.

HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

Important!

If you handle Oil Colors in Tubes, you do not yet know the advantages of this branch of your trade unless you buy from

The Art Metropole

131 YONGE STREET, TORONTO.

JOHN WILSON'S

Butcher Knives

and Steels,

Farriers' and Shoe Knives

Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING SANDSTONES, CALCINED PLASTER

Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is HARDWARE, issued weekly, subscription price $2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH CONTINENTAL **HARDWARE** AMERICAN CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

We are now prepared to book orders for MILK CAN TRIMMINGS, "BROAD HOOP PATTERN," also GREAMERY CANS and FIXTURES with "JERSEY GAUGE," DAIRY PAILS and PAIL BOTTOMS, SAP BUCKETS and SPILES.

We are supplying the best Trimmings in the market, also Tinned Iron for same, in all gauges.

PLEASE WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.

Business Changes

SALES MADE OR PENDING.

E. Balmer, general merchant, Gravenhurst, has sold out to John Balmer.

J. M. Howard, hardware and grocery merchant, Exeter, Ont., has sold out to Cobbledick & Folland.

PARTNERSHIPS FORMED AND DISSOLVED.

Gilmour & Co., crockery dealers, Halifax, have been registered as a copartnership of Robert Gilmour and George W. Evans.

Jesse Whiteway continues the business of R. H. and J. Whiteway, St. John's, Newfoundland, who have dissolved partnership.

FIRES.

A Laur, tinware and stove dealer, Delhi, Ont., was burnt out last week.

S. H. Bower, general merchant, Brandon, Man., suffered by a recent fire.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

F. E. Tourigny, general merchant, St. Wincelas, Que., has assigned.

John Windsor, general merchant, Petit Rocher, N.B., has assigned.

McIntyre & Davis, general storekeepers, Aylmer, have assigned to C. B. Armstrong.

John Tod, flour and feed dealer, Toronto, has assigned in trust to James Parkyn, Toronto.

J. P. Graves, general merchant, Mount Elgin, Ont., has assigned in trust to R. C. Struthers, London.

Mathieu & Frere, general merchants, Henryville, Que., are offering to compromise. They were burnt out last week, but were not insured. They can pay 50c. in the dollar.

Mrs. Calista Scofield, general storekeeper, Port Dover, has assigned to John McClung, of Campbell & May, Toronto. The liabilities amount to about $18,000.

Scott & Co., general storekeepers, Coboconk, Ont., have convened a meeting of their creditors which will be held at the offices of Henry Barber & Co., assignees and accountants, of Toronto.

The creditors of J. Blouin, handware merchant of Three Rivers, have accepted his offer of 66⅔ cents on the dollar at 3 and 6 months.

The failure of the Ruthven Wigles is attributed to the insolvency of J. Birrell & Co., of London, but they have also been too free with their credits, and have managed to run up book accounts to the tune of $15,000.

Walter Woods & Co., wholesale woodenware merchants, of Hamilton, have convened a meeting of their creditors. The firm is commercially regarded as one of the most reputable in the province, and its present misfortune is attributed almost entirely to accumulated bad debts. The Bank of Hamilton is largely interested in the failure, but it is thought that an arrangement will be possible by which the business may be continued as before.

Hood, Mann & Co., wholesale dealers in china, etc., Montreal, have assigned at the instance of Fred. D. Lawrence, who is their creditor for $36,533. The liabilities of the insolvent firm are $96,400, of which $26,000 is indirect. The other creditors are in England and New York.

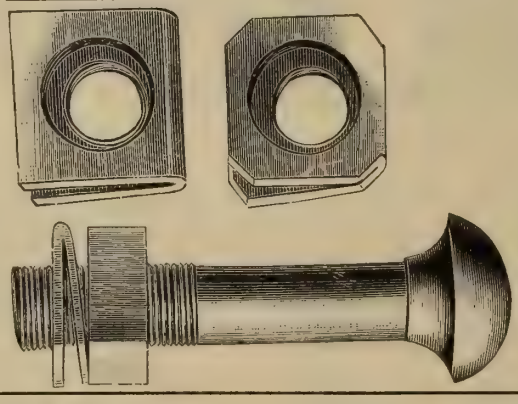
BRANDON MANUFACTURING CO.

Strachan Ave., Toronto.

MANUFACTURERS OF ALL KINDS OF WOODENWARE:

Step-ladders, Wheelbarrows, Lawn Settees, Chairs, Washboards.

SEND FOR NEW CATALOGUE.



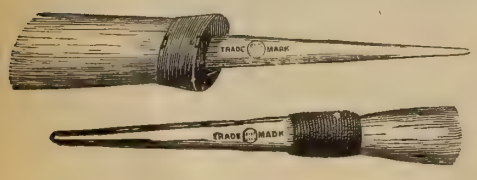
THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

OFFICES: 100-102 Reade St., New York, U.S.A.

CAPACITY OF WORKS: 1,200 doz. per day.



Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

Illustrated Catalogue Price Lists mailed on application.

WORKS Paterson, New Jersey, U.S.A.

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H. D. SIMMONS,
Manufacturers' Agent,
74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware Specialties, Iron Pipe, Hot Water Boilers and Fittings, etc.

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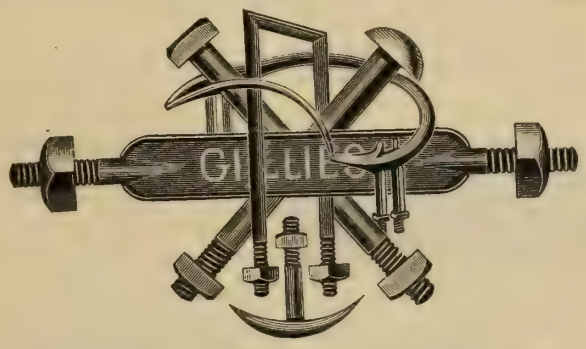
A. B. JARDINE & CO.,
Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

BOLTS



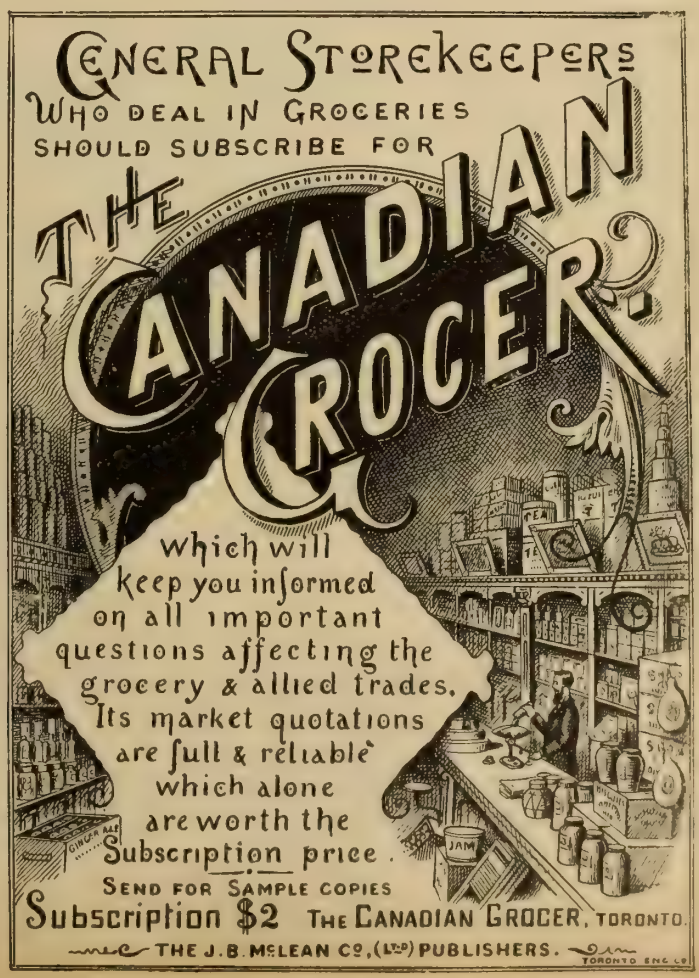
FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER



which will keep you informed on all important questions affecting the grocery & allied trades. Its market quotations are full & reliable which alone are worth the Subscription price.

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Subscription $2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS.

STEEL.

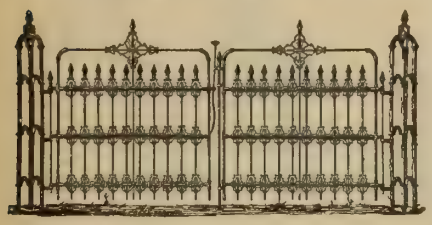
Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.



"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,

Ottawa and Toronto.

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

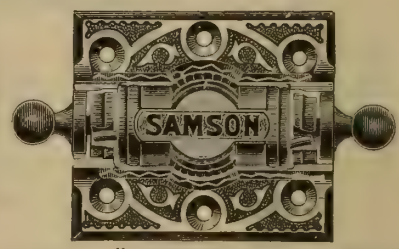
BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

THE LATEST



AND BEST

Shepard's "SAMSON" Spring Hinge

(Hold-back Pattern) Size 3x3 inches.

The only Hinge with Self-adjusting Gauges for attaching. Highly ornamental, Simple construction, extra strong.

Sole Manufacturers—SHEPARD HARDWARE CO., Buffalo, N.Y.

H. D. SIMMONS, 74 York St., Toronto, Agent for Canada. Telephone 2164.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	22½, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
Bradley M.L.S.		
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 25	8 50
D.C., 12½ x 17	4 50	....
D.X.,	5 75	....
D.X.X., "	6 75	

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

essemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 25	8 50
I.X. Terne Tin	10 50	10 75
Old process I.C.	13 00	
" " I.X.	16 00	

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates.

72x20 up to 24 gauge	6¾	7
26 "	7¼	7½
28 "	7¾	8

Iron and Steel.

	Base Price.	
Common Iron, per 100 lb	$2 25	2 30
Refined " "	2 55	2 65
Horse Shoe " "	2 60	2 65
Band " "	2 65	2 75
Hoop " "	2 65	2 80
Swedish " "	4 00	4 25
Sleigh Shoe Steel	2 50	2 75
Tire Steel	3 00	3 25
Machinery	3 00	3 25
Best Cast Steel, per lb	0 13½	0 14
Russian Sheet "	0 10½	0 12
Tank Plates	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	15

Boiler Plate.

¼ inch	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 60 to 62½ p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.
Hodgson's Wrought, 62½ per cent.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6½
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4¾
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ¼ to ⅛ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 28 0 29

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 21
" 50 lb and above per lb	0 18 0 20

Boiler & T. K. Pitts.

Plain Tinned, per lb	0 23
Spun "	0 27

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" " 27 to 30 "	0 23 0 29
" " 30 and up	0 26 0 32
Sheets, hand-rolled 2x4 ft.	0 25
Foreign, per lb	0 05¾ 0 06
Domestic "	0 05¼ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06¾ 0 07

Lead.

Imported Pig, per lb	0 04 0 04½
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Crown	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 15½ 0 16
Other makes "	0 14½ 0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5¾
No. 1 Do. "	0 5
No. 2 Do. "	0 4½
No. 3 Do. "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05 $1 10
2nd qualities "	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per cwt	1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides "	3 25
American " " "	2 25
Paris Green, per lb	
Burnt Sienna "	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Extra "	1 00
Brown Japan "	0 70
do Turpentine "	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 58
Boiled "	0 60 0 61

Turpentine (in bbls)

Selected Packages, per gal	0 54 0 55

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 12
Cabinet makers	0 17 0 18
White	0 16 07

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000 ..... $0 25 $1 60

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.... 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled ...	3 60	7 30
Saddlers', " ...	0 45	1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box.. ..... 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 pe cent.

Belting.

No. 1, leather, discount 45 to 50 and 5 per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex .... per doz.	1 25	1 75
Mascot ..... "	1 35	1 85
Erminie ..... "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb..... .. .. 0 11 0 15

Bolts.

Carriage, dis, 70 to 70 and 10 per cent dis.
Tire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's.....	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Butts—*Brass.*

Wrought Brass dis. 60 and 10 o 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " .... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... . ..	22 50
World "	21 75
Daisy, "	24 00
Star, "	18 00
Crown Jewel, per doz	29 00
Grand Rapids, " 30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 90	1 10
White, lump, per lb.....	0 01½	0 01½
Red	0 05	0 06
Crayon, per gross.....	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 0

Churns

Daisy, dis. From factory 60 and 10 p.c.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0.....	....	1 35
" No. 2.....	....	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz	....	2 0
Coil, per doz.....	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent

Drill Bit.

Morse, dis. 30 to 33⅓ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz.	0 30	0 60
Wine, per doz.....	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz		1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.45	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary

1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass.

Pilkington's ordinary.

1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30	0 90
Enamelled "	0 55	1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz.....	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20
" Shepard's, dis 50 to 60 p.c.	

Per doz. pairs

Spring	1 50 3 50
" Shepard's Niagara	1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross..	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO., London. Ontario.

Write us before you place your orders for

SPRING IMPORTATIONS OF WINDOW GLASS

Our prices will be right and quality of glass and packages A 1. Also Enamelled, Cathedral, and Muffeled Glass in all tints, supplied from stock or Imported direct to customers.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 60 and 5 to 60 and 10 and 5 per cent.

Horse Shoes,

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.

Bronze, Berlin, per doz ..		2 75	3 25
Bronze, Gem,	"	6 00	9 00
Lava	"	8 75	10 00
Shutter, porcelain, F. &			
H screw, per gross		$1 30	4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz		2 20	5 60
Galvanized,	"	1 87	3 85
King, wood,	"	2 75	2 90
" glass	"	4 00	4 50
All glass,	"	1 20	1 30

Lines.

Fish, per gross		1 05	2 50
Chalk, "		1 90	7 40

Locks—*Door.*

Canadian, dis. per cent..	....		50
Russell & Erwin, per doz		2 90	7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz		50	6 00
Scandinavian,	"	1 00	2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths',	per doz	1 25	1 50
Carp't'rs', hickory	"	1 25	3 75
Lignum Vitæ,	"	3 85	5 00
Caulking, each		1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to 70 per cert

Nails.

Cut, American basis, per keg base, price 2 30
Brads & Moulding Nails, 75 per cent. from new list.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

	per gross
Square, round and octagon	3 38 4 00
Diamond	12 00 15 00

Oil.

Canada Refined Oil (Toronto)		15	16
Carbon Safety	"	0 17	0 18
Canada W.W.	"	0 20	0 22
American W.W.	"	....	0 25
S. R Seal	per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz.		1 25	3 50
Brass,	"	1 50	3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz. 2 25 3 25

Pencils.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross		1 65	3 00
Brass Head,	"	40	1 00

Planes.

Wood, bench, Canadian dis. 60 per cent. American dis 45 to 50 per cent.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 35 to 37½ per cent.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 12½ to 15 per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 7 40 10 25
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p. c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz	55	1 00
Axle.	22	33
Screw	27	1 00
Awning	35	2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set ...	....	72
" hollow, per inch	....	1 00

Putty.

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot	3	3½
Sliding Door, "	3¼	3½

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to 50 p.c.
Iron " " 40 to 45 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla
7-16 in. and larger ..	9½ 9¾	12½ 13
¼, 5-16, ⅜ in.	10 10¼	13 13½
3-16 in	10½ 14	
Cotton, per lb.	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts,	per set	0 85	0 90
" N P.	"	1 15	1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston s, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each		1 75	2 75
" frames only			75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz		2 10	4 50
Foot, "		40	3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.

Bench, wood, per doz	3 25	4 00
Bench iron per doz	4 25	5 75

Terms—4 months or 3 per cent. cash.

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz		1 15	1 35
" tinned,		1 35	1 60
Tin Rim,	" "	2 30	2 45
" black,	"	1 80	2 25

Snaps.

Harness, German, p. gro.		1 65	5 50
Acme,	"	3 00	5 00
Lock, Andrew's	"	4 50	11 50

Soap

Sapolia ¼ gross boxes 3 25
" ½ and ½ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes

Discount, 20 to 25 per cent. dis.

Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons	per gross	7 50	12 00
Dessert "	"	21 00	.....
Table "	"	30 00	30 00
Dessert Forks	"	24 00	.....
Medium "	"	27 00	.....
Table " ...	"	36 00	.....

Squares.

Iron, per doz	1 65	2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.		
Try and bevel, dis. 50 to 52½ per cent		

Staples.

Fence, galvanized, per lb	4½	4¾
Wrought Iron, dis. 75, 75 and 10 per cent.		
Stocks and Dies, Amer. dis. 25 per cent.		

Stone.

Washita, per lb	0 25	50
Hindostan, per lb		0 06
" Slips, per lb		9
Labrador, per lb		0 13
" Axe, "		0 15
Turkey "		0 50
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe, per gross	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

The following are for ordinary-sized lots; in quantities an extra 35 p.c.

Cut, Carpet, gimp, blued, dis. 35 p.c	
" tinned, dis. 45 p.c.	
Swedes' iron, blued or tinned, dis. 42½ pc	
Upholsterers' dis. 42½ p.c.	
Copper Tacks and Nails, dis. 35 p.c.	
Trunk and Clout Nails, " 40 p c	
atent Brads, dis. 40 p.c.	
Finishing Nails, dis. 35 p.c.	
Cigar Box Nails, dis. 35 p.c.	
Shoe Finders' Tacks & Nails, dis. 25 p.c	

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz 1 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent.
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz	0 35	1 50
Rat "	2 00	4 50

Trowels.

Disston's, discount 10 p.c.

German, per doz	4 75	9 00
Brade's "	00	10 50

S. & D., discount 35 p.c.

Tricrs.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb .	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 14
" Red cap	.....	0 12
" Crown	.....	0 11
" Silver Composite		0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass and Copper, 15 to 20 per cent. dis. from list, net cash 30 days.
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Tinned Wire for Broom and Mattress Makers' use, 7½ per cent. dis. from List.
Terms—4 months or 3 per cent. cash 30 days.

Wire Fencing.

Galv. 2 barb, 2½ & 3 in. apart	4¾	5
" 4 " 4 & 6 " "	4¾	5
" Plain twist, 2&3 wires	4¾	5
" Steel thorn and ribbon	5	5½
" steel staples	4½	4¾

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.		
Agricultural, 70 to 70 and 5 p.c,.		
Standard, dis. 60, 60 & 10 p.c.		
Coe's Gen'ne, dis. 30 to 32½ p. c.		
Diamond, dis. 33⅓, 35 p. c.		
Tower's Engineer, each ..	2 00	3 00
" S., per doz	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz	1 25	2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR
SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE
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WM. ROGERS.
KNIVES, FORKS, SPOONS.

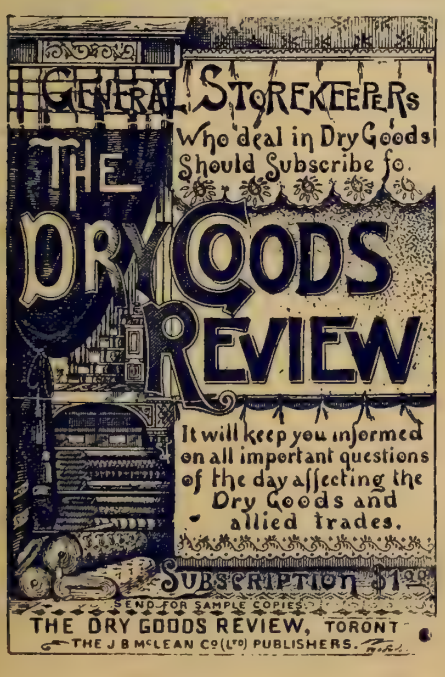
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Secures visible writing, permanent alignment, automatic paper feed and ribbon reverse, great speed and manifold power, with easy manipulation and control of machine, etc.

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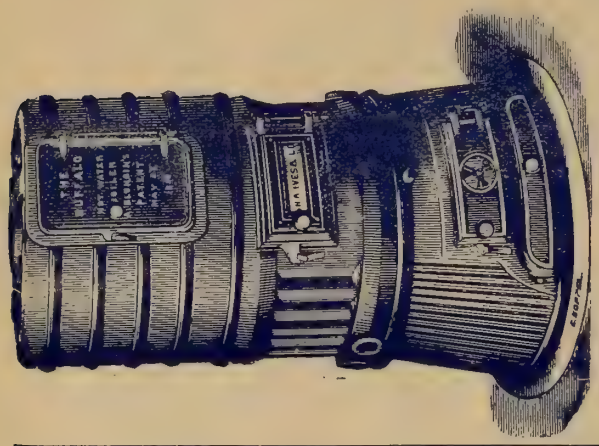
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The Buffalo Hot-Water Heaters.

Thoroughly tested, very economical and efficient. The most perfect boiler yet produced.

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Il kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c.,&c.

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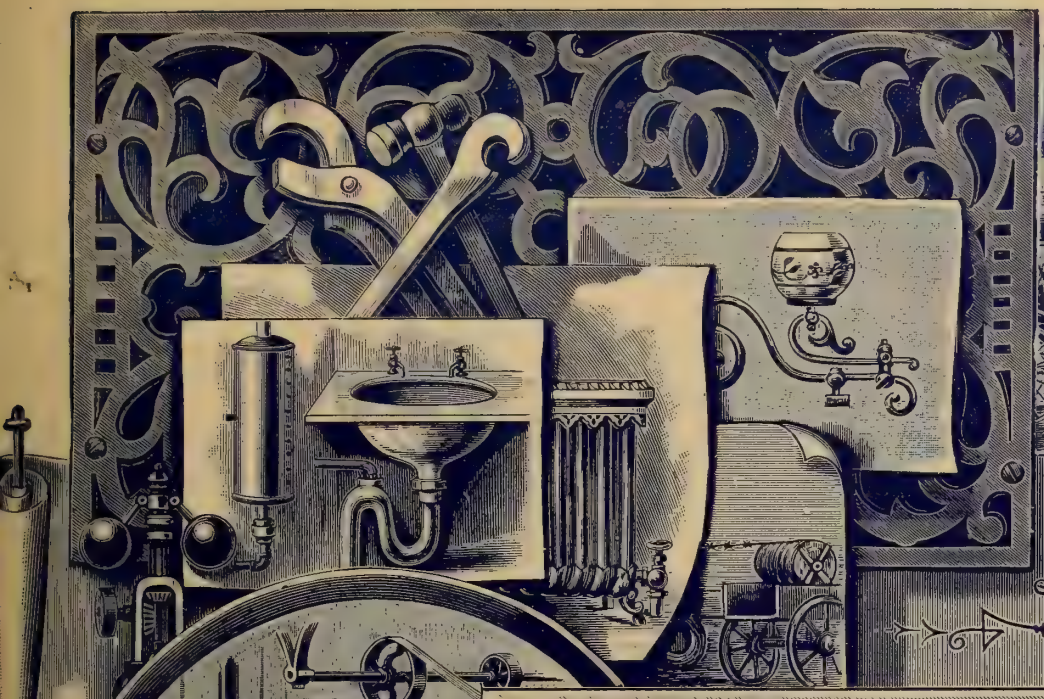
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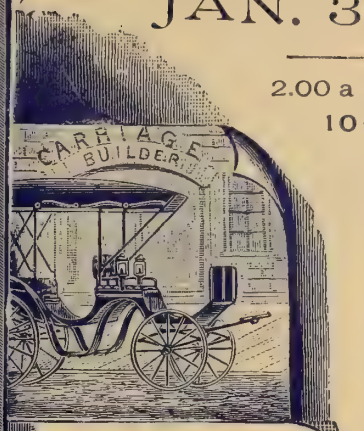
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2.00 a Year.
10 Cents a Copy



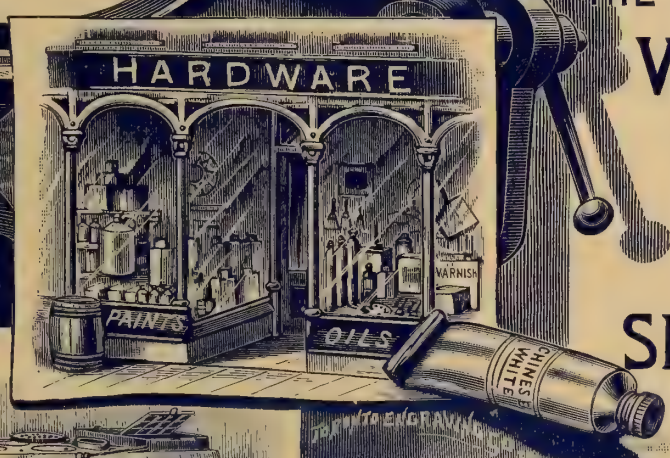


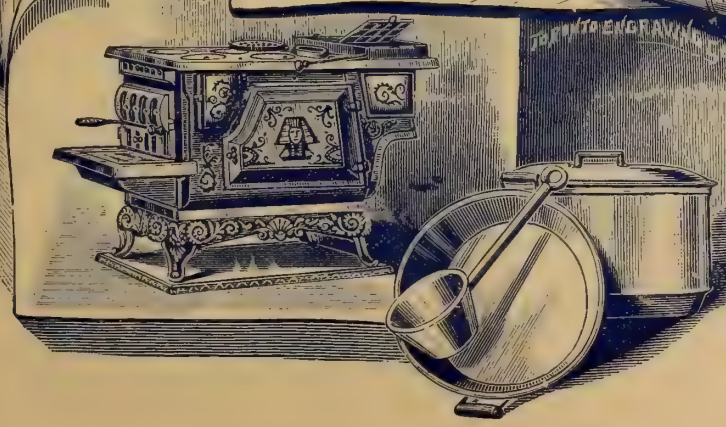
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THE ORGAN OF

WROUGHT CAST, STAMPED SHEET & SPUN METAL TRADES.





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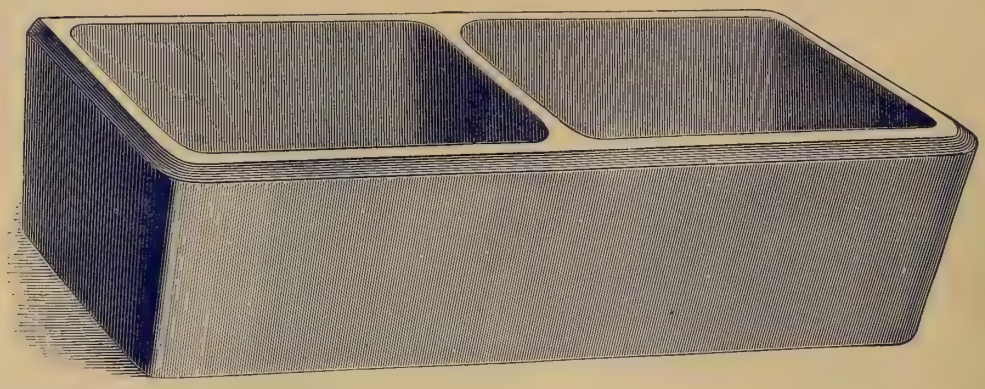
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LAUNDRY TUBS.



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BARB WIRE.



"Lockbarb" 4 point, "Glidden" 2 point.

Plain Twist and Steel Fencing Staples.

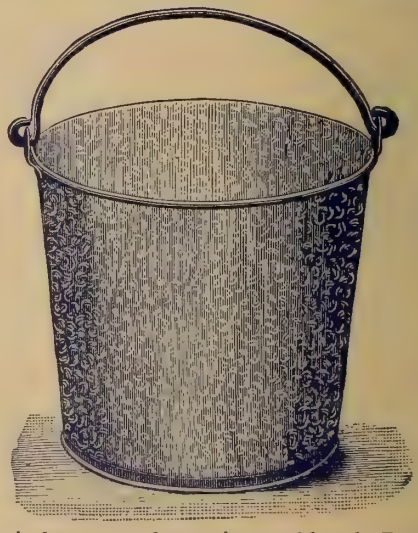
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They are stronger in shape, consequently more durable.
They will not slop over or tip over, owing to the wide bottom.
They nest very close and firm, which protects them in shipping.
The rim is in one piece with the body, consequently cannot get knocked off.
They are Galvanized and not lead coated.

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Vol. 4. TORONTO, JANUARY 30, 1892 No. 5

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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MONTREAL OFFICE: 115 St. Francois Xavier St. A. J. Ritchie, Manager.

NEW YORK OFFICE: Room 105, Times Building, Roy V. Somerville, Manager.

Through an unfortunate confusion which mixed up a proposed wire nail list with the one that was finally adopted, the wrong one was inserted in last week's issue. The list published differed from the one authorized by the manufacturers in only a few particulars, and was recalled just one week after it got out. The list given in this issue is the correct one, and we are indebted to Mr. A. J. Somerville, of the Ontario Lead and Barb Wire Co., of this city, for the electros from which it is printed on another page.

* * *

The hardware section of the Toronto Board of Trade sends two members this year to the Council of that body, Mr. A. B. Lee and Mr. George H. Bertram. This gives both ample and able representation to the hardware trade of the city. It is purely a matter of good fortune though that the local trade has so large a share in the make-up of the Council. There is no provision in the constitution of the Board for the representation of sections. If the grain and flour men for example should unite to carry the Council, they might make it impossible for any other mercantile section to elect a man. A man's popularity or his reputation for judgment and fairness are the factors which make him eligible for choice, and Mr. Bertram and Mr. Lee are to be congratulated upon the estimation in which they are held by their colleagues. Now that two of its members are in the Council, it is probable that the hardware section will meet more frequently than it has done in the past. As a branch of the Board of Trade that section affords a good basis of union, while questions that may arise between members of the trade are more likely to be settled with satisfaction on account of the trade being so well represented in the Council.

* * *

The manufacturers appear to have found a basis of agreement upon which to quote a uniform price for horse-shoes. The advance to $3.70 here and $3.80 in Montreal could hardly have been made unless sanctioned by all the manufacturers. They have been endeavoring to come to a common understanding for some time, but none of their meetings issued in a revision of prices until the advance was made on Wednesday. The failure of former agreements to regulate prices satisfactorily was no doubt a stumbling block in their way, but in the end that experience must have been successfully cited as a plea for stronger pledges instead of as a reason for discrediting combination. There has been too much cutting done in horse shoes, and it is to be hoped that a basis of fair profits has at length been reached, and that the trade will give themselves the benefit of this radical improvement. It could not be expected that retailers would have the nerve to hold out for full prices when there was danger that competitors might buy more advantageously and cut under them.

* * *

In the matter of bar iron the rolling mill men are evidently not of one mind. There were very good prospects of unanimity at one time, and there may be warrant for expecting it yet, but laborious efforts have so far failed to bring it about. The makers were able to agree upon an armistice which suspended cutting throughout a great part of December and up to the present, but the white flag seems to have been hauled down, and quotations have shrunk 5 cents below those ruling last week. The price for ordinary lots is now $1.95 f. o. b. Montreal, and $2.10 Toronto. This may be but a temporary return to the principle of every one making his own price. Only one or two firms are said to be unwilling to surrender to an association the prerogative of making their own price, but their contumaciousness may be overcome before much business is done. There appears to be a disposition to unite, otherwise the temporary agreement of the past six or seven weeks could not have been possible, but the details of union are not easily worked out it seems.

* * *

There is no reason for expecting that the stove men will adopt an Association schedule of prices this year. They had an experience of unrestricted independence in prices during the last half of 1891, they sold an unusually large number of stoves and they did it like public benefactors engaged in diffusing cheap heat among the masses. The big stock handled and the little profit realized have not yet disposed the makers to come together and repair the combine that was ruptured last summer. Free prices have not had their way a sufficiently long time to sift out the small makers who grew up under the shadow of the combine. The leading manufacturers know that if there had been no combine, several makers would not have been in existence to-day. Several of the outside stove manufacturers would wait till the Association had a meeting, twenty-four hours afterwards they would generally know what had been resolved, and would trim their course accordingly, always making a specialty of being "agin" the combine. Several of the anti combine founders thus flourished, because the hands of the larger houses were tied. Now there will be no combine until there is some extermination.

WHOLESALE SELLING TO PATRONS

The independent retail traders of the country have a right to object to their wholesalers doing business with Patron store-keepers. Their objection is not based on any tolerance they expect from wholesalers; it is based on a rule of trade that the wholesalers profess to be bound by. That rule is, that they do not sell to consumers. In selling to Patron merchants they violate the principle of this rule, for the Patron merchant is nothing but a consumers' broker, bound to buy for an association of consumers on a commission of 12½ per cent. upon the money invested. He is simply the agent of the people who ultimately get the goods, and as such, does not put the consumers on any different footing of eligibility to buy directly from wholesalers than they are on as unorganized purchasers. Unorganized consumers are supposed to have no privileges at wholesale warehouses, and their orders it would be a breach of a covenant with the retailers to accept. Why should their orders be more acceptable through the medium of a broker than through the medium of themselves? There is no difference corresponding to the distinction.

The retailer who preserves his independence does not ask the wholesalers to back him up in a commendable course. As a man of backbone he deserves such support, even if he had no claim to it as a matter of right. It is doubtful, however, if either sentiment or principle will be very heavily taxed in his behalf; the man who brings the order and appears likely to pay for the goods will get them somewhere, whether his neck wears the yoke of the Patrons or not. There are Patron merchants already, and they find no difficulty in getting stock; it is doubtful indeed if they ever were refused on the ground of their connection with the association. This is something the retail trade should bring home at once to the mind of the wholesalers. The latter are making themselves the competitors of their own deserving customers when they forward supplies to any Patron store that does business within range of any free store. This ought to be discontinued, first, because the wholesalers are committed to the principle of not opposing their retail customers by selling to consumers; second, because it is in the interest of wholesalers to uphold retail profits; and third, because such a consumers' association as the Patrons is a business anomaly. The retailers should not be left alone to fight the Patrons. The wholesalers not only withhold their support from the steadfast men of the retail trade, but they lend their co-operation to the other side by selling to the Patron merchants.

The short-sightedness of such a course as that of supplying Patron stores ought to be apparent to the wholesalers and dissuade them from pursuing it. Cash is a good thing, but in the present circumstances of Canadian economy it presents too narrow a basis for trade. If the wholesaler were asked to choose between the results of trade upon an exclusively cash basis on a margin of 12½ per cent. retail profit, and trade upon a basis that would accommodate itself to the circumstances and eligibility of the purchasers for credit, with perfect freedom among retailers, there is little doubt that they would unhesitatingly choose the latter. If trade were tied to the one motive-power of ready money, it would shrink to much smaller proportions than those of to-day; it would also be slower. The effect of the Patron movement would thus react upon the wholesalers, who are making themselves parties to a big contraction in the volume of trade, as well as a shrinkage of profits, when they supply Patron merchants.

ADVERTISING PRECEPTS.

It is better to give your money to an orphan's home than to invest it in a poor advertisement.

You must use your brains if you are going to have your advertisement read, Do not be slangy nor coarse, but try to have the ideas attractive and the whole article readable.

It pays to have your advertisement in a good place in your local paper, even if the cost is twice as great. Select a space and always use that space, and people will know where to find your advertisement, just as they know where to find your store. You wouldn't move it once a week, would you?

Select the best paper. That will be a hard task, but try to make sure that the medium you use in talking to your customers is the one that they have most respect for, the one that they like best to read. The paper with the largest circulation is not always the best, for its publisher must have some ideas as to how to set up an advertisement.

Learn how to advertise. Train yourself in the work. Watch for the most striking and most readable advertisements and catch their points of excellence. Try to realize according to the excellence of that investment. You are advertising to make a profit, and the better the medium, the greater will be that profit.

Did you ever ask one of your clerks to write an advertisement for the line of goods he is selling? Try the experiment. It may startle him, and the product of his effort may startle you, but nevertheless it will cause him to take a greater interest in his business, and he will undoubtedly feel that you are watching him and that you consider him as a helper, not as a mere machine for taking down goods and writing out checks.

If you can afford it, buy a nice electro every three months. If you cannot afford that, borrow one from your wholesale merchant. He uses a great many for his own advertisements and for his catalogues. He will willingly lend them to you for a few insertions, and you will be benefited thereby. Do not repel people from your advertisements by the use of a repulsive cut. Get attractive cuts, with artistic merit if possible. Like the rest of the advertisement it should aim to please; and the whole advertisement should be arranged to get the greatest benefit from the cut, in using it as a guide to the reading matter that you place around it.

Advertise always. You do not close your store during the off season, neither should you close your advertisement. When staples are not selling very briskly, that is, between seasons, advertise bargains. Find some line of goods that you have too much of, and make a small reduction and use your advertisement in telling people that you always give bargains, but sometimes extra bargains. Seize the golden opportunity. If there is no opportunity make one. But when you advertise a bargain keep your word. Don't advertise special bargains when you have none Be honest with the public, and they will reward your honesty with confidence. There is no use of saying that you have the cheapest goods on earth; people won't believe you because it occurs to their reasoning faculties that you do not know whether you have or not.

AN ANTI-TREATING CIRCULAR.

The following circular has been sent out: The Travellers' Circle of Canada wish to call your attention to the system of treating and being treated to intoxicating liquors when transacting business. We are pleased to note that this custom is now by many entirely avoided; yet some are led to continue it, perhaps fearing that to discontinue a practice they have followed for some time might affect the success of their business. We believe no merchant will allow himself to be biassed in the placing of an order by a treat from the traveller who visits him; but we feel the practice in the past has sometimes been adopted in the hope of so influencing the customer, and some travellers who have practiced it have been gradually led into the use of intoxicants to such an extent as to injure themselves, while in some cases it has resulted in the loss of their situations and suffering to their families.

In these days of keen competition a traveller sometimes finds his sales not equal to his anticipation, a spirit of despondency is apt to take possession of him, and if he is susceptible to the influence of alcohol, has taken some with his customers during the day, he is likely to indulge further at night, when he meets his fellow-traveller, after his customers have gone home.

We ask retail merchants to give this matter their careful consideration, remembering that many of these young men have come from homes where parents, sisters and brothers are anxious about there welfare, or perhaps a young wife, who has confided her all in him, has high hopes of his success on the road, trusting he may soon secure promotion or establish a business for himself and continue for her a comfortable and happy home. Kindly abstain from being a party to any course which, if indulged in, will wreck all these high hopes, and leave the victim a nuisance to society.

It is individual effort that counts, and, every man should recognize that he has a responsibility on this question.

Signed on behalf of the Commercial Travellers' Circle of Canada.

R. M. STEWART, President.
E. FIELDING, Secretary.

OUR LONDON LETTER.

LONDON, Jan. 16, 1892.

OUR HOME AND FOREIGN TRADE IN 1891.

I am afraid that when some of our exporters come to balance up their books for the year just ended, they will find a rather large deficit as compared with shipments in 1890. We are a trifle over 16 millions short in our foreign trade as against 1890, and over a million behind 1889, the figures being as follows:—

TOTAL EXPORTS.

1889	1890	1891
£248,935,195	£236,530,585	£247,272,273

The principal falling-off has occurred in the exportation of textile goods, the deficit amounting to £6,429,000, and metals and articles made therefrom, equalling £5,992,000. Two more millions have gone in the direction of "other articles manufactured or partly manufactured," thus accounting for over 13 millions of the 16 millions referred to. The remainder is fairly distributed over our miscellaneous industries.

IMPORTS.

1889	1890	1891
£427,885,000	£420,885,000	£436,691,000

We have thus a gain on imports for 1891, against 1890, of over 14 millions. Of this 12 millions are due to increased purchases of food stuffs, duty free; we have bought over 3 millions worth of raw materials for textile manufacturers, more than 1 million more of general manufactured articles; while in such industries as chemicals, dye stuffs, tobacco, and metals, we have diminished the importation. Imports from British North America do not call for particular mention, the timber and food stuffs purchased being of the usual character and value. I regret to say that the commercial relationship between England and Canada, as shown in our official returns, does not grow with the general expansion of British trade. The appended table, which I have compiled, shows at a glance the course of trade month by month:

	Exports, Per Cent.	Imports, Per Cent.
January, 1891.	— 8.11	— 11 54
February "	— 2.91	x 7 39
March, "	x 7.95	— 2 45
April, "	x 2.82	x 9.25
May, "	—13.93	x 3 10
June, "	— 0.45	x 11.91
July, "	— 9.77	— 0.77
August, "	— 9.41	x 4.54
Sept. "	— 8.66	— 3,83
Oct. "	—10 59	— 2.31
Nov. "	—10.62	x 18.05
Dec. "	— 7.2	x 9.7
	— 6.2	x 3,5

The sign—signifies decrease; x increase.

The second half of the year has been conspicuous for the steady decline of our foreign trade as compared with 1890. The McKinley Act is responsible for some of this, but only for a small share as compared with losses incurred by political trouble in S. America. Our trade in that part of the world has suffered sadly from this cause, while a good deal of trouble has been caused by the unsettled state of public confidence engendered by the Baring crisis and failure. We shall no doubt gradually recover from the two latter troubles; but if the McKinley Act stands unmodified we may reckon on hard times in the iron, cutlery and woollen, worsted trades.

EFFECTS OF THE TARIFF ON BRITISH EXPORTS.

The clearest way of showing what effect the tariff has had in our trade is, I think, by giving the total quantities and values of the principal articles exported to the States during the last three years. This will enable a just and fair comparison to be made, as the shipments in 1890, were unduly heavy and numerous for obvious reasons.

EXPORTS TO UNITED STATES.

Cotton piece goods, 1889—yards, 49,128,060; 1890, yards, 58,811,000; 1891, yards, 54,736,000.

1889. £1,015,000; 1890, £1,299,000; 1891, £1,302,000.

Jute yarn, 1889—lbs. 13,994,000; 1890, lbs. 12,220,000; 1891, lbs. 3,449,000.

1889, £159,765; 1890, £138,341; 1891, £34,490.

Jute piecegoods, 1889—yards, 139,479,000; 1890, yards, 152,429,000; 1891, yards, 172,977,000.

1889, £1,333,000; 1890, £1,337,000, 1891, £1,408,842.

Linen piece goods, 1889—yards, 94,222,000; 1890 yards, 98,226,000; 1891, yards, 80,603,000.

1889, £2,105,000; 1890, £2,103,000, 1891, £1,720,000.

Goods of silk and other materials, 1889.—£951,237; 1890, £774,690; 1891, £184,184.

Woollen and worsted yarn, 1889—lbs. 1,062,000; 1890, lbs. 889,700; 1891, lbs. 307,000.

1889, £119,000; 1890, £114,418; 1891, £37,864.

Woollen tissues, 1889—yards, 5,187,000; 1890, yards, 4,426,000; 1891, yards, 3,763,000.

1889, £798,000; 1890, £781,980; 1891, £681,478.

Worsted tissues, 1889—yards, 54,696,000; 1890, yards, 59,185,000; 1891, yards, 32,575,000.

1889, £3,730,000; 1890, £3,750,000; 1891, £2,138,000.

Hardware and cutlery, 1889,—£400,474; 1890, £393,309; 1891, £241 650.

Iron—Pig, 1889,—tons, 116,994; 1890, tons, 101,991; 1891, tons, 46,000.

1889, £458,610; 1890, £572,000; 1891, £224,656.

Iron—Bar, Angle, etc., 1889,—tons, 4,573; 1890, tons, 3,706; 1891, tons, 3,975.

1889, £34,890; 1890, £33,693; 1891, £31,376.

Iron—Railroad, 1889,—tons, 18,602; 1890, tons, 11,208; 1891, tons, 3,849.

1889, £95,000; 1890, £63,908; 1891, £21,826.

Iron—Wire, etc., 1889,—tons, 5,062; 1890, tons, 5,059; 1891, tons, 3,223.

1889, £85,260; 1890, £106,618; 1891, £71,945.

Iron hoops, sheets, etc., 1889,—tons, 29,698; 1890, tons, 20,000; 1891, tons, 4,576.

1889, £230,000; 1890, £177,402; 1891, £56,945.

Tin plates, 1889,—tons, 336,689; 1890, tons, 321,000; 1891, tons, 325,000.

1880, £4,674,000; 1890, £4.786,000; 1891, £5,240,000.

Iron, cast and wrought, 1889,—tons, 3,330; 1890, tons, 3,581; 1891, tons, 3,335

1889, £60,674; 1890, £68,000; 1891, £63,980

Steel, unwrought, 1889,—tons, 34,773; 1890, tons, 19.576; 1891, 27,425.

1889, £328,000; 1890, £296,874; 1891, £327,000.

Steam engines and parts, 1889,—£49,669; 1890, £44,647; 1891, £63,789.

General machinery, 1889, — £840,752; 1890, £675,599; 1891, £926,840.

Apparel, 1889,—£179,000; 1890, £206,770; 1891, £137,000.

Haberdashery, 1889, — £217,000; 1890, £253,000; 1891, £161,685.

Alkali, 1889,—cwts. 3,394,000; 1890, cwts. 3,984,000; 1891, cwts. 3,713,000.

1889, £862,600; 1890, £1,256,800; 1891, £1,297,000.

Cement, 1889—tons, 196,515; 1890, tons, 236,818; 1891, tons, 211,000.

1889, £385,962; 1890 £484,861: 1891, £421,592.

Earthen and chinaware, 1889, —£891,000; 1890, £897,855; 1891, 898,500.

The above-given table shows a falling off in Jute yarn, linen piece goods, silk manufactures, woollen and worsted tissues, woollen and worsted yarn, hardware and cutlery, metals generally, etc.; while some lines—machinery, for example—show an increased trade. There is no doubt that our cheaper classes of cutlery and electro-plate goods have suffered very much. It is true that recent monthly exports have shown a tendency to increase, especially of these goods since April last, when the lowest point of depression was reached. The totals for the three last months are all considerably in advance of any month since the tariff act came into operation. This increase has been caused by the clearance of the accumulated stocks, and also by the tendency of the act itself to cause customers to take better goods than those made in the States. It would be foolish to expect that this competition can be kept up indefinitely. The U. S. makers will steadily improve in their production, just as they did in silver plate and ultimately keep the trade in their country. If that failed they would not hesitate probably to give the tariff screw another turn. I hear that the steel houses in America are full of work, and naturally take that class of work that pays the best. That Sheffield will con-

H. S. HOWLAND, SONS & CO.
WHOLESALE HARDWARE,
37 Front Street West, - - - Toronto.

Window Glass
FOR IMPORT.
"BUGLE BRAND." GET OUR PRICES.

tinue to supply the higher grades of crucible steel is not at all certain beyond the time when the U. S. houses are able to overtake the demand.

THE TIN PLATE SITUATION.

I have dealt very fully with this question on previous occasions and need not refer to it at length here. What I have said above - and I speak from long practical experience —applies with equal force to the tin plate industry which is growing up in the States. English makers will continue to supply a great quantity of plates until American producers can overtake the demand. It is really very foolish for any one to say that Americans cannot make tin plates. They are doing so, and the fallacy will be exploded in a very practical fashion before long.

BAD TRADE WITH SOUTH AMERICA.

Some idea of the depressed state of trade in Argentine or the South American Republics, will be gained from the fact, that our shipments of hardware and cutlery to Argentine fell from £159,000 in 1889, to £74,500 in 1890, and £28,906 in 1891. To Chili they fell from £42,500 in 1890 to £17,832 last year. Argentine took last year only ⅓ of the value of bar iron that she purchased in 1889 ; and only £419,000 of railroad iron, as against £1,363,000 in 1890. These are instances picked out at random, Brazil being about the only country in that part of the world which has maintained its trade with us.

PREFERENCE FOR CANADIAN GOODS IN ENGLAND.

Mr. Howard Vincent, M. P. for a division of Sheffield, has, as you are no doubt aware, written to the Chamber of Commerce, Sheffield, giving the results of his tour in Canada and the States. Mr. Vincent is of course a staunch Fair Trader, that is, a Protectionist; his views are shared by a large number of the Sheffield Chamber, but, as it is recognized that there is no chance of such a policy being adopted, the question has never been actually debated with that end in view. Mr. Vincent notes, as I have myself done, the activity of the United States people in pushing their goods. I know for a fact, from personal experience in a London engineering trade, that we cannot compete with the States in many classes of machine tools, for the simple reason that we have not the right sort of plant, and secondly, that our men are not so skilful in this respect as the U. S. man. In the States they can make a micrometer to gauge the most minute part of an inch ; our men, on the contrary, work from a 3 foot rule, and think 1-16th of an inch near enough. We actually have to buy machinery from the States. They invest their money in their own industries ; we send our cash to South America, or sink it in gold mines in South Africa, in fact anywhere rather than in our own country. Of course by this means we starve the traders and turn out inferior work. Judging from the tone of public opinion here, there is no hope that preference will be given to Canadian imports. The working classes are not so keen in themselves about the dogmas of Free Trade ; but the press would "make" for any government to propose such a thing. It is not as if we had only one dependency. If we granted your exporters preferential duties, Australians and other Colonists would demand the same rights. We should have to go in for protection pure and simple, if we were hedged on one point. But I don't think we shall budge at all, judging from opinion to day. We depend for our food on foreign countries, and, so far, are at their mercy. Besides, Canadian manufacturers would nevet agree to give English makers preference. That settles the question. The U. S. government will not probably agree to a "commercial union," because it would simply be strengthening what they regard as an enemy. Canada,—strong commercially and financially—would be a standing menance to the United States if England had trouble with her. It suits Washington to retard Canadian progress, until the Dominion will be compelled to agree to political union. That is the view taken by thoughtful people here, and in high quarters, too. It is not a cheering prospect, and the consequences are difficult to foresee. There would be a great commotion here if it were agreed to give up Canada, however delicately framed the proposal might be.

BIG WORK IN A BIG WORKSHOP.

The E. & C. Gurney Works, here, opened up in full blast on Saturday with 110 moulders on, after being closed down a short time for stock-taking. They are already at work upon their John Bull Steel Plate ranges and Countess Base Burners, the enormous demand for which last fall ran them short of stock. They are very busy as well in their hot-water boiler and radiator departments, having begun operations in these lines a month earlier than ever before. Last year's experience taught them the necessity of beginning thus early in order to keep pace with the expansion of their trade. The new Rugby steam and hot-water radiator is a very handsome one ; instead of the cumbersome effect inseparable from some designs, there is a marked gracefulness in the structure and smoothness in the finish of the Rugby that must make it a favorite. Rugby radiators are being put in the beautiful office the C.P.R. is fitting up on the corner of King and Yonge streets in this city. Among many other special contracts the E. & C. Gurney have now in hand is one for heating Brandon City Hall and Hospital. Two boilers are being made for this contract, one of them the largest ever turned out of a Canadian shop, sending heat through 20,000 feet of inch pipe very novel in construction, and just patented on Saturday last. A cut and description of it will probably appear in the next issue of HARDWARE. Three carloads of radiators go to heat the Brandon public buildings mentioned above.

The C. P. R. Co. has decided to make Windsor its chief shipping point to Chicago, preceding and during the World's Fair. Contracts have been let for building docks along Windsor's front, extending over a quarter of a mile in length, and all freight coming over its Canadian branches and other adjacent connections will be unloaded at Windsor and reloaded on the company's steamers for Chicago. Steamers owned by the company which have hitherto operated on Lakes Huron and Superior will be transferred to the route between Windsor and Chicago. Passengers as well as freight will also be changed at Windsor. The company expects to secure a large portion of the traffic to Chicago. Work on the docks at Windsor will be begun as soon as weather permits.

Toronto Plate Glass Importing Co'y

GLASS IMPORTERS,

BEVELLERS AND MIRROR MANUFACTURERS.

Highest Award, Toronto, '87.



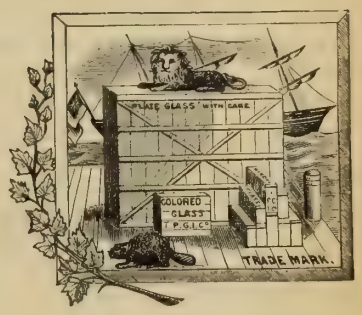
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WRITE US FOR

"Pilkington Bros."

"St. Helens,"

"Lancashire."



WINDOW GLASS.

To import

4th and 3rds qualities

16 oz., 21oz., and 26 oz.

In 100 and 200 feet boxes.

Place your orders with us (while prices are reascnable) for next spring and summer deliveries.

BRITISH SHEET GLASS
P.B.

PICTURE GLASS.

Specially light in color, superior in quality to any other and is quite flat.

To import or from Stock, 4ths and 3rds qualities, 16 oz. and 21 oz. thick.

In 100 and 200 feet boxes.

The above words and brand are on every box of Window Glass made by them. None is genuine without this Trade Mark. We warn our friends and others against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT. It is freer from streaks, scratches and blisters, and also is perfectly flat.

Satisfy yourself by ordering one box as sample. Address—

55 and 57 Victoria Street, Toronto.

Telephone 1519.

Cable Address, "Plate"

THE MOLOCH OF MODERN BUSINESS.

It was once a custom to offer sacrifices to Moloch. The offerings to this gentleman were not of jewelry, vegetables or cash, but of human lives, served up on a hot coal or in a bloody basket. The altar of this man-eater was a shamble, in which the patriarch and the babe, the rich and the poor, the wise man and the fool, went into ashes and mincemeat without fear of a coroner's jury. We are fortunately living in better times. The butcher's shop is closed, and Moloch is out of business. The modern man is no longer served on a gridiron or a plate to a cannibal god. We are, however, doing some occasional whittling on the old block. In a refined and conventional fashion we are offering sacrifices of time, health and mentality to a modern Moloch. This last and improved edition of the man-eater is Overwork. We live in a rapid age. The clock is too slow and the days too short. We spread a mile of life on a yard of time, and by burning the business candle at both ends the light goes out in the middle instead of at the bottom. Business is a race-horse seldom in the paddock, but mostly on the track. Everything moves under the spur and whip. No nation in the world is covering ground as quick, and in no other can we find such a list of over-worked, exhausted and disabled men. This fact has been overlooked. In the totals of progress we have forgotten the invoices of human life. The commercial and industrial structure is immense and magnificent. We spread printer's ink in statistical Te Deums, and are patriotically proud of our national supremacy. But under the superstructure is a catacomb, and on the back page of business statistics an extended list of lunatics and invalids and a growing pile of undertakers' bills. Attention has frequently been called to this fact by physicians and publicists, but the underground railway to asylums and cemeteries is still running on time and paying dividends.

In the modern conditions of business, it seems to be necessary for some men to be sacrificed for the rest. They are pivotal in their different vocations. When the kingpin is missing the wagon stops. Such men labor beyond the limits of reason and the endurance of nature. Life is a file of invoices. Rest is simply an anxious man sandwiched for a few hours between two sheets, with broken nerves, delinquent health and spells of sleeplessness and nightmare. Artificial remedies are resorted to, in order to postpone the usual catastrophe. Opiates, capsules and stimulants are used to stop the cracks in a leaky ship, with the usual finale, in a heavy cargo and a dead captain. There may be an excuse, but there is no disguise for this fact. It is deplorably common. Overwork is becoming a public enemy. When business men are conscious of its encroachments on their vitality, they should wisely call a halt, not forgetting that even in this age of cupidity a bank account and a big business is no offset to premature exhaustion, a soft brain and a short life.—Age of Steel.

COMPETITION SELF-DESTRUCTIVE.

Competition is war. It may be war to the knife, fierce and deadly ; it may be a contest with foils and masks, or padded gloves. At times it is waged at every point relentlessly ; again it is confined to a single phase of contact ; but, however conducted, in its essence, it is war ; and when carried to its extreme conclusion it means financial ruin to one or the other of the contestants. In the present industrial strife, a universal competitive warfare exists. A new and exaggerated impulse has been given to the violence of competition. Men rush to and fro in the market-places, and the world is distracted by their contests ; the fallen are found on every side. Is this persistent warfare a blessing or a curse? Is competition as it now presents itself a force to be encouraged and developed, or to be put in harness and controlled?

The history of the English common law shows that fundamental changes in its principles and rules have been introduced from time to time to meet the requirements of advancing civilization. Such progress has been cautious and slow. But revolutions—have done the work. As an example : The practices of "engrossing" (buying up large quantities of grain with intent to sell again), "forestalling" (buying or contracting for food on its way to market), "regrating" (buying grain or other food and shlling it at, or within four miles, of the same market, so as to raise the price), were made the subject of a penal statute in the year 1552. But in 1845 it became obvious that the ancient theories would no longer answer, and the statute was repealed. The law was reserved to meet the enlarging demands of the commercial public.

The repeal of restrictive laws and the substitution of absolute freedom in business methods—leaving producers and dealers to fix their prices as they could, subject to unrestricted competition—was a revolution indeed. As the power of competition was perceived by economists and statesmen, it was adopted as the panacea for all industrial evils. It was clearly adequate to the control of wages ; for the supply of labor had generally exceeded the demand, and by the introduction of labor-saving machinery was constantly increased. The production of goods at a heavy profit immediately led to the establishment of numerous rival manufactories. It could even control the price of food, by importation from countries having a surplus. Competition was welcomed as the world's deliverer. That it was sure to keep prices down was a sufficient argument; that it was equally sure, in the end, to breed industrial calamity by forcing prices too low, was not perceived ; the few who foretold the danger were ridiculed.

The 19th century has been dominated by this idea ; interference with absolute freedom in competition has been frowned upon and condemned. Laws have again and again been devised to prevent the least amelioration of competitive conditions.

It seems probable that if Adam Smith were to live again, to-day, he would be quite surprised at the result of some of the theories which he took a prominent part in formulating. We have become accustomed to the organization of labor everywhere. The price of labor is no longer a market-price, established by competition, in which every applicant for work is let alone to make his bargain with his employer ; it is controlled by a vast network of trades unions. All manner of manual workmen who regard themselves as skilled laborers have combined against their employers, and the world, to minimize the effects of competition. Every year discloses progress in this direction.

Manufacturers of every kind are found agreeing among themselves to control the constant tendency to depress prices below a just remuneration for inbested capital and skill.

So with coal exchanges, insurance companies, millers, miners, railways, and a host of other industries, not excluding the farmers. Unquestionably such combinations afford opportunity for great economies in the process of manufacture and distribution by means of which prices to the consumer have again and again been materially reduced. The saving of waste is a factor of great importance.

Unrestricted competition, as an economic principle, is too destructive to be permitted to exist; it has been pushed away from every industrial calling. Would it not be well for Congress, state Legislatures and courts to cease their futile attempts to maintain unqualified freedom of competition, and recognize the right of every industry to combine, under proper supervision, and to make agreements for the maintenance of just and reasonable prices, and the prevention of the enormous wastage consequent upon the warlike conditions of destructive competition? —Aldace F. Walker in the Forum of December.

TORONTO BOARD OF TRADE.

The following are the officers elected at the annual meeting of the Toronto Board of Trade :

President—Mr. H. N. Baird.

Vice-President—Mr. Hugh Blain.

Second Vice-President—Mr. S. F. McKinnon.

Council, in order of vote—Messrs. Wm. Christie, D. R. Wilkie, W. R. Brock, W. D. Matthews, Warring Kennedy, A. A. Allan, Geo. H. Bertram, G. M. Bosworth, A. B. Lee, B. Cumberland, John Donogh, W. B. Hamilton, B. W. Elliot, S. Caldecott, John Earls.

Board of Arbitration—Messrs. Geo. A. Chapman, J. H. G. Hagarty, W. Galbraith, Jos. Oliver, J. D. Laidlaw, B. J. Stark, R. S. Baird, T. Flynn, Chas. Pearson, Thomas McLaughlin, S. Crane, Wm. Spink.

Harbour Commission—Messrs. J. T. Matthews, A. M. Smith.

Industrial Exhibition — Messrs. James Carruthers, W. B. Hamilton, W. C. Matthews,



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For the VENTILATION of

Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Upon application we will furnish a Blue-Print sketch showing detail and uses of the STAR * VENTILATOR.

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KANSAS CITY

IT IS A FACT.

Good goods command a market and increase trade.

MANDER'S VARNISHES

are of renowned quality.

Apply to the Agents:

Walter H. Cottingham & Co., Montreal.

Patent Automatic Knife

Nothing better made.



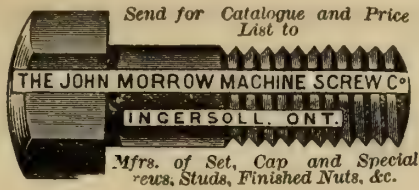
Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
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Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
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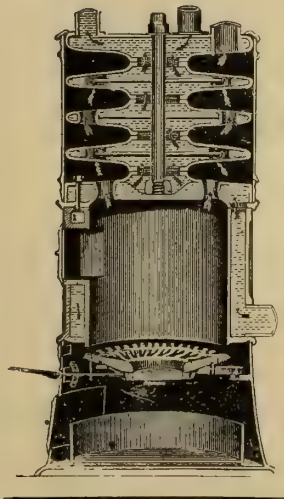
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TORONTO.

Send to us for Revised Prices,

MILK CAN TRIMMINGS

Broad Hoop and Iron-Clad Pattern,
Creamery Cans and Fixtures,
Jersey Creamery Guages,
Dairy Pails and Pail Bottoms.

Tinned Iron for Above, All Guages.



-THE-

"Acme"

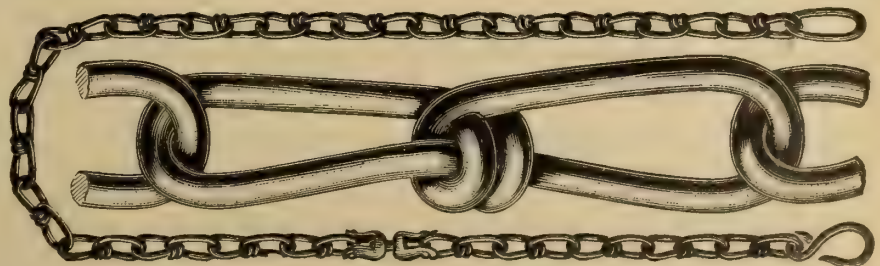
HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
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TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



TEMPERED STEEL WIRE TRACE CHAINS



LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full line of Cow-Ties, Tie-out, Dog and Halter, Coil Chains, &c. If you have not yet tried these chains send for samples and prices.

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

PRICE LIST OF STEEL WIRE NAILS, ADOPTED JANUARY 8TH, 1992, (CANCELLING ALL PREVIOUS LISTS.)

GENERAL WIRE NAIL LIST. ADOPTED 8TH JANUARY, 1892. Subject to Change Without Notice.

SIZE.		LIST	SIZE.		LIST	SIZE.		LIST
In.	No.	Cts.	In	No.	Cts.	In.	No.	Cts.
1	19	60		8	25		6	20
	20	80		9	25		7	20
4	21	95		10	25		8	20
				11	25		9	20
				12	25		10	20
			7	13	25	1	11	20
3	18	45	8	14	25	4	12	20
8	19	70		15	27		13	20
	20	65		16	27		14	22
	21	75		17	30		15	20
				18	30		16	23
							17	25
	14	35						
	15	35						
1	16	35						
2	17	40					6	20
	18	40		7	24		7	20
	19	45		8	24		8	20
	20	55		9	24		9	20
			1	10	24	3	10	20
				11	24	8	11	20
				12	25		12	20
	12	30		13	25		13	20
	13	30		14	25		14	22
	14	30		15	25		15	22
	15	30		16	24		16	23
5	16	35		17	27		17	25
8	17	35		18	28			
	18	35						
	19	40						
	20	45					4	19
							5	19
				7	24		6	19
				8	24		7	19
	10	25		9	24		8	19
	11	25		10	24		9	19
3	12	25	1	11	24	1	10	19
	13	25	8	12	24	2	11	19
4	14	25		13	24		12	19
	15	30		14	24		13	19
	16	30		15	24		14	17
	17	32		16	26		15	21
	18	32		17	27		16	24
	19	35		18	28		17	25

Sizes in BOLD-FACED Type are STANDARD and kept in stock. Sizes in LIGHT-FACED Type are SPECIAL and made to order.

Sizes in BOLD-FACED Type are STANDARD and kept in stock.

SIZE.		LIST	SIZE.		LIST	SIZE.		LIST
In.	No.	Cts.	In.	No.	Cts.	In.	No.	Cts.
	4	17		3	15		3	14
	5	17		4	15		4	14
	6	17		5	15		5	14
	7	17		6	15	3 1/2	6	14
	8	17	2 1/2	7	15		7	14
3/4	9	17		8	15		8	13
	10	18		9	15		9	14
	11	18		10	16		10	15
	12	18		11	14		11	15
	13	16		12	17			
	14	20		13	19		3	14
	15	23					4	14
				3	15		5	14
				4	15		6	14
				5	15	4	7	13
	3	16		6	15		8	13
	4	16	2 3/4	7	15		9	15
	5	16		8	15		10	15
	6	16		9	15		11	15
	7	16		10	15			
2	8	16		11	13		3	14
	9	16		12	15		4	14
	10	17		13	18		5	14
	11	17				4 1/2	6	13
	12	15		3	14		7	14
	13	18		4	14		8	14
	14	20		5	14		9	15
				6	14			
			3	7	14		3	14
				8	14		4	14
				9	13	5	5	12
				10	13		6	14
	3	16		11	15		7	14
	4	16		12	18		8	14
	5	16						
	6	16		3	14		3	14
2 1/4	7	16		4	14		4	12
	8	16		5	14	5 1/2	5	14
	9	16	3 1/4	6	14		6	14
	10	17		7	14			
	11	17		8	14		3	12
	12	15		9	13	6-6 1/2	4	14
	13	20		10	14		5	14
	14	22		11	15	7-7 1/2	6	14

Sizes in BOLD-FACED Type are STANDARD and kept in stock. Sizes in LIGHT-FACED Type are SPECIAL and made to order.

IN 100 LB. PACKAGES ONLY. FOR EXTRAS SEE FOLLOWING PAGE.

Sizes in LIGHT-FACED Type are SPECIAL and made to order.

EXTRAS, NET.

	Per lb. Extra.
For Barbed Nails,	1c.
" Special Heads,	1
" Special Points,	1
" Nails combining all three above specialties,	3
Packing in 50 lb. packages,	1
" 25 "	1
Packing in less than 25 lb. packages,	1
" 1 lb. papers,	1
Clinch Nails have special points and are charged,	1
Slating Nails have special heads and are charged,	1
Casing Nails have special heads and are charged,	1

	Per lb. Extra.
Finishing Nails have special heads and are charged,	1c.
Moulding Nails have special heads and are charged,	1
Flooring Nails have special heads and are charged,	1
Car Nails have special heads and are barbed,	1
Roofing Nails have special heads and are barbed,	1
Barrel Nails have special heads and are barbed,	1
Sash Pins or Headless Nails,	1
Hinge Nails have special heads, points and are barbed,	3

DELIVERIES: F.O.B., Toronto Hamilton, Gananoque and Montreal.

THE APPRENTICE SYSTEM.

The English people, says a contemporary, are intensely conservative in their views, and are in the habit of sticking to their old customs and traditions with as much tenacity as an ivy plant does to a church ruin; it is not to be wondered, therefore, that the shadow of the passing of the apprenticeship system, a practice handed down from a time beyond which the memory of man goeth not, should awaken comment. While we may be inclined to indulge in occasional pleasantry at the old-fashioned ways of our cousins over the water, there is no denying the fact that a system which assures to a boy a thorough training under wholesome influences during the years when he is most susceptible to good or evil ascendencies, is one which it would be almost a national misfortune to see swept away. It is an acknowledged fact the world over that men who have faithfully served out their terms of apprenticeship under the English system are almost without exception competent workers, whether as handicraftsmen or as tradesmen. Having learned thoroughly a certain trade, they are content to devote their lives to it, and so the knowledge acquired during the long term of apprenticeship serves as a foundation, we may say, upon which their industrial lives are built.

Goods conveniently located save time, money and temper in showing.

TRADE CHAT

I. Anderson, J. Anderson, C. Smith, W. C. Matthews and E. Barr, of Toronto, have received incorporation as the Anderson Trading Company with a capital stock of $12,000.

The six Hamilton foundrymen interested in the trouble with the moulders will not start work until about the middle of February. This will give the moulders plenty of time to consider the matter.

About 6 o'clock on Monday, the firemen were called to extinguish a blaze in the hardware store of M & J. L. Vokes, at the corner of Yonge and Adelaide streets, Toronto. It was started by the fumes of benzine coming in contact with a light. Damage about $50.

A cast-iron 18-inch pulley went to flinders at the electric light station, West Toronto Junction, the other night, while at full speed. The fragments were hurled in all directions, one striking a door and forcing it partly from its hinges. The walls and flooring were also injured. A paper wheel has been substituted.

The Eclipse Lawn Mower Sharpener is an implement that ought to find sale in this country. It is manufactured by the Eclipse Novelty Company, Rockford, Ill., and the Canadian agent is John G. Beath, Rockford, Ill. A cut and full description will be given in an early issue of HARDWARE. The manufacturers are open to make arrangements for business in Canada.

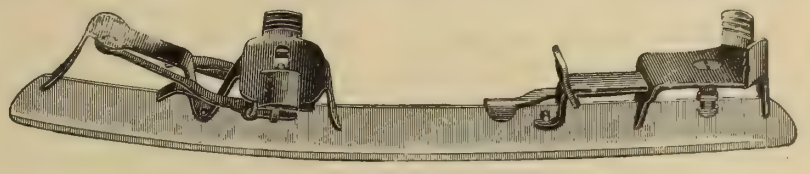
Mr. J. N. Howard, hardware merchant, Exeter, Ont., has sold his stock of hardware and tinware to Messrs. Cobbledick & Folland. Mr. Folland has taken charge of the business. He is a practical hardware man and a tinsmith who has made a good reputation for himself through the country. He has a kind and obliging manner, which will be valuable to him in building up a large and profitable business.

An Order-in-Council has been passed placing wire of brass No. 13 and 14 gauge, flattened and corrugated, used in connection with the machine known as the wire grip machine for the manufacture of boots, shoes and leather belting, when imported by manufacturers of such articles to be used for these purposes only in their own factories, on the free list till the end of next session of Parliament.

The Canadian Paint Co., (limited), with a total capital stock of $25,000, with headquarters at the city of Montreal, with places of business elsewhere in the Dominion of Canada, has applied for letters of incorporation. The purposes for which incorporation is sought are: Dealing in, mining, smelting, and manufacture of lead and other metals; dealing in, and manufacture of paints, colors, chemicals, varnishes, oils, and of painters' and decorators' supplies and materials.

Here it is again---FORBES' NEW PATENT,

ACHIEVED! ACHIEVED! ACHIEVED!!



Write for Price Lists, Discounts, Circulars.

The Forbes Manufacturing Co., Halifax, N. S.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion—No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

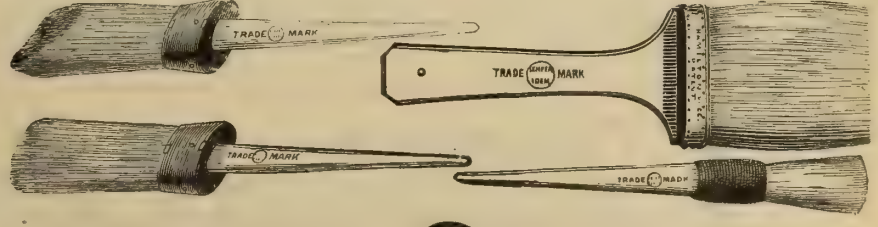
For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers.

Toronto and Winnipeg.

PAINTERS' BRUSHES,



TRADE SEMPER IDEM MARK

We manufacture the **Best Brushes** only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above Trade Mark. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street West, Toronto.

HAMILTON & CO.,

96 Clerkenwell Road, London, England

MARKETS

MONTREAL MARKETS.

MONTREAL, Jan. 29, 1892.

The week has not developed any marked change in prices or business so that there is little that is interesting to note. Metals generally are dull, jobbers anticipate a fair business. In general hardware and in chemicals, oils, etc., it is yet to early to expect much in the way of business.

PIG IRON.

The week shows little or no change in pig iron, and business remains in the same dull rut. In fact the only sales of pig on spot that we have heard of in the past three weeks has been 100 tons Carnbroe at $20, and 100 tons Summerlee at $22; 200 tons is certainly not a large turnover for three weeks and illustrate the dullness of the market. Foreign advices also do not tend to induce any great activity in buying either on spot or for delivery next spring. Few changes in prices of makers brands are noted, but the demand is still flat. The warrant market has shown pronounced change within the past few days. It was steady enough until a day ago under the supporting power of the London syndicate, but on Monday warrants dropped to 46s. 9d. and Tuesday to 43s. 3d. and the presumption for this sharp decline is that the London syndicate are beginning to become discouraged by the continued unsatisfactory consumptive demand for pig iron. We quote spot prices unchanged at $22 for Summerlee and equal brands and $20 to $20.50 for Eglinton and Carnbroe.

BAR IRON, ETC.

The market for bar iron is firm as to value, but business continues slow. We quote values firm at $2 in round lots from makers hands, and $2.10 in a jobbing way. It now transpires that the agreement between the makers regarding a uniform price has not been closed yet. The difficulty consists it appears in some uncertainty regarding two dealers here, who, although not at present making bar iron, might go into it if the price was advanced. Each maker, therefore, is still a free agent.

TIN PLATES.

There is no change in tin plates which remain quiet and unchanged as far as the spot market is concerned, on the basis of $3.60 to $3.75 for cokes and $4.25 to $4 50. Negotiations on account of spring supplies have been discontinued and nothing has transpired since the business noted a fortnight ago. The tendency of values at primary markets is firmer now advancing from 3 to 6d. a box, and this has no doubt checked the demand. The business referred to already was on the basis of 12s. f.o.b., prompt cash but now quotations are 12s. 9d. f.o.b., spring delivery.

TERNE PLATE.

The demand for terne plate is still conspicuous by its absence, and we quote prices easier at $7.50 to $7.75 to $8.00 according to grade.

CANADA PLATES.

There is only a small jobbing trade in Canada plates at $2.65 to $2.75.

COPPER, TIN, ETC.

Copper is dull and easy locally, and prices are more or less nominal in the absence of demand. We quote values easy at 12 to 13c. Pig lead is quoted as low as $3.40, and zinc sheets could be moved at $6.25.

SCRAP IRON.

There is a fair business doing in scrap, and although receipts are fair, there is no great accumulation. We quote values steady, $15 to $16 for wrought and $13 to $17 per ton for cast according to quality.

NAILS

The nail market is firm, but quiet on the advanced basis. Travellers are now out, but buyers do not seem to be taking hold freely yet. We quote the $2.45 basis.

IRON AND STEEL WIRE NAILS.

	Ordinary per keg.	Finishing per keg.
2d	$6.00	$6.25
3d	5.00	5.25
4d	4.25	4.50
5d	4.00	4.25
6d & 7d	3.75	4.00
8d	3.50	3.75
9d, 10, 12d, 16d, 20d, 30d	3.25	3.50
40d, 50d, 60d	3.00	3.25

GENERAL HARDWARE.

The houses report a fair movement of business, and in most lines the reports are that supplies in retailers hands are not by any means large. Payments are fair on the whole, although some firms are complaining.

CHEMICALS

The chemical market is passing through its dull season at present, and there is little doing either as yet in the matter of spring delivery.

OILS.

Oils have a small movement at former prices in a jobbing way.

GLASS.

Stocks of glass are not excessive, while business has been of a fairly steady character. Prices accordingly are steady at $1.35 to 1.40.

NAVAL STORES.

There is practically nothing doing in naval stores. We quote: Turpentine, 55 to 56c; rosin, $2 to $4.25, as to brand; coal tar, $4 to $4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

CEMENT AND FIRE BRICK.

Stocks of cement are heavy, but none are moving on spot at present. Firebricks are steady. We quote:—Belgian cement, $2.30 to $2.43; Newcastle, $2.40 to $2.50; London, $2.40 to $2.55; firebricks, $18 to $24 per 1,000

PETROLEUM.

There is a fair demand for American petroleum, but cutting by Canadian refiners is unsettling the market. Car lots of the domestic can be moved at 13c. spot. We quote: Canadian, 11c. at Petrolia, 13¼ to 13½c. in car lots at Montreal, and 15c. for single casks. American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Jan. 29, 1892.

HARDWARE.

Business for current requirements expands slowly. A lighter demand in the country is evidently experienced, or sorting orders would call for more stock than they do. For forward shipment, chiefly for March and April delivery, a satisfactory business is being done by the travellers, and some nice orders have been received on account of this class of trade. The anticipation of a brisk spring business is plainly quite general, as no other motive for orders placed thus early can be discovered, the idea of prices ruling in favor of buyers not being especially probable after the formation of combines on several articles of stock. The prices of some classes of United States planes are easier as noted in Prices Current, competition among manufacturers being the probable cause. Plumbs and levels are also lower. Upon wrought spikes the discount has shrunk from 25 to 20 per cent., thus raising the price 5 per cent. Horse shoes have advanced, and horse nails are changed slightly, though there appears to be still some indecision in quotations. The above are the chief changes. Trade has been limited to shelf hardware and spring lines for the most part. Money comes in more freely.

Milk Can Trimmings.

Creamery and Delivery Can Trimmings.



We can supply everything required in all styles, also body stock for cans and cheese vats.

Milk, Delivery and Creamery Cans made up.

Try our Creamery Can Guage, it is the best made.

THE McCLARY MFG. CO.,

London, Toronto, Montreal, and Winnipeg.



MARKETS—Continued.

METALS

The market begins to emerge from the dormant state into which it fell during the earlier half of the winter, and inquiries and actual transactions are commencing to cheer the spirits of those who deal in this class of merchandise. Metals have not made much progress anywhere, but they are plainly coming into request for immediate or near future use. The metal workers, machinists, etc., are looking out for supplies, now that the stock-taking month draws to its close. There is a very good outlook ahead of those who carry stock bought when the market was low.

IRON AND STEEL—Pig iron is coming into demand, not by any means rapidly but quite surely there is abundant reason to believe. Foundries are resuming operations, most of them being quiet always throughout January. They appear to have a good scope of trade prospects to work upon, and are evidently going in to make their output suffice for a good strong demand. This course seems warranted by the fact that the bulk of the earnings of 1891 are yet unspent, which gives support to the opinion that the demand which shall open in the spring may be depended on to be both steady and capacious. One concern here received 400 tons of Scotch pig this week, and orders it is understood have been placed for smaller lots at steady prices. A sale of 50 tons of Siemens iron is reported at $22 for No. 1, and $21.50 for No. 2.

The price of bar iron is evidently no longer upheld by union among the manufacturers, who appear to be yet casting about for a basis of agreement to take the place of the temporary one that has just expired. The price quoted now f.o.b. Montreal is $1.95, and $2.10 here. Steel is unchanged.

BRASS—Sheets and rolls are easier, the quotations being 21 to 23c. for 14 to 26 gauge, 23 to 25c. for 27 to 30 gauge, 26 to 28c. for 30 inch and upwards.

COPPER—The New York market has sagged back a bit. Buying has not been induced for manufacturers' supplies by this reaction, and stocks here have not been increased, the speculative interest taken in that market by one or two here not having been followed up. The price is 13 to 13¼c. for Lake Superior and best English selected.

TIN—The tin market outside is devoid of interest and the price has a downward tendency. Locally, the prices are unchanged for ordinary small lots at 23 to 24c. for ingots. For round lots the lower price would be shaded. Strips are in some demand at 24 to 25c.

LEAD—Some lots have been placed for forward delivery, but they are neither large nor numerous. The range is shorter and the price easier at 3⅝c. for domestic pig up to 3⅞c. for imported.

ZINC AND SPELTER—There is but little change in zinc, which is quiet at 6⅝c. for cask lots and 7c. for smaller quantities. The price of spelter is 5¼c. for domestic and 6c. for imported.

ANTIMONY—In sympathy with the English market the price here is easier. A better demand has been heard from, however. Cookson's is 15 to 15½c., while common is 14 to 14½c.

TIN PLATES—In the absence of business prices have remained nominally unchanged here, despite dulness outside. They have now been marked down somewhat, as business has begun on a fairly active scale. Prices are as follows: I C coke, $3.85 to $4; I C charcoal, $4.25 to $4.75; I X charcoal $5.25 to $5.75; I X X charcoal, $6.25 to $6.75; D C charcoal, $4 to $4.50.

TERNE PLATES—Prices continue nominal at $8.25 to $8.50

CANADA PLATES—Are quiet at $1.90 to $3 for Blaina and $3 to $3.10 for Abercarne and Alloway. A shipment of All Bright has been received this week to sell at $3.15 to $3.25.

GALVANIZED SHEET IRON—Increased activity is to be noted in the trade in this metal. Prices are steady at 5 to 5¼c. for 28 gauge and 4¾ to 5c. for 26 gauge.

NAILS—There has not been much selling done this week, no unsettling factor being at work to cause any special interest. The basis remains at $2.30 for iron cut, $2.40 for steel, and the discount for wire is 75 per cent. (which was misprinted last week 70) off the new list.

HORSE SHOES—The price has been advanced as the result of a combine among the manufacturers, to $3.50 in Montreal and $3.70 here.

HORSE NAILS—Are still somewhat unsettled; the latest discount quoted is 60 and 10 off the list.

CORDAGE—is quoted on the basis that has held for some time, that is, 12¼c. for Manilla and 9¼c. for Sisal.

PAINTS, OILS AND COLORS

Some houses have started their travellers on the road, and report encouraging returns in the form of orders for spring delivery. Sales on present account are exceptional and small. No developments in prices have taken place. Those holding in the staple lines are: 5¼ to 5½c. for white lead; 57 to 58c. for raw linseed oil, and 60 to 61c. for boiled; 54 to 55c. for turpentine.

PETROLEUM.

The sales this week show some falling-off from the volume of business done last week. Prices are stationary at the former quotations.

The Petrolia Advertiser reports: Petrolia crude $1.29 per bbl., Oil Springs crude $1.29. Quietude yet continues one of the salient features of the crude oil market. Owing to absence of inquiry it is difficult to say just what the exact price is of the raw material, as we notice Oil Springs producers selling their production to the refiner direct instead of on the exchange. This circumstance is worth mentioning, chiefly because it points to the fact that the Oil Springs crude must be mixed about half and half with the Petrolia product to make a good distillate. This being the case it means that a premium ought to be paid for Oil Springs oil. The great danger is if refiners buy direct from the larger producer and quietly give them a premium the legitimate price of oil is gone, and we will be working back into the same old groves of buying and selling that we had here years ago, when one of the largest producers here of crude oil dictated his own terms to the refiners and was getting one dollar and fifty cents for his oil when the small producer was only getting eighty-five cents. The market for refined oil has been about the same as crude, devoid of features of interest, prices remain about the same, 11½ to 12c.

GLASS.

The glass market is quiet. The ordinary small orders come in quite freely, but no big business is reported. The price begins at $1.40. No feature of interest is to be noted.

OLD MATERIAL.

The demand from the foundries has not materially increased, and the outward movement of this class of goods is slow. Nevertheless prices remain firm, and considerable business is being done in other ways. Prices are as follows:—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9 1-2 to 10c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5¾c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2 to 2¼c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES—Green continue to be quoted at 4½c. for No. 1 cows'. Cured are rather

MILK CAN TRIMMINGS.



Send for Revised Price List.

Broad Hoop Pattern.

Ironclad Pattern.

Improved Handles.

THOS. DAVIDSON & CO., Montreal.

SAMPLE ROOMS: 54 Wellington St. E., Toronto.

MARKETS—Continued.

quiet at 5c., an occasional car being disposed of at that figure.

SKINS—are quiet and unchanged at $1 to $1.05.

TALLOW—Rough is 2c., refined 5½ to 5¾c., with the ordinary movement maintained.

WOOL—Sellers are offering more freely as there seems but little chance of a higher price than 19c. being realized for fleeces.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
StoveGross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Jan, 28, 1892.

The Thomas Iron Company, whose pig iron stands second to none in the esteem of Eastern consumers, have reduced their prices 50c. per ton, or to $17.50 for No. 1 X foundry and $16.50 for No. 2 X foundry. This change was voluntary on the part of the Company and in keeping with its policy of treating customers liberally. The fact remains, however, that the relatively lower prices of other brands of iron played some part in bringing about the change, and, at the present rate of production, it is obvious that consumers not only find an ample supply to draw upon, but occasional bargains where quality is not too closely scrutenized. In short, there are abundant evidences that the supply of pig iron adapted for foundry and general mill purposes is sufficient to meet a larger demand than exists at the present time. In other crude materials there have been no decided changes, but the general market has a soft appearance and is evidently in need of support similar to that which the Western interest derived from recent liberal orders for various lines of finished production. On Northern brands of American pig iron the range is $17.00 to $17.50 for No. 1 X foundry, $16 to $16.50 for No. 2 X foundry and $14 to $15 for gray forge. Southern brands are quoted at $16.50 to 17 for No. 1, $15.50 to $16 for No. 2 and $14 to 14.50 for gray forge. Scotch iron is nominally at $22 to $22.50 for Coltness, $21.50 to 21.75 for Summerlee, $20 for Eglinton and $19.50 to 19.75 for Carnbroe. Foreign spiegeleisen remains at about $23 to 24 for 10 to 12 per cent., and $27 to $27.50 for 20 per cent, and 80 per cent. ferromanganese $62 to 62.50 delivered here. Old iron tee rails are slow at $21.00 to $21.50 f. o. b. Jersey City, and wrought scrap is weak, with sales as low as $18.50 f. o. b. cars Jersey City for No. 1. A moderate quantity of old spring steel has been placed at $19 there.

Orders for rails and other forms of heavy steel iron come in slowly as yet, but manufacturers hold to former prices and seem still to be strongly of the opinion that business in this section will become livelier ere long.

COPPER—The copper market remains in a dull and rather depressed condition. Europe sends lower prices instead of any encouragement and the home trade demand drags wearily, so that altogether sellers are left at more or less disadvantage. Lake superior ingot for delivery some time ahead, it is claimed, can be placed at 10.85c., or possibly at a better price, but parcels seeking immediate outlet have been parted with at 10.70 to 10¾c., and the latter prices apparently represent full market value for spot goods at the moment. Casting brands have been sold in a moderate way at 10½c., but for round lots there are no buyers, except at a round concession from that price. In the London market, prices for merchant bars have receded to £44 15. for prompt and £45 5s. for future delivery.

TIN.—Pig tin has been sold in ten-ton lots at as low as 19.60c here, and, according to current report, even lower prices have been accepted from the out-of-town trade. A slight upward turn in values in the London market appears to have checked the local pressure to sell, however, and 19.70c. net cash was paid yesterday for 25 tons or more. Jobbing parcels are a shade firmer at 19⅞ to 20c. Latest London cables quoted Straits tin at £89 17s. 6d. prompt and £90 future delivery.

PIG—Pig lead has undergone no decided change. Smelters make a bold showing of firmness, based apparently upon the Mexican Government imposition of duty on silver lead ores shipped from that quarter, but there is little demand from any class of consumers and bids of over 4.15c. are the exception. Foreign lead can be laid down here at about 4.32½c. and the European markets are weak.

SPELTER—Spelter finds very slow sale, and the market is still weak, although showing no signs of depression from the late Western failure. Sales have been made at 4.60c. which price is apparently the inside for good Western brands.

TIN PLATE—Tin plate is without radical change. A very fair business in light weight cokes and ternes for future delivery has taken place, chiefly at former prices, but in other varieties there is merely a routine movement.

SOLUTION OF A PROBLEM IN HOUSE CONSTRUCTION.

Few houses are now built in cities or in towns supplied with running water, without being furnished with that domestic convenience, the stationary laundry tub. The introduction of water works into the minor cities, and even into many of the larger towns, has created a demand for the stationary tub to take the place of the old-fashioned portable affair, and the multiplication of apartment houses and flats in the larger cities has also been a fruitful source of demand. Until recently the materials used for this purpose have been mainly wood, soapstone and porcelain or crockery. Wood, on account of its cheapness, has been a long way in the lead numerically, but wood presents many serious objections, both sanitary and mechanical. The tendency of wood to shrink and crack—is the occasion of frequent leakage, which is always a nuisance and often an expense, but it is on sanitary grounds that the objection becomes most flagrant. A prominent physician says, "It is no exaggeration to say that to the wooden wash tub is due much in the way of the diseases of our women, and a deal of that which is commonly called 'malaria' is directly attributed to the same source. It is as bad to be poisoned with laundry tub emanations as with sewer gas. The wood will absorb the filthiness of the water, while the soap in the water renders the absorbing power of the wood three fold what it normally is, and the wood will breed its germs and give them forth to become all too apparent to the nostrils, and deadly apparent to the system into which they effect an entrance." The next material in point of demand has been the soap stone. This, while far less objectionable than wood, still presents a surface to which adheres very freely and readily the grease from which the soap is made, carrying with it the matter to eradicate which the clothing is washed. The difficulty of obtaining soap stone, which is suitable for this purpose, makes its use somewhat expensive, while an inferior quality of stone only means an early replacing of your laundry tubs. Porcelain or crockery is doubtless the best in all respects, but they are so costly as to be practically out of the calculation for any except the most expensive houses. For more than twenty years the problem has been to obtain a tub that should combine the requisite qualities with a price which would successfully compete with wood. Slate and marble have been tried but do not appear to have met with any special approval. Experiments have been made with artificial stone and a considerable variety of patented compositions. None of them, however, seem to have been suitable, until some six years ago a tub was produced by what is now the Robinson Stoneware Co., which proved to possess all the qualities of smoothness, cleanliness and durability, at a price actually below the cost of a properly made wooden tub. The material is an artificial stone, made by the careful composition of the best quality of granite crushed to suitable fineness with the highest grade of imported Portland cement obtainable. The company has spent much careful study and many thousand dollars in perfecting its wares, and to-day their trade extends from Maine to California. As it was impossible to patent either the material used or its application to this particular purpose, the success of this company naturally brought up competition, but the only result of this was imitation and not equality. The use of inferior materials by certain incompetent or dishonest men whose business soon killed itself, for a time brought the whole class of goods into a little disrepute, but the maintenance by the Robinson Stoneware Co. of the high standard of their goods ensured them against any injury from such a source, and they are to-day represented in more than 50,000 homes. The tubs are made in moulds which give the inner and outer shape, the moulds being filled by the material in a plastic condition of mortar-like consistency. This is left to harden by the chemical action of the cement for some forty, eight hours, when the material is sufficiently hard to allow handling. The moulds are then removed and the tub is ready for the finishing processes. When these are completed the tub is allowed to stand for at least thirty days before shipping, the large proportion of its strength being attained within that period, though the process of induration continues for many months. The result is a laundry tub without seam or joint, having one, two or three basins or compartments, approximating respectively two, four, and six feet in length, two feet in width and sixteen inches in depth. They are somewhat weighty, but no more so than tubs of any other material suitable for the purpose, and once set up in place are apparently indestructible. These goods are now being handled in Canada by Messrs. Rice, Lewis & Son, Toronto, who will be glad to fill orders for them or to furnish any desirable information in regard to them.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Manufacturers of

ASSOCIATION PURE WHITE LEAD.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

AN ADVERTISING CIRCULATION OF



80,000,000

In the best mediums on the Continent, naturally brings thousands of inquiries and hundreds of orders.

We have inquiries from consumers in your section who want our goods. Why shouldn't you supply them. Ours are nice goods to handle. Every piece sold, sells a dozen.

Jobbers have them in stock.

Sole Makers: **THE EUSTIS MFG. CO.**, 49th St., Bayonne, N.J.

A LONG FELT WANT.

What an interesting work on business vicissitudes could be produced annually by either of the leading commercial agencies in this country if it could afford to devote the time to it. Yet it probably would prove a profitable undertaking, provided the right kind of information were gathered. The annual record of failures is published by both agencies, and one at least prepares later in the year a pamphlet giving a list of the chief causes of mercantile insolvency and the percentage of failures due to each. But what is needed in the work that we have in mind is more detailed information regarding the causes of failures. For instance in the list of "incompetents" as given in the pamphlet mentioned, how many of these unfortunates have owed their business ruin to failure to keep a proper set of books, or to ignorance in buying? And how many of the insolvents who give as a reason for failure bad debts or the credit system, should be properly classed as incompetent dealers? Speculation is alleged as the cause of the downfall of a certain percentage of business men—how many of these, among retail grocers, have suffered from too heavy purchases of "futures" in canned goods and other groceries, or were the speculations of this class of dealers confined to ventures in stocks or "playing horses?" How many business men who fail start in business again, and how many of this number eventu-

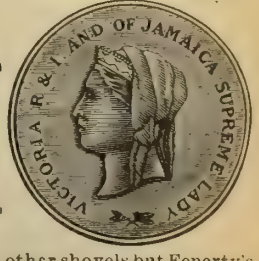
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LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

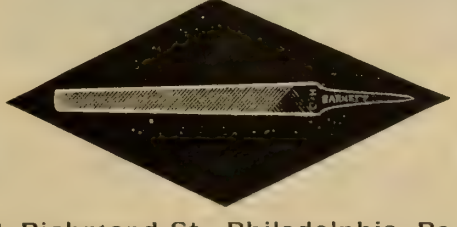
Halifax Shovel Co., Ltd., Halifax, N.S.



DEAR SIRS.—The best testimonial I can give you is the fact I use no other shovels but Fenerty's patent in the gold mines under my charge. They are the most durable and satisfactory I have ever had in a long experience. Yours etc.,

JOHN E. HARDMAN, Mining Engineer, Oldham, N.S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

ally succeed? And how many of this class belong to the retail trade? Do company stores make life a burden for retail merchants in certain sections, or at least does the record of failures in those sections prove that the company is a preventive of success in independent lines? Is the grocery business more hazardous in a pecuniary sense than other branches of the retail trade? Does the percentage of failures in general storekeeping prove that that is a safe or unsafe business for inexperienced men to engage in? These and other conundrums that we have no space for at present await answers. Such a work as we have suggested might yield a good profit to the publishers providing the above questions were answered in its pages.—Merchant's Review.

IT COSTS NOTHING.

There is, perhaps, not a business man, today, who would not be willing to entertain a proposition which contained the offer of some tangible commodity at no cost to himself, and which would bring him a good price when placed upon the market. More particulary would he grasp this opportunity if with the financial gain he secured friends and social standing. If he did not accept such a proposition, bringing such results, we would undoubtedly, at least, term the action most foolish and short-sighted. Notwithstanding this, it seems men will not or can not understand the value of common business courtesy, which can be used unsparingly, and at no cost to themselves, with the assurance of a most liberal return.

Purely as a matter of business policy, aside from the desire to be and to act as a gentleman, which should be the aim of every man, it pays to be careful in the smaller details of our meeting and every day intercourse with our fellow-men.

We are well aware of "the cares that beset the day," and especially the busy day of the average, overworked, rushing, American business man, but in a review of all the trials, which must inevitably go to "make up the sum of living," we can find no justifiable reason for hiding every kindly impulse of our better natures, which would tend to brighten our own and others lives, under a cold, austere and oft-times rude exterior.

In the case of younger men, who are just entering active business life, just in the process of being transposed from the position of a zero to that of the unknown quantity in the equation of men and circumstances, we can excuse, on the ground of ignorance, the lack of common civility which too often occurs in their business relations; but in the case of those who are older and who have had the benefit of long experience in commercial circles, there can be advanced no plausible reason for the oversight, if it may be so termed, which leads to the reception you will many times meet with in our best offices and business places.

A smile and pleasant word cost no more exertion than a frown and a gruff reply, and accomplish much more, or at least the same result, leaving the recipient your friend.

It is just as easy on this busy day of yours to tell the life insurance agent pleasantly, that you have not the time to talk with him, as it is to be unkind. It matters not if it is only an Italian banana peddler, it is well to remember he is a man pushing to the full extent of his ability the vocation, which is to him, in its humble way, what your more exalted position is to you under your more favorable circumstances.

The world has not too much sunshine, and will it not pay you to send out a little in the form of business courtesy when it don't cost you anything and you can not estimate its probable value to others.

The writer a few days ago in conversation with one of the most successful travelling salesmen of his acquaintance, was very much impressed with the account of what he termed the "turning point" in his life. He stated that early in his experience, for some unknown cause, it was his misfortune to meet, in his effort to introduce his line in a certain section, a number of that class of business men (?) who seem to think, that if they do not buy the more ruff, bluff, and "cranky" they can be the higher they can place themselves in their own estimation. With his lack of experience, and consequently inability to place the proper estimate upon such people and actions, he had become about discouraged, when fortunately he met, in the person of an old and very influential business man, a friend who did not know he was extending so great a kindness.

In his own language he says: While he did not buy a thing, his kindness was an inspiration which tided me over the discouraging disappointments and I really think made me a salesman and a success."

Out from that office went that which cost the giver nothing and yet, perhaps, started a successful life.

Did it pay?—Ex.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath ub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Come On

Now is the time to make contracts for your supplies of

SAP PAILS.

We are Headquarters for them.

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

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SEWER PIPE CO.,

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Special attention to Correspondence and Mail Orders. Mention this Journal.

Important!

If you handle Oil Colors in Tubes, you do not yet know the advantages of this branch of your trade unless you buy from

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131 YONGE STREET,

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JOHN WILSON'S

Butcher Knives

and Steels,

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Are the best in the World.

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PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING SANDSTONES, CALCINED PLASTER

Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

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MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is HARDWARE, issued weekly, subscription price $2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH CONTINENTAL **HARDWARE** AMERICAN CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

We are now prepared to book orders for MILK CAN TRIMMINGS, "BROAD HOOP PATTERN," also GREAMERY CANS and FIXTURES with "JERSEY GAUGE," DAIRY PAILS and PAIL BOTTOMS, SAP BUCKETS and SPILES.

We are supplying the best Trimmings in the market, also Tinned Iron for same, in all gauges.

PLEASE WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL,

Business Changes

SALES MADE OR PENDING.

Douglas & Haines, dealers in galvanized iron, Ottawa, have assigned.

J. H. Walker, general merchant, Alma, Ont., has sold out to G. B. Wray.

J. I. Wilson, general merchant, Austin, Man., has sold out to James Dickson.

W. D. Atwell & Co., general merchants, Norman, Ont., have sold out to Monsette & Sethrington.

The stock of E. C. Cubitt, hardware, Sarnia, valued at $6,600, was to be sold by Suckling & Co. on Jan. 29.

PARTNERSHIPS FORMED AND DISSOLVED.

Clark, Kerr & Thorne, hardware merchants, St. John, N.B., have been succeeded by Burpee, Thorne & Co.

Austin & Bochler, manufacturers of tinware, Toronto, have dissolved partnership, F. X. Bochler continuing the business.

The firm of Robert Thompson & Co., commission merchants, Winnipeg, has been changed to the style of Thompson & Co.

REMOVALS AND DEATHS.

E. H. Morse, general merchant, Leamington, Ont., is removing to Blenheim.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Mrs. D. Rheault, general merchant, Warwick, Que., has assigned.

Wm. Reid, general merchant, Summerside, P.E.I., has assigned.

Peter Campbell, General merchant, Arichet, N.S., is offering to compromise.

George Pearsall, hardware, Toronto is offering his creditors 40 cents on the dollar.

The general stock of the Balmer estate at Gravenhurst is expected to finally work out at 100 cents on the dollar.

John Ewen, plumber, Toronto, has assigned to Isaac Newlands with liabilities of $1,000 and assets nominally $700.

The creditors of Frank Smith, hardware merchant, who assigned last week to Townsend & Stephens, have instructed the assignee to wind up the estate forthwith. The liabilities amount to $4,300 and the assets to about $1,700.

A. W. Crysler, general merchant of Delhi, who assigned to Campbell & May of Toronto, owes $8,000 and his assets are nominally $1,000 less. Up to December last the business was conducted under the firm name of Crysler & Stoddart. When the latter withdrew, the finances were in a crippled condition.

The business of the Barnum Wire and Iron Works Company at Toronto Junction which assigned ten days ago to E. R. C. Clarkson, has passed into the hands of F. Curier, of this city, who will in future carry on the concern. The assets, representing a total of $42,955, were bought in by tender by Mr. Curier at the rate of 40 cents on the dollar.

A WORTHY KINGSTONIAN.

The Kingston merchants who have grown up and prospered in the businesses of their fathers are not numerous, but as a rule they reflect credit on their training and upon the city, as a solid, reliable commercial centre. Amongst the most worthy of these is John Muckleston, senior partner of the firm of J. Muckleston & Co. Away back in the memory of the oldest inhabitant stands out the hardware house of John Watkins, a merchant of probity and a philanthropist, which, in turn, was succeeded by that of S. Muckleston & Co.; immediate predecessors of the present firm, John Muckleston closely succeeding to his father's active interest and leadership. The name stands as a household word in the trade of Eastern Ontario; for forty years, at least, it has honorably graced the old stand on Princess street, now enlarged to meet a heavy volume of trade, wholesale and retail. In these days of competition and expanded cost of production a dollar is not as easily made as a pound once was, and free extension of business in a small city requires courage and aptitude. These qualities Mr. Muckleston and his energetic partner, Mr. George Sears, possess in ample degree. The wholesale trade of Kingston has been of uncommon solidity and good repute, and no house has contributed more than this one to the fair name.

For many years Mr. Muckleston has taken an active lead as member, then as president, of the board of trade, being keen for public enterprise and extension of connections. Thence he gravitated to the city council, and there filled a useful place in advocacy of matters of taste, economy and improvement. His retirement last week was regretted by all classes. Like other leading merchants, chosen for their good sense and ability, he left the board with a sense of relief; it is a wonder so many worthy men can be coaxed to fill the frequently recurring gaps of men who drop out in sheer disgust at the low level to which proceedings dip at times. Mr Muckleston has been a very active worker, as warden, in St. George's cathedral and as treasurer in Ontario diocesan synod. Courteous in opposition, yet firm in opinion, while not practising the arts that win popular favor, he yet has a host of warm friends.—Kingston Whig.

Restore goods to their proper places as soon after using as possible.

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

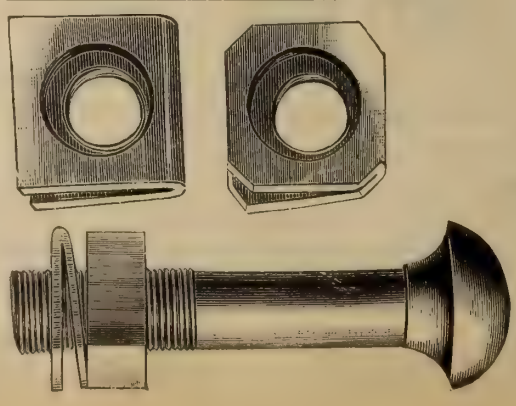
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

OFFICES: 100-102 Reade St., New York, U.S.A.

CAPACITY OF WORKS: 1,200 doz. per day.

K&F

KEARNEY & FOOT CO

WORKS Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

Illustrated Catalogue Price Lists mailed on application.



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You can lose more than we do by not subscribing for this paper

BUSINESS CHANCES.

HARDWARE, TINWARE, AND STOVE BUSI ness in Western Town at a bargain. Stock and Tinner's Tools about $5,000. Correspondence solicited. Address, HARDWARE Office.

FILE BUSINESS CHEAP—SEVEN HUNDRED dollars will purchase all the plant, a large quantity of unfinished stock, office and store outfit; good-will thrown in; present owner not understanding the business. Files, 150 Front street east. Also a lot of new files for sale cheap

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware Specialties, Iron Pipe, Hot Water Boilers and Fittings, etc.

Send for Prices.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

BOLTS



FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

GENERAL STOREKEEPERS WHO DEAL IN GROCERIES SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will keep you informed on all important questions affecting the grocery & allied trades. Its market quotations are full & reliable which alone are worth the Subscription price.

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Subscription $2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN Co, (Ltd) PUBLISHERS.

STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.



"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

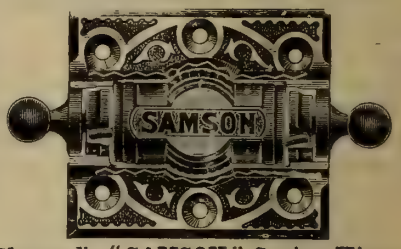
BOOKS, CATALOGUES, PRICE LISTS. Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

THE LATEST AND BEST



Shepard's "SAMSON" Spring Hinge
(Hold-back Pattern) Size 3x3 inches.

The only Hinge with Self-adjusting Gauges for attaching. Highly ornamental, Simple construction, extra strong.

Sole Manufacturers—SHEPARD HARDWARE CO., Buffalo, N.Y.

H. D. SIMMONS, 74 York St., Toronto, Agent for Canada. Telephone 2164.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	22½, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
Bradley M.L.S.		
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 25	8 50
D.C., 12½ x 17	4 50	....
D.X., "	5 75	....
D.X.X. "	....	6 75

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

essemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 25	8 50
I.X. Terne Tin	10 50	10 75
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates.

72x30 up to 24 gauge	6¾	7
26 "	7¼	7½
28 "	7¾	8

Iron and Steel.

	Base	Price.
Common Iron, per 100 lb	$2 25	2 30
Refined " "	2 55	2 65
Horse Shoe " "	2 60	2 65
Band " "	2 65	2 75
Hoop " "	2 65	2 80
Swedish " "	4 00	4 25
Sleigh Shoe Steel	2 50	2 75
Tire Steel	3 00	3 25
Machinery	3 00	3 25
Best Cast Steel, per lb	0 13½	0 14
Russian Sheet "	0 10½	0 12
Tank Plates	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	15

Boiler Plate.

¼ inch	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3½
28 "	3½, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 60 to 62½ p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.
Hodgson's Wrought, 62½ per cent.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6	6½
" ¼ " "	5½	5¾
" 5-16 " "	4¾	5
" ⅜ " "	4⅜	4¾
" 7-16 " "	4¼	4½
" ½ " "	4	4¼
" ⅝ " "		3¼
" ¾ " "	3	1-5
Trace, per doz. pairs	$3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz yards	0 13	0 50
Jack chain, double, per doz yards	0 15	....
Jack chain, brass, single, per doz yards	0 20	1 10

Copper—*Ingot.*

English B.S "	0 14	0 14½
Lake Superior	0 13	0 13½

Bolt or Bar.

Cut lengths, round, ¼ to ⅞ in	$0 22	$0 25
" round & square 1 to 2 in	0 2	0 23

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17	0 18
Untinned, 14 oz, and light, 16 oz. irregular sizes	0 18	0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 28	0 29

Brazers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20	0 22
" 35 to 45 " "	0 19	0 21
" 50 lb and above per lb	0 18	0 20

Boiler & T. K. Pitts.

Plain Tinned, per lb	0 23	
Spun " "	0 27	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 25	0 27
From 20 gauge, up	0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21	0 23
" " 27 to 30 "	0 23	0 25
" " 30 and up	0 26	0 28
Sheets, hand-rolled 2x4 ft	0 23	0 25

Zinc Spelter.

Foreign, per lb	0 05½	0 06
Domestic "	0 05¼	0 05½

Zinc Sheet.

5 cwt casks	0 06⅝	0 06¾
Part casks	0 06¾	0 07

Lead.

Imported Pig, per lb	0 04	0 04¼
Domestic "	0 03¾	0 04
Bar, 1 pound	0 05	0 05½
Sheets, 2½ lbs, per square ft, by roll	5 00	5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75	5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17	0 19
Crown "	0 16	0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 15½	0 16
Other makes "	0 14½	0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb, irons, per lb	5¼	5½
No. 1 Do "	0	5
No. 2 Do "	0	4½
No. 3 Do "	0	4

Prepared Paints.
(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05	$1 10
2nd qualities "	0 85	0 90

Colors in Oil.
(25 lb tins, Standard Quality.)

Venetian Red, per lb	0	05
Chrome Yellow "	0	11
Golden Ochre	0	06
French "	0	05
Marine Black	0	09
" Green	0	09
Chrome "	0	08
French Imperial Green	0	14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per cwt	1	40
" " (J.F.L.S.) " "	2	75
Venetian Red (R.C.2) " "	1	50
Ven. Red, Cookson's "	1 80	1 90
English Oxides " "	3	25
American " "	2	25
Paris Green, per lb		
Burnt Sienna "	0	08½
Burnt Umber "	0	05
do pure	0	08
Drop Black "	0	09
Chrome Yellows "	0	12
" Greens "	0	12
Golden Ochre	0	03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	70
Extra "	1	00
Brown Japan "	0	70
do Turpentine "	0	90
No. 1 Carriage "	1	50
Gold Size Japan "	1	40
Pure Orange Shellac "	2	00
Hard Oil Finish "	1	50

Linseed Oil (in bbls)

Raw, per gal	0 57	0 58
Boiled "	0 60	0 61

Turpentine (in bbls)

Selected Packages, per gal	0 54	0 55

Castor Oil.

Best, per lb	0 10	0 11

Cod Oil.

Cod Oil, per gal		0 48

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 12
Cabinet makers	0 17	0 18
White	0 16	07

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000 ..... $0 25 $1 60

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined each 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled ... 3 60 7 30
Saddlers', " ... 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz. ... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 pe cent.

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz. 5 00 6 00

Bits—*Auger.*

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .... per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis, 70 to 70 and 10 per cent. dis.
Tire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Butts—*Brass.*

Wrought Brass dis. 60 and 10 o 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards " .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent

Drill Bit.

Morse, dis. 30 to 33⅓ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches.				
16 to 25	1.45	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70.		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary

1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass.

Pilkington's ordinary.

1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb. 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 15 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO., London, Ontario.

Write us before you place your orders for

SPRING IMPORTATIONS OF WINDOW GLASS

Our prices will be right and quality of glass and packages A 1. Also Enamelled, Cathedral, and Muffeled Glass in all tints, supplied from stock or Imported direct to customers.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 p. c.

Horse Shoes.

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F. & H. screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Finsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut, American basis, per keg base, price 2 30
Brads & Moulding Nails, 75 per cent. from new list.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15 16
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 50 to 52½ per cent.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 per cent.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 12½ to 15 per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 7 40 10 25
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to 50 p.c.
Iron " " 40 to 45 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla
7-16 in. and larger..	9½ 9¾	12½ 13
¼, 5-16, ⅜ in.....	10 10½	13 13½
3-16 in	10½ 14	
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90
" N P. " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempsbell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston s, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75
Terms—4 months or 3 per cent. cash.

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ⅛ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4⅝
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz 1 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.

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Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
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Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent.
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz.. ..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 14
" Red cap..... ..... 0 12
" Crown..... ..... 0 11
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass and Copper, 15 to 20 per cent. dis. from list, net cash 30 days.
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Tinned Wire for Broom and Mattress Makers' use, 7½ per cent. dis. from List.
Terms—4 months or 3 per cent. cash 30 days.

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart 4¾ 5
" 4 " 4 & 6 " " 4¾ 5
" Plain twist, 2&3 wires 4¾ 5
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" steel staples..... 4¼ 4¾
Terms, 60 days or 2 per cent. in 30 days.
"Lock Barb," 4 point 0 04¾
Ditto Glidden 2 point 0 04¾
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04¾
Steel staples 0 04½ 0 04¾

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 33⅓ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... ... 1 25 2 00

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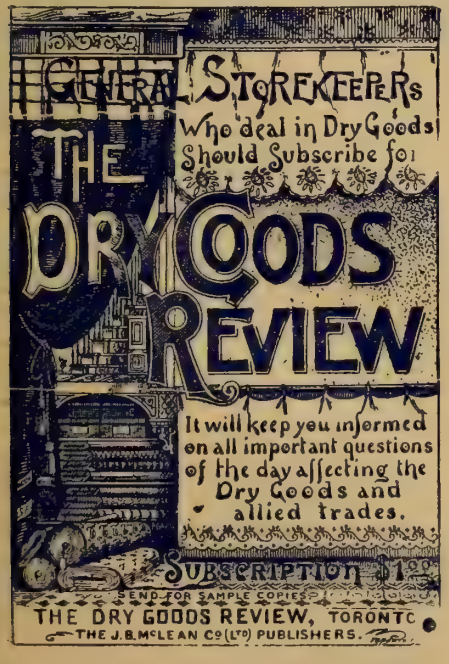
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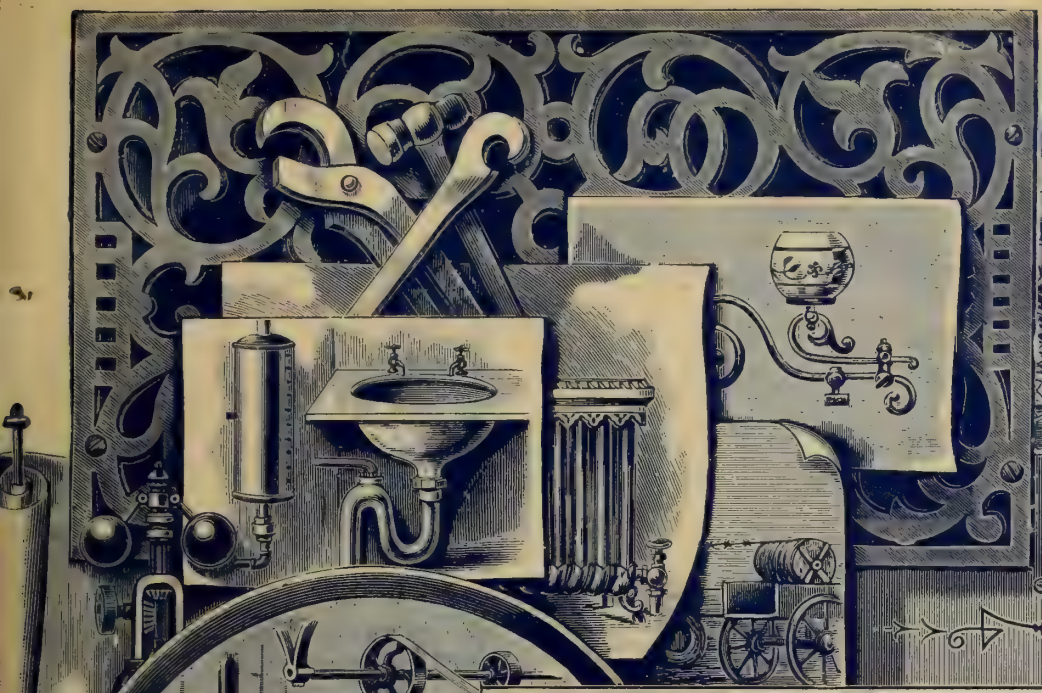
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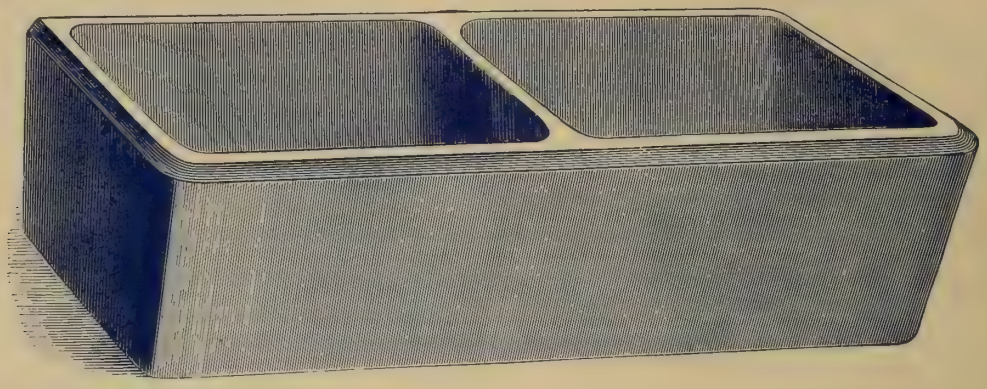
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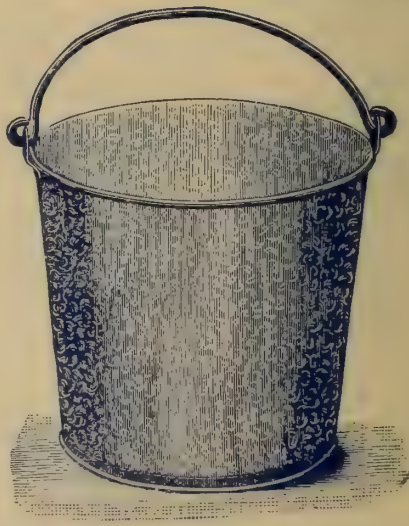
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The rim is in one piece with the body, consequently cannot get knocked off.
They are Galvanized and not lead coated.

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PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, FEBRUARY 6, 1892 No. 6

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St. A. J. Ritchie, Manager.

NEW YORK OFFICE: Room 105, Times Building, Roy V. Somerville, Manager.

A conference of representatives from Boards of Trade in all parts of the British Empire, will be held in London, Eng., in June. Messrs. W. D. Matthews and P. H Burton have been requested to represent the Toronto Board of Trade. They are both good men and well up in their particular departments of trade, grain and dry goods respectively. President Baird should endeavor to get another to go in the interests of the hardware and manufacturing trades. There are two now on the council, Messrs. Lee, of Rice Lewis & Son and Bertram, of Bertram & Co. Objection might be raised in Mr. Bertram's case for he is an opponent of the United Empire trade theory, but he could represent the opponents. Then there is Mr. Samuel, of Samuel, Benjamin & Co., and Mr. Howland, jr., of H. S. Howland & Sons, either of whom are good men for the position.

* * *

The list price of horse shoes, f. o. b. Montreal, is $3.50—not $3.80 as a misprint made it last week. Laid down here, they can hardly be sold with profit below $3.70. Notwithstanding this, jobbers are taking orders at $3.60. They are enabled to fill them at this price because they secured a considerable supply before the combine was formed among the manufacturers, when prices were low and when even the low quotations ruling were very plastic. Retailers in their turn undertook to place orders on the sunny side of the advance and were able to do business at $3.40 to $3.50. The portion of the demand filled up at these easy prices was considerable, and now when higher ones are established, jobbers have less scope to spread the supply over and are ready to give the benefit of their own bargaining. There are some among them who refuse to sell below $3.70, and they are right. A business maxim that might with profit be more generally adopted is: Move up or down with he market. If you have been able to foresee and take advantage of a rise, that is no reason why you should sacrifice any part of the larger margin you are able to command.

* * *

Upon horse nails the manufacturers are now strongly combined. The inside quotation upon which all the wholesale men agree is 60 and 10 per cent. from the list. The list itself is unchanged.

* * *

Cut tacks will no longer be produced in bulk. All sales that have been made for bulk lots have had to be cancelled. Everything now is got up in dozen packages. This is a good idea from the trader's point of view. Bulk goods were bought only by manufacturers, such as furniture men, and their orders were less likely to come the way of the retail hardwareman than if the tacks were all put up in packages.

* * *

Retail dealers should be very particular in the language of their orders or specifications. The wholesale men make it a rule, from which they deviate only in exceptionally mitigating circumstances, to cancel no orders that have once been properly booked.

* * *

The bar iron men do not drift together like liquid globules in close proximity. New concerns are said to be contemplating the manufacture of bar iron, and this gives a check to the negotiations that have been in progress for above two months. They clearly recognize what is undeniable, that is, that the number of manufacturers now in the business are easily capable of taking care of all the wants this country can muster. We have the evidence of this in the fact that one western manufactory does not find sufficient work to keep it busy throughout the year Another evidence of the same fact is that western makers will sell at lower prices in the city of Quebec than they will in Toronto. They must have a sacrifice market, and rather than betray their weakness by giving a good thing now and then to their own customers, they prefer to pay the freight all the way to the eastern cities and give the advantage to only occasional buyers. There is clearly no need for any more makers of bar iron. If those in the business would combine they could probably regulate the production healthfully as well as the profits.

* * *

One benefit is already apparent as a result of the agreement upon wire nails. Houses which stood by fair prices before there was any combine, are now doing a much larger business in wire nails than they did before. The heavy side in these nails before the agreement was adopted, fell to the cutting houses. Now that all are obliged to sell at the same price, the jobber who was tenacious of his margin when things were at sixes and sevens in the matter of prices, now gets his fair share of trade.

* * *

The hardware trade of 1892 starts out under auspices that ought to be very favorable to profits, if combination is a principle that can be depended on to last. The manufacturers of barbed wire, of all descriptions of cordage, of iron and steel cut nails, of wire nails, of horse shoes, of horse nails, of tacks and brads, and, more or less completely, of paints, are now combined, with strong securities adopted to prevent dismemberment. There ought to be little excuse for retail cutting. But the stability of the combines has not yet been well tried. Their effect upon prices has been anticipated in many cases by speculative purchases, and these may suffice to keep the trade stocked until the manufacturers begin to pine for business and wonder why trade does not brighten up. Some little suspense may thus be caused, and the natural dulness of the season will aggravate it. That is what tries the virtue of the parties to a combine, and it is yet to be seen if none of the nail men cannot discover, between the lines of the agreement, some little fissure that will let them out of the strict letter of their obligation to uphold a common price. The compact appeared to be well barricaded last year, but it dissolved as the snows of winter under the gentle influence of spring. Some traders are so cynical that they do not believe that the combination on certain lines will hold out, and they refrain from ordering, under the expectation of what they consider the inevitable break.

BUILDERS' HARDWARE.

In writing something regarding this most important line of goods, it is not the intention to say anything about the class of goods which are to be found in such a building as the Toronto Board of Trade has built, for while it might make interesting reading matter to the trade to have a description of that class of goods given, still it is the object of this article to give something which it is hoped will be of some practical use to the ordinary hardware merchant and also to the general storekeeper. Now there is nothing more essential in business than to be able to answer in a clear, straightforward manner any question which the customer may ask you, for by doing so the salesman is liable to at once gain the confidence of his customer. To take the case of an ordinary house, say a two-storey building with an attic, it will be interesting to consider what would be one of the best and cheapest ways to finish it. It is of course sometimes very hard to make a choice in this connection, as there is such a large assortment to choose from, but for the style of house already mentioned there will be no mistake made in recommending the following:—Starting on the ground floor, for the kitchen door, which should always have on something strong, use either a five or six-inch English carpenter's lock, with porcelain knob. For the door leading to the cellar a cheap rim lock, with the same style of knob, will do. As to butts for these doors, put on a 3½ x 3½ loose pin cast; or if the doors are inclined to be heavy use a 4 x 4. The trimmings for the kitchen window will in the case of a cheap line be the same as those used for the rest of the house. A Berlin bronzed sash-lock and lift would do here.

For the parlor and dining room doors, put in a mortise lock. Here it is to be remembered that the thickness of the door must be taken into consideration. It is not very safe to try to mortise a lock into any door that is thinner than that class, which are supposed to be two inches thick, but which in reality as a rule measure about one and three quarters inches. Also, it is well to remember that there are being manufactured by some of the large planing mills of the country a line of doors which only measure about one and a quarter inches, and which of course can only take a rim lock. As to the style of mortise lock for these two doors, it is well to try and get the customer to take a brass front, which while it costs a little more than the lacquered iron face lock is by far the more satisfactory in the end. While a porcelain knob might be used with these locks, it should certainly be one with a nickel plated rose and shank, which with the aid of a plated plate escutcheon will combine to give the door a finished appearance. For the vestibule door use the same as you put on the other two. Concerning the front door, no matter how cheap the other goods may be something fairly good should be used here, and somewhat larger mortise lock than those used on the other doors, also a night latch. A separate latch gives far better satisfaction than a lock with night works can give, the latter being far more liable to get out of order, and far neater keys are obtained by using the separate latch. As porcelain knobs are used everywhere else, so should they be here, but only on the inside, so that it will match the handle on the vestibule door. For the outside a real bronze knob, say in number three finish, is the thing. This, with the aid of an elongated escutcheon of the same style, will go to give the house a good appearance from the street. The butts in this case will be the same class all through. Leaving the ground floor and ascending to the next flat, the butts and window trimmings need not be changed. But as the bedroom and closet doors are as a rule made very thin, a cheap rim lock may now be substituted for the mortise one. Also a knob with japanned mountings may be used. It will then of course be in order to use a japanned escutcheon. For the attic, follow a similar course. A good point to remember just here is to secure a rim lock with stop, so that the door may be locked without the aid of the bolt, as the keys in bedroom locks are things which seem to take to themselves wings and fly away to some strange region. Now for the bathroom, use a rim knob latch with slide bolt, as here you want something which can be easily locked.

This selection, although used to a great extent at present, may not just suit the taste of your customer. He may imagine that he would like something different. Suggest to him, then, by way of a change, that he use a japanned butt with nickel tips along with a jet knob with nickle plated mountings, which make a very pretty combination. There are other changes which suggest themselves, but it is not necessary to mention them at this time.

PATRONS' POLITICAL PLATFORM.

The Patrons of Industry have tried their political strength in Halton, a constituency which they were reasonably warranted in regarding as a stronghold. They have several lodges scattered among the townships of that county, a considerable number of prosperous and prominent farmers have been drawn into the Association and given it enthusiastic support. It was supposed that the numbers and agricultural wealth of the Patrons in Halton made them a stronger power there than in any other county. At the last bye-election they put a candidate in the field. He represented an undivided opposition to the former representative of the riding, and therefore would be naturally expected to enlist in his support all the elements of opposition to the Government candidate. He was not simply leading a wing of the opposition alongside of a great party nominee, but was running with the strong advantage of being the only candidate in the field against the late member. He would consequently get a large measure of support, not because he was a Patron, but because he was an opponent of the Government candidate. The Liberals might be expected to make a stout fight, as at the general election they were only 104 behind, so that the Patron candidate had some signal advantages in his favor.

But he did not win. He simply demonstrated that the power of his faction was not merely zero, but was a negative quantity of very considerable subtractive value. At the general election, a Liberal opposition, unadulterated with any Patron ingredients, was capable of coming within 104 of victory. At the recent bye-election, the opposition was beaten by 444. That is, the opposition which centred round a Patron candidate was 340 short of that which centred round a purely Liberal candidate. The efforts of the Liberals would naturally be much stronger at this election than they were at last, as they had made a good stand before, had protested successfully, and had fair reasons for believing that they would come closer to, rather than fall further short of, victory. All this should make them struggle harder, and they would almost certainly have done better rather than worse than they did at the general election if they had not allied Liberalism with Patronism. If the opposition candidate had run on a purely Liberal ticket, he would have got all the support of the Liberal party and probably as many Patrons as the defeated candidate got. But the Liberals would not all go out to vote for a Patron candidate. Hence the Patrons in Halton are a factor that diminishes instead of increasing the strength of the Liberal party there.

The political platform of the Patrons must be considered, along with their theory of trade, to show what headway they are likely to make in attracting members. Their political profession of faith includes some propositions that appear to be at variance with each other from the standpoint of either of the great parties. They want British connection maintained in one article of their platform, and they want unrestricted reciprocity with all countries in another; they want the Senate abolished; they require that customs duties shall be imposed only for revenue, never for protection; they would greatly extend municipal power over all officials in the services of the county; they want the machinery of government to be greatly simplified. A platform with such planks as these in it is certain not to find very general adoption. Its parts would be considered irreconcilable with each other by either Liberals or Conservatives. The progress of the Patron movement must therefore be as much retarded by the political dogmas to which its supporters must subscribe, as by their theory of trade upon a 12½ per cent. margin profit and a strictly cash basis.

There are very many men who would refuse to join the Patrons on account of their political platform who would readily connect themselves with them if the association were merely a co-operative buying concern. The Patrons have certainly some strong opponents in Halton among the political party that was supposed to back up their candidate unanimously in the last election.

The irreconcilable elements in the Patrons' political platform, the visionary and impracticable reforms contemplated in it, must necessarily limit the number of people who will join the association, while the difficulty of raising the cash pre-supposed in their scheme of trade must be rather a severe principle of selection for any large proportion of the farming or industrial community to belong to it. Add to these factors the unwillingness of merchants to surrender their independence as traders, and the obstacles in the way of the Patrons ever amounting to much will appear to be too considerable to be left out of the calculation. The economic impossibility of any association of consumers controlling prices through its subjugation of the retail stratum of distribution is of itself a hindrance that cannot be got over. It is plain, therefore, that the Patrons cannot last and increase. It is satisfactory that so far they have not been able to derive any factitious strength from politics. If there had been any moment when times were so bad in this country as to hurry any large proportion of the voters to adopt the Patron platform on the eve of a general election, it is conceivable that a section of representatives of that association, too numerous and solid to be despised, might be able to obtain concessions, as the price of their support, that would be very inimical to independent trade. It is very well that Halton did not make the mistake of sending a propagandist of Patron principles to the House of Commons.

CARE OF THE CASH.

Assuming that the majority of store assistants are perfectly honest, yet many retail merchants run a chance of losing considerable sums by peculations of clerks, owing to neglect to properly supervise the financial department of the business. Too great reliance may be placed in the honesty of moderately or inadequately paid young men, who would never dream of embezzlement were not temptation constantly placed in their way. Chances of "knocking down," however, are considerably reduced when the proprietor acts as his own cashier, while time is saved and mistakes less frequently occur in making change. There is a young man employed in a wholesale dry goods house in this city, in a subordinate position, who a few months ago was in possession of a grocery store in an interior town, and had built up a very good trade among the best people in the place. Profits were good and everything appeared to be progressing favorably when suddenly the dealer failed. It was then discovered that his two clerks had been robbing him right along. There was nothing left for the unfortunate dealer but to go to work at a salary, and as his experience may be a warning to other merchants equally confident of their employes' honesty, we publish it for their benefit. Women often make excellent cashiers and bookkeepers, and if the services of the merchant's wife or daughter or other female relative can be secured for either position, and thus enable him to give his personal attention to other branches of the business, he will do well to make use of them until his circumstances improve sufficiently to allow him to employ an outsider, who should be put under bonds to ensure the employer against loss.—Merchant's Review.

TAKING STOCK.

"Carl" writes as follows to the American Artisan :

I will preface what I shall say by explaining that I have upon several occasions been sent by the wholesale house with which I am connected to make inventory of hardware stocks changing hands, and that altogether in the last three or four years I have conducted or assisted in conducting some fifteen or twenty invoices. I have one general rule from which I never deviate an iota, viz. : close the store and take stock as fast as possible. My modus operandi is as follows : We will suppose such a case as recently happened. I am called to take charge of an inventory of a hardware store changing hands. I first get the buyer and seller together, and if not already settled, settle the basis upon which the stock is to be priced, which is usually decided to be the net close price at which we are selling such or similar goods in Chicago. I then, together with the principal salesman in the store, proceed to invoice the cutlery, the plated ware and the stoves. Upon the latter I demand the bills, they being out of my line of goods. While we two (I never want more than two at work together) are engaged at this, I put two others, or as many more as there are assistants, counting, weighing or measuring the contents of the boxes or bins or shelves ; these men put in each box or bin a slip upon which is written the contents of each separate receptacle. These slips I have of uniform size and appearance, so that no errors may occur by taking any other paper by mistake. If those counting have any doubt as to contents of any particular box or bin they use, instead of a white slip, a colored slip of same size, which indicates to me when pricing that I must personally investigate contents of said box. By the time I have written and priced the items mentioned, viz. ; the cutlery, etc., there is sufficient progress made in counting shelf goods for my assistant and myself to proceed to write and price same. He shows me sample of contents of each box and calls the amount while I write the same upon my inventory paper, giving the article the proper trade name and number and then add the price to everything as I come to it. Of course, most of this work is done without reference to my catalogue, being familiar with the goods. If there is any question at all as to price, I usually settle same at once without parley or delay, either of which are very vexatious at such a time. In this way I go through the entire stock pricing, but not extending any of the items.

If at any time a question arises as to value of old goods, of how much an article may lose in value by reason of a certain finish or make, not at this time in vogue, I determine, as nearly as possible, how much it would retail for, and fix as a cost such a price as would afford a proper amount of profit. To this rule I strictly adhere and find it both equitable and satisfactory. Of course we are to presuppose that prior to invoice as much of the slow-selling or undesirable goods have been pushed as much as possible, and that all show-windows are cleared of their contents, and, as far as possible, goods of a kind put together or in close proximity, so they will appear together in the invoice.

I leave an open space in the floor, and such goods as are adjudged to be totally unfit to invoice are put there, and an agreement by the principal as to what shall be done with them is reached at end of inventory. I do not stop to rearrange stock, nor do I think this the proper time to do so. Time to arrange stock will best be found immediately afterward, when leisure may be had in disposing the various lines in the shelves to best advantage.

My manner of preparing paper for the invoice is as follows : At a stationer's I buy some 3-column journal paper of good tough quality ; this I take to the squaring shears and trim off the folded edge and number the separate sheets consecutively and tack upon a board. As fast as a sheet is filled I take it off the board, and any one, the bookkeeper, the principals or myself, at odd moments, may make the extensions and foot the columns or examine the prices so that by time the last page is written the balance is completed. In this way I can invoice a $10,000 stock and announce results in three days, and in every case it has given satisfaction. I do not copy the invoice, though this may be done afterward if desired. I partially index the invoice by writing the principal headings upon which I am at work on the margin in the column at the extreme left of the paper. Fasten your invoice papers at top with McGill's fasteners and you have it in a convenient form for reference.

If the buyer follows up myself and assistant, taking notes of items out of stock or needed to complete stock he usually has an order for me which will do more to perfect his stock than any order he may give in the next twelve months. Of course, too, in that event he gets the best price obtainable, that being the price at which the stock is being inventoried, Now should the invoice be but your annual taking of stock, put yourself as proprietor in my place as pricer and you have my method in use. Invoicing per se is not the nicest thing in the world, but it may be made a profitable occasion to you by showing you just what your stock consists of and what you need to make it more complete. Inasmuch as it is a necessary occurance, make it a profitable one.

TRADE CHAT

A brush manufactory has been started at Simcoe, at which twelve persons are at present employed.

The post office, at Delhi, was burglarized on Friday night, and between $50 and $60 taken therefrom.

The Hamilton commercial travellers have arranged to hold a supper and smoking concert on February 19.

A firm in Canada is wanted to undertake the manufacture of a new cream separator, which is selling well in the States. Write H. S. Baker, 17 Jordan Chambers, Toronto, Room 7.

Mr. J. W. Bartlett, of Montreal, long known as an ardent advocate of the development of Canada's iron industry, has become general manager of the American association, limited, at Middlesborough, Ky.

The boilers, machinery and plant belonging to J. H. Woodworth & Co., Vancouver, B.C., were sold on the 25th inst. by the sheriff's officer. They realized $895, Casement & Creery being the purchasers.

J. R. Kerr, of the firm of Kerr & Begg, Victoria, has been appointed the representative of the North-West Commercial Travellers' Association for British Columbia. He will issue certificates to travellers on application.

The December report of the Great Northern Railway shows $384.461 increased earnings over the corresponding month of the preceding year. The increase in earnings for the last six months of 1891 amounted to $1,511,322 over the corresponding half year of 1890.

The famous Flathead Valley of Montana is now accessible by rail. For the present, trains run in connection with the Butte train of the Great Northern, leaving Havre, Mont. for Kalispell on Tuesdays and Fridays. Returning, leave Kalispell on Sundays and Thursdays.

Mr. Thomas Goldie, a son of Mr. James Goldie, the well-known miller, was perhaps the most popular man in his district. A couple of years ago he was elected mayor of the Royal City, the honorable position which he held till the hour of his death, while only in the prime of life. Mr. Goldie was an ardent admirer of cricket and was president of the Ontario Cricket Association, and The Millers' Association of Ontario.

The current number of the Ontario Gazette contains the announcement that letters patent have been issued incorporating the Allen Hayes Facing Company Hamilton, the stock holders being E. A. Colquhoun, Graham Allan, Francis Fitzgerald, Alexander Gartshore, John Hayes Anderson, and James Thompson. The company will operate the foundry supplies business heretofore carried on by Mr. Allan, and will manufacture mineral paint and mineral wool.

In the last issue of the B. C. Gazette is the notice of the incorporation of the Cunningham Hardware Company of Limited Liability, into which will be merged the hardware business of Cunningham Bros. The trustees are Jas. Alex. Cunningham, H. M. Cunningham, Thos. M. Cunningham, E. A. Curtis, W. L. Newsome, A. E. White and Thos. Curry. The capital stock of the concern is to be $75,000, in 750 shares of $100 each.

During the past few months several petty burglaries have been reported to the police at Ingersoll, but the miscreants have thus far eluded the most diligent search. On the 1st inst., the office of John Morrow's machine screw works was entered, and a very systematic search for plunder was made. Nothing was obtained but about 50 cents. The robbers gained an entrance through a window in the blacksmith shop, and pried open the doors of the office with tools found in the shop.

Mr. Thomas Johnston London Ont., died on Monday from the effects of an attack of grippe, which had confined him to the house for about three weeks. Mr. Johnston, who was born in Scotland, came to this country some 40 years ago, and had lived in London almost ever since. He was employed in the tin department of the McClary Manufacturing Co., and enjoyed the esteem both of his employers and fellow-workmen. This is the sixth death in the family which has occured within three years. Mr. Johnston was 48 years of age and unmarried.

Mr. Trotter, of McHugh & Trotter, Chatham, has returned from British Columbia, where he has completed arrangements with the Vancouver City Foundry Company by which he and his partner take stock in the company and become its managers. They will close out their Chatham business at once and transfer all their interests to Vancouver, within a month. The firm of McHugh & Trotter has been chiefly engaged in the building of saw mill machinery, marine engines and dredges. Both are practical men, and doubtless will make the foundry once more a place of activity.

There is no change in the situation between the moulders and their employers in Hamilton. R. H. Metcalfe, the representative of the International Executive Board, returned to Toronto the other day afternoon, without having accomplished anything in the direction of a settlement of the difficulty. The union has decided on no proposition such as the founders intimated would be expected from it, but the men will await developments and are prepared to receive and discuss any proposal the manufacturers may have to make. Among the moulders the feeling is general that nothing will satisfy the employers but the abandonment of the union, and to this they will not consent. At the conference the founders denied that this was their object, but the men do not accept that denial as conclusive, and ask why, if the establishments only wish to be placed on the same footing as their rivals in regard to wages, they do not suggest the amount they are willing to pay in lieu of the offer already made and refused. The attempt of any of the founders to open with non-union men will be considered as an overt act, and will be the signal for the actual commencement of hostilities. The struggle promises to be long and bitter and costly to both parties.

The annual meeting of the Winnipeg Board of Trade took place on the 2nd inst. President Nairn in his annual report first dealt with the important question of immigration, noting its steady increase and referring to the large number who came from Dakota, being dissatisfied with their lot there. The large addition to Manitoba's railways and the increase in manufactories were referred to and the great need of making improvements to our river navigation emphasized. The thirteenth annual report of the council of the board covered about the same ground. The election of officers resulted as follows: President, J. E. Steen; vice-president, Andrew Strang; treasurer, George J. Maulson; secretary, C. N. Bell; council, D. K. Elliott, J. H. Ashdown, D. W. Bole, C. C. Chipman, G. F. Stephens, E. L. Drewry, M. B. Bull, J. W. Harris, John Galt, J. H. Housur, S. Nairn, W. B. Scarth, F. W. Stewart, D. Fraser, John Leslie, H. S. Weathercock. J. E. Steen and William Martin were elected delegates to attend the meeting of the Chambers of Commerce and Boards of Trade of the British Empire to be held in London, England. The annual banquet of the Board of Trade was very largely attended, 200 merchants and manufacturers being present, including the presidents of the Boards of Trade at Port Arthur, Rat Portage, Brandon, Moosejaw and other places.

MONTREAL TRADE CHAT.

The Montreal Saw Works Co. (Ltd.) held their annual meeting on Tuesday.

The International Coal Co. hold their 8th annual meeting on the 17th of this month.

Mr. S. J. Crossen, the car manufacturer of Cobourg, was in town last week, and stopped at the Windsor.

M. Beck, glassware trader, has assigned on demand of W. & D. Yule, with liabilities of some $10,294.

The well-known firm of Loughman & O'Flaherty, ship chandlers, have assigned with liabilities of $7,000.

Mr. T. H. Bastian, father of W. L. and C. T. Bastian, died of pneumonia at his residence, St. Arbain street. Mr. Bastian was

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Window Glass

FOR IMPORT.

"BUGLE BRAND." **GET OUR PRICES.**

well known among the crockery and glassware trade here, his sons both being in that line.

Arthur Clendinneng, the fourth son of Wm. Clendinneng, the stove manufacturer, died on the first of February.

Mr. Duncan McIntyre, eastern agent for the Ontario Rolling Mills Co., has just got over an attack of grippe.

Mr. W. A. Morris, of the Canada Cordage Co., has been nominated for the St. Lawrence division in the coming Provincial election.

The annual meeting of the Londonderry Iron Co. (Ltd.) will be held at the company's office, St. Francois Xavier street, on the 10th of the month.

The Montreal Rolling Mills Co. held their twenty-fifth annual meeting at the company's office on 30th January, for the purpose of receiving the directors' report.

Mr. Jas. Wilson, of the firm of Messrs. Thos. Robertson & Co., iron merchants, is laid up with the grippe. The trade will be sorry to hear this.

The annual meeting of the Canadian Rubber Co., Montreal, was held at the company's office, St. Paul street, last week. Business, election of officers.

Geo. B. Muir, the well known coal merchant, lost his wife on the 26th ult. His friends and fellow merchants sincerely sympathize with him in his great loss.

The death is announced of Mr. John E. Hersey, superintendent of the Pillow-Hersey Manufacturing Company, at the age of forty-six years. He will be buried at Canton, Maine.

Mr. J. W. Bartlett, of Montreal, long known as an ardent advocate of the development of Canada's iron industry, has become general manager of the American Association (Ltd.), at Middlesborough, Ky.

Solomon Weaver, of Kingston, glassware merchant, is up before the Montreal courts for obtaining goods under false pretences. Four warrants are out for him in the west if he should get through the Montreal courts.

The election of officers for the Montreal Board of Trade last week resulted as follows: President, E. B. Greenshields; first vice-president, C. P. Hebert, elected by acclamation; second vice-president, J. A. Cauthe; members of council, Messrs. Jas. Hesson, W. C. Munderloh, J. B. Learmont, Geo. Childs, R. Bickerdike, R. M. Esdale, C. H. Gould, J. Craddock Simpson, Geo. W. Stephens, A. Nicholl, and J. B. McLea; members of board of arbitration, J. Hodgson, J. P. Cleghorn, A. F. Gault, Andrew Allan, Robert Archer, Hon. G. A. Drummond, Robt. Reford, F. A. Henshaw, Hon. J. K. Ward, Chas. H. Gould, Wm. Wainwright and John Kerry. A vote of thanks was moved to the president and retiring officers for the able way which they handled the business of the board for the past year.

WHAT BREAKS MEN DOWN.

One of the features of American business life about which men are compelled to think when they have time, says the Galveston News, but of which certainly those who know and feel it most cannot be expected to write, is the irregularity with which the strain of mental and accompanying physical exertion falls upon them. Business comes with a rush and for some months those in positions of responsibility and greatest usefulness are compelled by circumstances to wrestle with figures, facts and circumstances at a rate and during an extended day, the result of which must be to wreck the nerves of the strongest and most determined who undertake to do their duty if in employment, or to keep their heads above water if in the swim for themselves. There is no patent method for reforming this under the actual conditions, but the thought that able men are being worn out too quickly by the system will suggest that where a saving of time can be effected no routine should be adhered to that is not strictly necessary to safety and efficiency. Another thing is that as service becomes more valuable by experience in a place, those whose business which can by care in management be shaped to employ a steady and adequate personnel by the year will gain something in the course of time by making the endeavour intelligently. Other points are that all facilities to bring busy men to and from their places of business are of increasing importance as to saving that time which would be devoted to rest and meals. The motherly housekeeper, also, needs to be aware that upon her devolves no small portion of responsibility for the health of the toiling man. It is business rush and worry that breaks men down more than manual labor ever did. The temperance advocates, too, may stop and think that they have to deal with causes, and that often, indeed, the habit of taking stimulants to success is merely a result of business pressure. On the other hand, enforced idleness is as bad morally, while less injurious in its direct physical results. Overwook and strain fall upon the clerk and bookkeeper as upon the manager, but on the former classes the blight of no work at all is more likely to fall. While apparently small safeguards are all that can at present be practically suggested, it should not be forgotten that safeguards, in appearance small, are often sure and effective. It should be in the power of every reasonable man at least to banish worry; to attend closely to what is presented, decide promptly, press forward serenely and care nothing for consequences while doing what seems best in the time which nature allows for work. A good strong resolution in competently managing men, when they are able to take leisure and save health, to do so, no matter if it costs much in money, would be very wise and would have a wholesome effect in making places for others and in compelling corporations to seek their interest in a reasonable conservation of the health of their capable employes.

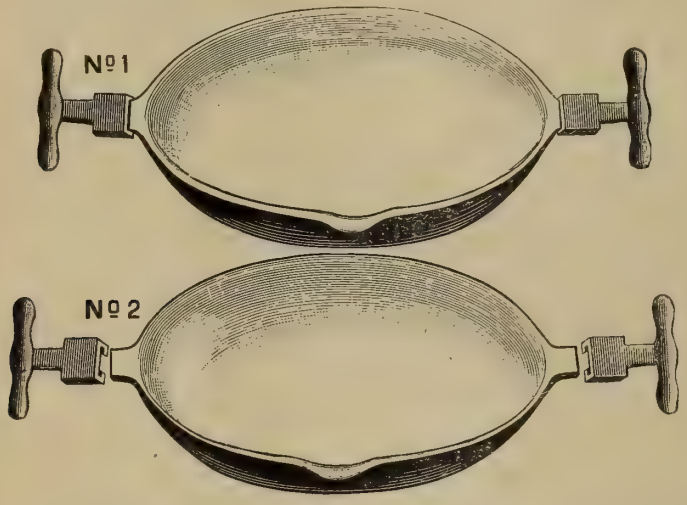
NEW GOODS.

The Stuart & Peterson Company, Philadelphia, Pa., are putting on the market some attractive lines. Below are given illustrations of their Acme Evaporating Dish, their Oblong Boiler, their Ice Cream Cans, and their Corridor Spittoon.



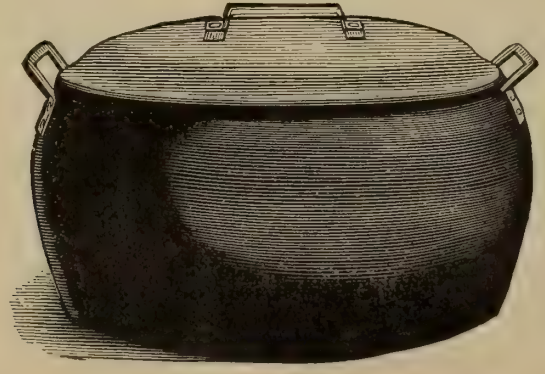
CORRIDOR SPITTOON.

For banks, hotels, stores, halls, public buildings, etc., the Corridor Spittoon is especially intended. It is finely enamelled, easily cleaned and practically indestructible.



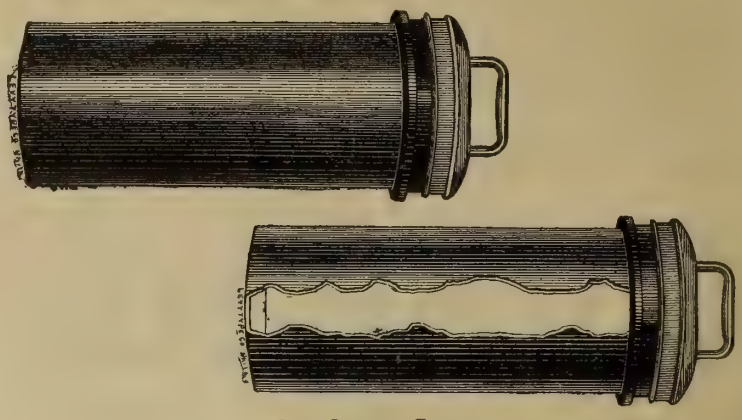
ACME EVAPORATING DISH.

The Acme Evaporating Dish is especially adapted for chemical use, on account of the enamel being impervious and non-corrosive, these properties enabling it to resist the strongest acid. The handles are detachable, but are shown attached in the cut. The Dish is made in sizes of from 1½ pint to 3 pint capacity, the list price being 70c. to $4, according to size.



OBLONG BOILER.

The Oblong Boiler is especially intended for laboratories, hotels, and large institutions. It is fitted with side handles, and is to be had in either tinned or enamelled finish at list prices ranging from $6 to $12, according to sizes, which range from 8 gallons to 16 gallons.



ICE CREAM CANS.

These cans are cast iron, enamelled vessels. They keep creams and ices perfectly pure and prevent discoloration. No lead or poisonous oxides are in the enamel. Sizes range from 2 to 40 quarts.

THE WAGNER HOLLOW WARE.

The Wagner Mfg. Company of Sidney, Ohio, have recently brought out a line of high grade hollow ware in which the trade cannot fail to be interested. The company have lately erected extensive works especially equipped for the production of extra finish cast-iron stove hollowware, sugar kettles grates, &c., and are prepared to promptly meet the demands of the trade. Among other features, their works have a nickel-plating department, thus permitting the production of very fine nickel-plated ware, which is meeting with a large and growing demand.

In the accompanying illustrations we show two styles of hollow ware which the company



THE WAGNER HOLLOW WARE.—FIG. 1.—VIEW OF LOW KETTLE.

are turning out. Fig. 1 representing a low kettle, which is made in three sizes and finished with a high polish or nickel plated, as preferred, while Fig. 2 represents a tea kettle made in three sizes with pit or flat bottom



FIG. 2.—VIEW OE TEA KETTLE.

and finished plain or nickel-plated. The bail, it will be observed, is so constructed as to remain cool to the touch. The manufacturers report a large demand for their new style sugar kettle, which is made in seven sizes and having a capacity ranging from 8 to 30 gallons. These new kettles are of fine finish and very durable. The members of the new



—USE THE—

STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Upon application we will furnish a Blue-Print sketch showing detail and uses of the STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY

There is Money to be made

In handling goods of fine quality.

MANDER'S VARNISHES

ARE FINE GOODS.

Agents :

Walter H. Cottingham & Co., Montreal.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.



Send for Catalogue and Price List to

Mfrs. of Set, Cap and Special Screws, Studs, Finished Nuts, &c.



BROWN & CO.,

Manufacturers of

Square and Hexagon HOT PRESSED NUTS.

PARIS, ONT.

JAMES ROBERTSON CO.,

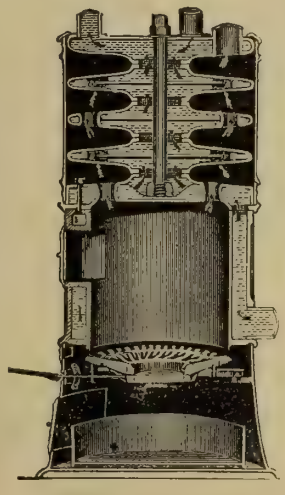
TORONTO.

Send to us for Revised Prices,

MILK CAN TRIMMINGS

Broad Hoop and Iron-Clad Pattern,
Creamery Cans and Fixtures,
Jersey Creamery Guages,
Dairy Pails and Pail Bottoms.

Tinned Iron for Above, All Guages.



-THE-

"Acme"

HOT WATER BOILER STANDS AT THE HEAD.

MILLER BROS. & TOMS

MONTREAL.

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,

AGENT.



CHAINS--Coil, 7 sizes, Trace, Halter, Tie-out, Post, Heal and Cow-ties, Tie Weights, and Evener Chains, etc.

MANUFACTURED BY

The B. Greening Wire Co. Ltd.,

HAMILTON, CANADA.

Write for Catalogue and Prices.

company are W. H., M. M., and B. P. Wagner. The superintendent of the works is R. O. Bingham, formerly connected with the Marion Stove Company of Marion, Ind.

THE SMITH & FERGUSSON CO., (Limited).

The illustration given a fortnight ago in HARDWARE, of the Smith & Fergusson Co's. wholesale and retail hardware store at Regina, Assa., was incomplete, owing to the



omission of the cut showing the exterior of that fine store. The cut accompayning this reference is the one that was left out.

G. AND H. BARNETT---BLACK DIAMOND FILE WORKS.

In Philadelphia all important departments of human activity are effectively represented and in each are houses specially representative that class among the leaders in the country in their particular lines. Among these is the Black Diamond File Works, conducted by G. & H. Barnett, and located at 21 to 43 Richmond street. The members, Messrs. George and Henry Barnett, who are natives of England, have resided in Philadelphia from boyhood, and in 1863 they became associated in the inauguration of their present enterprise. The works are located on both sides of Richmond street, comprising a number of brick buildings two and three stories in height, the entire plant covering two acres of ground, and the equipment representing the most improved machinery and appliances for the manufacture in the most efficient manner and upon the most extensive scale of every size, shape and grade of files and rasps, suitable for every class of work, the factory having a capacity for the production of 14,000 dozen files and rasps daily, and steady employment being given in the various manufacturing operations to 350 workmen. The various details of the manufacture are all carried on upon the most improved processes, the steel being carefully selected and the work of cutting, tempering and grinding carried on in a manner which makes the products of the works unsurpassed in quality by any made in the country, and this fact has secured for the firm a large business throughout the United States and Canada, and also a considerable trade in the exporting of their products to Europe. The firm gives employment to an efficient staff of travelling salesmen, in addition to which they have a large trade by direct correspondence, their sales being made to jobbers, large machine shops, and railroad companies. The Messrs. Barnett are enterprising, energetic business men, who give to the affairs of their house an efficient administration, sustaining the reputation and adding to the trade of the house from year to year.

THE DISHONEST TRADER.

Speaking of a recent failure at Vancouver, a gentleman informs us that the cause was "trying to beat competitors by selling goods at and below cost, with the result that he was wiped out himself." The Commercial Journal of last week contained an article bearing on the practice of certain wholesale men giving goods to men who depended solely upon these methods of doing business in order to secure trade. We pointed out the impossibility of any merchant doing business so as to treat his customers and creditors fairly and yet sell goods at and below cost. As an eastern exchange remarks, he must run his course sooner or later—length of time, of course, depending very largely upon his resources, and in less degree upon his methods. But during the whole course of his career he cannot be honest, and the sooner such men complete the process of self-strangulation the better it will be for the trade at large. Of course the better plan would be to never permit such men to get into business. In several wholesale centers in the east organizations are being formed whose aims and objects are to correct another form of abuse, that of giving indiscriminate credit. A well-known eastern wholesaler puts the matter in this light :—"It is the class who are doing business on other people's money we are after. A few days ago I had considerable trouble in collecting from a certain party, and I noticed whenever he paid his account he would order as much more on credit. I became suspicious and worked him up. I found he carried about ten hundred dollars' worth of stock, and was owing bills to the amount of about twelve hundred dollars in this city. I then concluded his was not the kind of trade I wanted, so I instructed my collector to push him and make him pay what he owed, and then let him alone, as he was doing business on our capital.—B. C. Commercial Journal.

COMMERCIAL AGENCIES AND CREDITS.

At a recent meeting of manufacturers at St. Louis the question of "Commercial Agencies and Credits" was discussed. A number of well known and successful business men were heard, and through their representatives several commercial agencies were voiced in the debate. The business men without an exception criticised the agencies on account of misleading reports sent out by them ; the cause of which the merchants thought was the fact that the majority of correspondents for commercial agencies in small towns were cheap men, none of whom were overpaid for their services and whose services were, in many instances, the result of guessing. A system that would pay correspondents better would command a higher rate from business men, the merchants agreed, and gave it as their opinion that that would be found to be the solution of the difficulty.

Representatives of the agencies advanced various reasons for the errors they sometimes made, one making a point by declaring that merchants who were creditors of dealers were often very apt to get commercial agencies wrong when they made inquiries. All hands agreed that dishonest men could not always be kept track of, but could not unite on a method for procuring the best possible service.

The belief that travelling salesmen were careless about inquiring into the standing of new customers was advanced by the collective agency representatives and virtually admitted by the merchants.

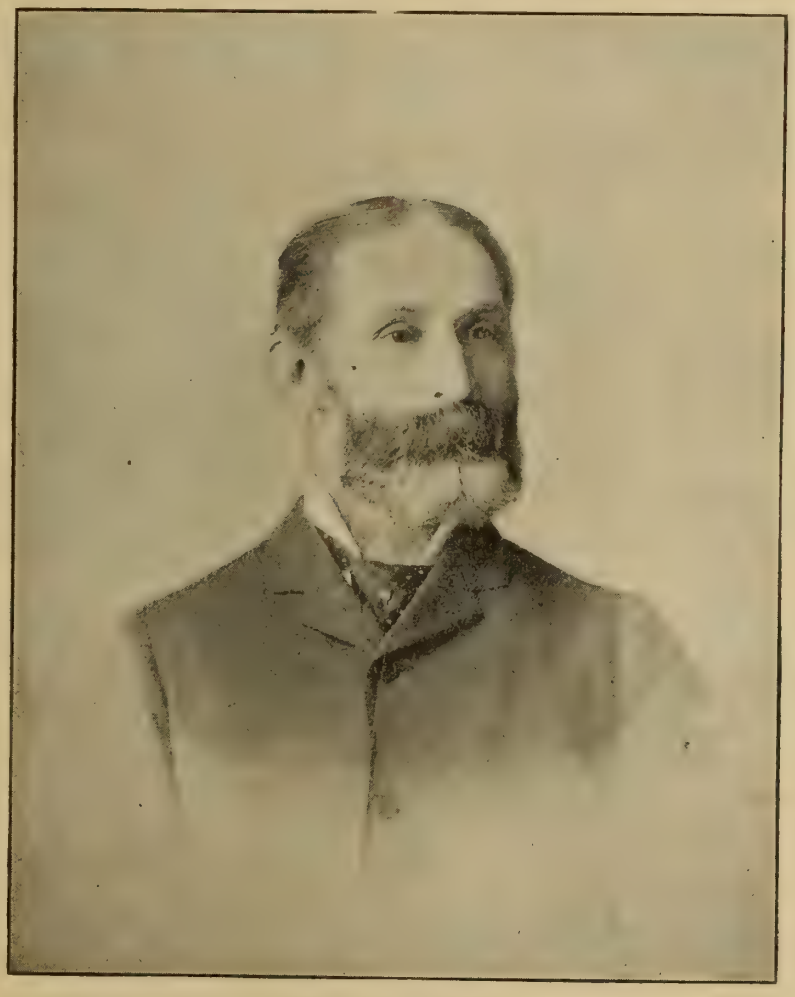
If this is true, then the system is wrong, for no man is better calculated to learn the financial condition of his customers than the travelling salesman. He is on the spot and can make any necessary investigations, and can furthermore put questions to his customer that would be evaded or not answered if asked by the local correspondent of a commercial agency. It is to be expected that some men will object to answering questions with regard to their financial standing, but responsible men rarely will when approached in a business-like manner, and who is so well equipped to ask these questions as the travelling salesman who has succeeded in getting near enough to his customer to take an order for goods.—Ex

THE NEW PRESIDENT OF TORONTO BOARD OF TRADE.

MR. H. N. BAIRD.

"Nothing ventured nothing won."

The immense wealth which measures the value of the grain grown in the fields of our Canadian farms every year passes on its way from consumer to producer through the hands of a comparatively small number of leading distributors. These men, standing on the very watershed of the market, have to keep the supply of money running one way and the supply of grain the other. To preserve the due balance of these two contrary currents has proved too hard a problem for many a clear head, and failure to do it has made financial wreck of many a fair fortune. The mechanic usually can rely on getting his barrel of flo [illegible] miller seldom fails to get the market price of the moment for his wheat, but the big grain merchant very often does not get back all the money he used to bring the material one step in the series of exchanges in the transfer from farmers' granaries to consumers' tables. The grain merchant who does business on any scale of magnitude has to be very wary that he does not get caught, but the large operator has to show the courage of his convictions by putting up, and often keeping up, very costly pledges. Wide and correct information, insight into the market, foresight, nerve and venture, are the chief attributes, which, backed up by capital, are the requisite foundation for a successful experience in grain-buying.



MR. H. N. BAIRD.

Mr. Hugh N. Baird, the new President of the Toronto Board of Trade, is one of the best known grain merchants in Canada, the length of time he has been in the business and the extent of his operations combining to give him a place among the foremost of those who deal in that class of merchandise. Though but slightly past middle age Mr. Baird has had a continuous experience of twenty-five years in the grain and flour trade. During that quarter of a century he has seen a big expansion in the grain production of the country, and perhaps no man has taken sharper note of the influences that have helped to foster this increase, and has been readier at all times to help them along. The part played by railway extension in enlarging the area of production, the experiments which determined the selections best adapted to special soils and climates, the opening up of markets, the protection of native growers and millers—in all these he took an interest, often a very active part. In such ways and by the use of his own capital year after year, Mr. Baird illustrates how much public good a man can do who follows up sagaciously and conscientiously his own private commercial interests. Such services would not be rendered by individuals under a system such as the Patrons of Industry contemplate—a system which, carried to its legitimate issues, would extinguish all distributors that were not specially retained brokers of consumers.

The firm of which Mr. Baird is a member —Messrs. Crane & Baird—do business in grain and flour both in this city and in Montreal. Mr. Baird himself has operated very largely at all the leading grain marketing centres in the United States, and did last year an enormous business in corn, shipped in bond from the Western States to Montreal and thence exported abroad. He is interested in several manufacturing industries in Paris, Ont., notably in woollen mills, carpet factory and grist mills. All these are very successful works. He is on the board of several financial, railway and insurance companies, holding that office in the following particularly :—The Midland Division of the Grand Trunk Railway Co., The Western Assurance Co., The Millers' and Manufacturers' Insurance Co. For two years he was second Vice-President of the Toronto Board of Trade, for one year he was first Vice-President, and at the last annual meeting was elected President. He was Vice-President of the old Corn Exchange.

Mr. Baird is a Canadian, having been born in the town of Cobourg. His education he received at a private school in Montreal. His public record is one that might be expected of his Canadian birth and education, and although he has never taken any part in politics he was always to be found on what he deemed to be the right side of every movement for the welfare of this country. Notably his attitude on the National Policy was one of strong advocacy before it was obtained, and has been of staunch support since its inception. He took a very prominent part in the campaign which resulted in the adoption of a protective tariff. Particularly was he identified with the agitation which led to an increase of duty on flour, thus enabling Canadian millers to compete with the cheap stuff of the Western States. He at present strongly favors closer trade relations among the parts of the British Empire.

Mr. Baird enters upon his duties as President of the Board of Trade at the head of a very good administration. In Mr. Hugh Blain he has a very capable first Vice-President, who has given thoughtful attention to the chief problems that are likely to come before the Board ; Mr. S. F. McKinnon will undoubtedly fill the office of second Vice-President acceptably ; a strong Council is in office ; and Mr. Baird is an able and experienced man himself. It is well that a man of his views upon the trade question should be the successor of Mr. John I. Davidson, who strongly advocated such internal commercial union as is practicable among the parts of the British Empire. This theory of the best way to solve the problem of trade that is engaging the attention of Britain and the colonies just now, finds an equally strong supporter in Mr. Baird. It is probable that delegates to the Congress of the Chambers of Commerce that is to meet in London this year will be appointed to represent the Toronto Board of Trade. Many other mattters besides that of closer union will be considered at that Congress.

MARKETS

MONTREAL MARKETS.

MONTREAL, Feb. 5, 1892.

Trade does not pick up much as yet but when the travellers really commence operations, dealers anticipate improvement as the conditions seem favorable. There is no change in any of the leading lines. Iron and metals remain as before, with a little more push. The condition of primary markets on crude material remains easy, so that importers have nothing to urge them towards operating yet for spring supplies. Chemicals are still in their dull season and no change is anticipated for some time ; the same remarks apply to naval stores. Cement, firebricks, and petroleum, are beginning to look a little brighter.

PIG IRON.

The iron market does not show any improvement in the way of activity, and we have no transactions since our last report. There is nothing doing in the way of spring supplies either, for as already said, the conditions at primary markets do not necessitate any hurry. We quote Summerlee and equal brands $22, and Carnbroe and Eglinton $20 to $20.50.

BAR IRON, ETC.

There is no change in bar, business ruling quiet, but prices are firm on the basis quoted last week, viz., $2 for round lots from makers hands and $2.10 in a jobbing way.

TIN PLATES.

There is nothing doing in tin plate since a fortnight ago when we noticed some business in the way of securing spring supplies. At that time advices from Wales stated that buyers and sellers were apart as regards value, and that business was very quiet, as neither party would make concessions. There is little doing on spot, and we quote prices ex-store as before, cokes $3.60 to $3.75; charcoal $4.25 to $4.50.

TERNE PLATE.

There is little or nothing to say about terne plate, except that the large stocks here have not been materially reduced since our report of two weeks ago. Values are purely nominal, but there is no doubt that holders would agree to considerable shading to effect a turnover. We quote prices easier at $7.50 to $7.75 to $8, according to grade.

CANADA PLATES.

A small jobbing business is all there has been to note in this line recently. Stocks are not pressing, however, and values rule steady at $2.65 to $2.75.

NAILS

Nails do not show much change in the way of business. As we noted a few weeks ago some dealers hold pretty near all the stock, and are disposed to await developments. Travellers are now out, but the trade do not seem to be taking hold freely as yet. We quote the 2.45 basis :

IRON AND STEEL WIRE NAILS.

	Ordinary per keg.	Finishing per keg.
2d	$6 00	$6 25
3d	5.00	5.25
4d	4.25	4.50
5d	4.00	4.25
6d & 7d	3.75	4.00
8d	3 50	3.75
9d, 10, 12d, 16d, 20d, 30d	3 25	3.50
40d, 50d, 60d	3.00	3.25

GENERAL HARDWARE.

The houses report that the travellers are out and doing a fair business in most lines, and that generally the supplies in the retailers' hands are not large. Generally speaking, however, anticipations are for a good movement, as the frequency of sorting up orders in a small way indicate that their customers are in want of supplies. Payments are fair on the whole, although some firms are complaining.

CHEMICALS.

Chemicals are still in their dull season, and, beyond a few odd lots moving ex-store in a small way, there is no business to note. There is little doing as yet in the matter of spring delivery.

COPPER, TIN, ETC.

Copper is still dull and easy and prices are more or less nominal in the absence of demand. We quote values easy at 12 to 13c. Pig lead also is soft with values quoted at $3.40 to $3.75, and the same has to be said of zinc sheets, which are quoted at $6.25.

SCRAP IRON.

In scrap iron receipts continue fair, but there is a fair consumptive demand from the rolling mills, and we quote prices steady at $15 to $16 for wrought and $13 to $17 per ton for scrap, according to quality.

OILS.

Oils move along quietly and there are few interesting features to note. Linseed is unchanged at former prices, while seal, castor and other lines are as before.

GLASS.

The demand for glass has been steady in a jobbing way. The stocks are not heavy and holders generally talk firmly. We quote $1.35 to $1.40.

NAVAL STORES.

There is little or nothing doing in naval stores at present, and in the absence of business prices unchanged. We quote: Turpentine, 55 to 56c ; rosin, $2 to $4.25, as to brand ; coal tar, $4 to $4.25 ; cotton waste, 5¼c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

CEMENT AND FIRE BRICK.

While there is no business doing in cement at the moment, holders say that there is quite an enquiry for future delivery, the prospect being good for spring trade. Firebricks are in fair demand in a jobbing way at unchanged prices. We quote:—Belgian cement, $2.30 to $2.43; Newcastle, $2.40 to $2.50; London, $2.40 to $2.55; firebricks, $18 to $24 per 1,000

PETROLEUM.

Canadian refiners are evidently tired of cutting prices and are said to have come to a mutual arrangement, the result of which will be a sharp advance in prices in the near future. Business has been carried on for some months at a loss or on a very small margin, and refiners have no doubt come to the conclusion that with crude firm at $1.29 per barrel there is no money in refined at 11c. Business is fairly good with no change in American which is in fair demand. We quote: Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 15c. for single casks. American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

TORONTO MARKETS.

TORONTO, Feb. 5, 1892.

HARDWARE.

Trade is far from spontaneous. Any orders that come forward are given with a stinted hand. The preparatory work of the year is about completed though. Stock-taking is over, prices are settled by combines effected in most lines of former variable tendency, annual meetings have been held, and the mercantile pons asinorum of the year—the 4th of February—has been crossed,

Milk Can Trimmings.

Creamery and Delivery Can Trimmings.



We can supply everything required in all styles, also body stock for cans and cheese vats.

Milk, Delivery and Creamery Cans made up.

Try our Creamery Can Guage, it is the best made.

THE McCLARY MFG. CO.,

London, Toronto, Montreal, and Winnipeg.



MARKETS—Continued.

though how many have stumbled has not yet transpired. So far, little business has been volunteered, except for parcels of such lines as are actually necessary to keep business going. The work of travellers on spring trade drags somewhat. This class of business is usually freer than the winter trade is, retailers placing their orders in advance of spring conditions of weather and money, much more freely than they do in advance of similar fundamental conditions in winter. There is a disposition this year to put off ordering till the travellers make their second trip with later lines, when the time will be close at hand for the sale of such goods as travellers are now in quest of orders for. Trade is fair in general shelf hardware, but quiet in heavy lines. Travellers are booking orders for wire cloth, and for ready made window and door wire screens; which are to be in stock this season. These are being ordered for June delivery. Spring, galvanized, and annealed wire is now sold for March delivery. British Columbia orders are quite iberal this week. The manufacturers of horse nails have combined ; cut tacks are to be sold no more in bulk; Sisal has advanced a cent; horse shoes are being cut in some quarters.

METALS

Round lots are not in request, and the week's sales do not total up into anything very gratifying. There is nothing to invite speculation, the market is dull, manufacturers are just beginning to be busy and develop wants very slowly. The metal market seems to have taken more than its wonted January nap. Trade ought to improve very soon, as there is a great range of blank ground to be covered before the average state of avtivity is reached.

IRON AND STEEL—The leading foundries are busy on stock and orders, and some of them have been filling their wants for material, but the contracts are generally for small lots. So far as British iron is concerned, there appears to be a desire to place no very large orders till the spring, and works are running upon hand-to-mouth supplies for the most part. Pig iron is steady in value.

Bar iron is selling here at $2.10 to $2.15 Those who bought before the drop and on the expectation of the steady maintenance of a common price are not disposed to come down to $2.10. Large lots may be purchased at that figure however. The Ontario Rolling Mills' Works at Swansea have been closed for a few days on account of a strike among the men who want the same wages as are paid the Hamilton employes of the company. Steel is steady and unchanged, as are all classes of manufactured iron.

COPPER—The market is spiritless. Copper has but little speculative attraction just now in New York, and here the old winter movement plods along. Lake Superior ingots are 13 to 13¼c. with Best English Selected ¼c. higher.

TIN—Is very quiet. No important sales of pig have been made. The price is 23 to 24c. for ordinary lots. A buyer could soften these figures on a round lot. Strips are 24 to 25c.

LEAD—Pig lead has had a better week of it than most metals. Some round lots have been handled, plumbers having taken a spell of buying that was very acceptable. Domestic is 3⅝c., imported 3⅞c.

ZINC AND SPELTER—Some firmness in the spelter market has mended the tone of prices here, just as the demand begins to brighten slightly. Domestic spelter is 5¼c., imported is 6c. Cask lots of sheet zinc are 6⅝c., while smaller quantities are 6⅞ to 7c.

ANTIMONY—The English price has touched £52. Very little trade is done here just now, but the price is steady at 15 to 15½c. for Cookson's and 14 to 14½c. for common.

TIN PLATES— Manufacturers are doing little buying yet. The price is radically perhaps a little stronger in England, but that does not affect quotations, nor in fact buying, here. I C coke, $3.85 to $4; I C charcoal, $4.25 to $4.75; I X charcoal, $5.25 to $5.75; I X X charcoal, $6.25 to $6.75; D C charcoal, $4 to $4.50.

TERNE PLATES—Prices are nominal at $8.25 to $8.50.

CANADA PLATES—There is no change in the prices, which are dull at $2.90 to $3.10 for Blaina and $3 to $3.10 for Abercarne and Alloway.

GALVANIZED SHEET IRON—Is in fairly good demand. For 28 gauge the price is 5 to 5¼c., and 26-gauge is 4¾ to 5c.

NAILS—A rather quiet business goes on upon the basis established, that is $2.30 for cut iron, $2.40 for cut steel, and 75 per cent. from the new list for wire nails.

HORSE SHOES—Some houses are selling at $3.60, but the bulk of them want $3.70. The easier price is for stock bought before the combine.

HORSE NAILS—Are now rated at 60 and 10 per cent, from the list, the manufacturers having come to an agreement.

CORDAGE—Manilla is unchanged at a basis of 12¼c., but Sisal is a cent higher, the basis now being 10¼c.

PAINTS, OILS AND COLORS

The paint market has not yet shown much sign of spring revival. Trade is very flat, and all prices are unchanged, linseed oil quoting at 57 to 58c. for raw, and 60 to 61c., for boiled, white lead at 5¼ to 5½c., turpentine is 54 to 55c.

PETROLEUM.

There has been no change in prices. The shrinkage in daylight is causing a decline in the volume of business.

The Petrolia Advertiser in its report says: Petrolia crude $1.29 per barrel, Oil Springs crude $1.29. Very little excitement is ever expected in the trade generally at this time of the year, and thus little uneasiness is felt at the quietness which at present pervades all branches of the business. The demand for crude is not very lively, but the indications for a boom later on in the year are sufficiently cheering to encourage the holders to keep the market firm. Transfers that have been made during the week range from $1.27 to $1 30. Refined moves rather slowly, but no change in prices since our last issue. The refiners are all running, however, and expect a pretty average spring trade. Operations in the producing territory are being pushed forward vigorously, and every set of tools in the district are as busy at work as they can be. No wells of any importance outside the average, however, are reported.

GLASS.

Stocks are not more than full enough to meet the sorting up orders, which are beginning to break up supplies. The price is $1.40 yet, and it is not expected that anything below that figure will rule during the spring.

HIDES, ETC.

HIDES—A little more activity is the only news there is to report from the hide market, a few sales of buffs at 5c. f.o.b. having been made. Green are unchanged at 4½c. for No. 1 cows'.

OLD MATERIAL.

Business is fair. The inward movement of trade is good, and the outward trade slower. Prices firm as follows:—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9 1-2 to 10c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5¾c.; heavy yellow scrap brass 7½c.; heavy red

SAMPLE ROOM : 54 Wellington St. E., Toronto.

The "PERFECT" Self-Basting Roaster and Baking Pan.



A Scientifically Constructed Article for Roasting Meats, Game, Poultry and Fish. For Baking Bread, Cake, Biscuits, Beans, Etc., Etc.

	No. 1.	No. 2.	No. 3.	No. 4.
Size of Pan	12x8x2.	14x10x2½.	16x10x2¾.	18x12x2¾.
Price, Each	$1.15	$1.35	$1.80	$2.00

SEND FOR DISCOUNT. THOS. DAVIDSON & CO., Montreal.

MARKETS—Continued.

scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
StoveGross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4 45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Feb. 4, 1892.

The movement in pig iron at this point proceeds in a spiritless manner. Consumers are buying only as imperative wants dictate, and dealers are taking little or nothing beyond what the demands of their trade may require. All told, the deliveries make a good showing, and the accumulation of stock at furnace banks does not appear to be sufficient to have any really disturbing influence. However, evidence is not wanting of uneasiness on the part of sellers of brands that do not stand well in the esteem of Eastern consumers, and those weak spots have a certain measure of influence, as far at least as shaping sentiment may be concerned. The present range of prices on Northern pig iron is $16.75 to $17.50 for No. 1 X foundry, $15.50 to $16 for No. 2 X foundry and $14 to $15 for gray forge. Southern brands are quoted at $16.25 to 17 for No. 1, $15.25 to $16 for No. 2 and $14 to 14.50 for gray forge. Scotch sells in small quantities at $22 to $22.50 for Coltness, $21.50 to $21.75 for Summerlee, $20 for Eglinton and $19.50 to 19.75 for Carnbroe. Foreign spiegeleisen is slow, with sellers at about $23 to 24 for 10 to 12 per cent., and $27 to $27.50 for 20 per cent, and 80 per cent. ferromanganese $62 to 62.50 delivered here. Old iron tee rails are slow at $21.00 to $21.50 and wrought scrap rather weak, at $18.50 on cars at Jersey City.

Eastern sales agents have secured some few moderate-sized orders for steel rails, the aggregate of which is about 8,000 tons. Large buyers still hold aloof from this section, but it is believed that several good orders will have to be placed ere long. Pending developments prices are held at $30 f. o. b. mill for heavy section rails. Mild steel in the form of billets, rods, etc., is still rather slow in this quarter, plates and structural material faring very little better, if at all, and the business in bars, sheets, etc., is strictly of routine character.

COPPER—The copper market remains positively dull, and, while the leading producers still make more or less outward showing of firmness, the undertone is weak, with more small lots at "cut" prices than buyers for can be found. Lake Superior ingot has been sold at 10.65 to 10¾c, and is freely offered at the latter price. Casting brands are quoted at 10⅜ to 10½c, in the absence of freer offering, but find very limited sale. In the London market prices for merchant bars have held at about £44 10s. for prompt and £45 for future delivery.

TIN—Pig tin prices have been almost stationary, and the market is entirely bare of new speculative or other interesting feature. London is watched in vain for some cue to freer action, and the local situation apparently affords no inducement for operations on a liberal scale. Spot prices have remained at about 19.65c, net for 10-ton lots and 19⅞ to 20c, regular for ordinary jobbing quantities. Last London quotations were £89 10s for prompt and £89 15s for futures.

LEAD—There has been a turn for the better in prices of pig lead in the London market, but no change is apparent in the situation on this side of the Atlantic. Buyers bid very indifferently, rarely going above 4.10c, and sellers hold at 4.15c, occasionally moving out moderate quantities at the mean price.

SPELTER—Spelter is taken in limited quantities only, and the market remains flat. Some Western brands may be secured at 4.60c. to arrive, but 4.65 to 4.67½c, is generally asked for prime.

TIN PLATES—There is still a very fair business in 100-lb, and lighter weight coke plates for future delivery, but, this aside, the movement is slow. Spot stocks of bright charcoals and ternes are broken, but as a whole, there is enough plate to meet the current demand at old prices.

TRADING AND GAMBLING.

In the February Lippincott, Mr. Henry Clews, the well-known Wall street banker, says:

"There is an opinion, started by no one knows whom, and kept alive by parties who thrive only by the disaffection of certain classes, that Boards of Trade, organized for the purpose of dealing in farm products, and permitting transactions based on the calculations of operators as to the value of products in future months, up to six, eight, and even twelve months ahead, are hostile to the best interests of the farmer. Such transactions are styled 'gambling,' and when once this opprobrious epithet has been launched it is supposed to stick, and to fatally injure the character of the institutions that permit them to take place. It is an old maxim, that when once you have given poor dog Tray a bad name you can hang him without remorse or fear of consequences.

"Now, while it is very easy to stigmatize a purchase or sale of May wheat in the preceding November as gambling, it is difficult to prove such a charge. Gambling is betting on hazards, whose results are not only not calculated, but cannot be calculated with any reasonable degree of certainty. Thus, a person hazards a certain sum on the chances of a pair of dice turning up double sixes, or on the chances of a roulette-ball dropping into a hole numbering say twenty-five. The dice may turn up in any one of twenty-two combinations, and the roulette-ball may drop in any one of thirty-six holes. By no process of calculation can he estimate the probabilities of any of these events, and, while his chances may be one in twenty-one, or one in thirty-six, the dealer does not allow these odds, but cuts them down so that in the long run the dealer must win and the gambler must lose.

"The transactions of a Board of Trade are wholly different in nature and result. They establish prices, for the day, of farm products, based on the quotations of the markets of the world; and they also give an opportunity to people who look forward, to deal in future supplies at prices based on the expectations of crops and consumption, These expectations are framed mainly from historical records, and are always within reasonable limits. But the main point to their advantage is this, that they all tend to the ultimate purchase of farm products, and the average of them all is in the average market price, which is established by producers and consumers all over the world. In other words, there are as many bulls as bears—as many people putting up prices as there are people depressing them; and therefore the farmer cannot be hurt, and, as a matter of fact, is not hurt."

A mournful but stately spectacle was that presented by the premises of Rice Lewis & Son, hung with heavy drapings out of respect to the memory of the Vice-President of the Company, Mr. John Leys, who breathed his last in Denver, Colorada, on Friday last.

The well known wholesale fishing tackle dealer, John Leckie, is about to open up a branch establishment in Vancouver, B. C. His son, R. J. Leckie, leaves here next Wednesday to manage the branch, and will be accompanied by C. W. Shaw who will do the travelling. The business in Toronto was established thirty years ago, and has grown to be a very large concern, occupying a four storey building on Church street. The trade in Vancouver has increased so much that it was found necessary to carry stock out there.

Soap and water are cheap, but soil on goods is expensive.

A customer secured is a promise of greater salary in time.

Restore goods to their proper places as soon after using as possible.

Goods conveniently located save time, money, and temper in showing.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

A feather duster disperses but does not remove the dust from the store.

The neglect to look after minute details in the factory is a source of great loss to many producers.

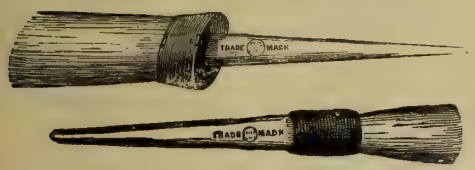
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HARDWARE, STOVES, FURNITURE, AND house-furnishing business for sale, in a Northern village, centre of a lumber region; no opposition; doing a business of about ($18,000) eighteen thousand dollars per year. Liberal terms to the right person. This is a chance of a lifetime, write for particulars. Address D. C. M., care HARDWARE, No. 6 Wellington Street West, Toronto, Ont.

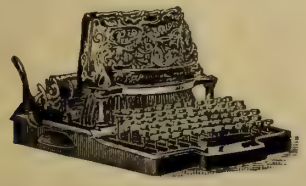
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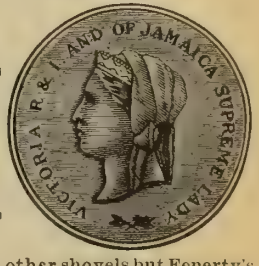
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Highest Award, Silver Medal, Jamaica Ex.

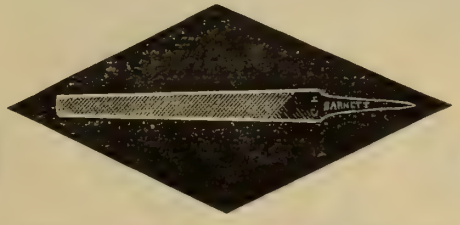
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—AND—

EVERY OTHER DESCRIPTION OF SAWFILES,

NEGOTIABLE PAPER.

The term "negotiable" as applied to commercial paper, says an exchange, is likely to be misleading to those who are not familiar with the legal significance of the word. In effect it means such paper as may be transferred from one holder to another, like money, and become, in the hands of any holder at maturity, an absolute obligation on the part of the maker, to pay the sum called by the note. In other words, the element of negotiability cuts off all defenses which might be made by the maker, except the validity of the note itself.

Thus negotiable paper, by reason of its immense value as a circulating medium, equal in utility, within a narrow sphere it is true, to money, is regarded with jealous care by the law, and is a privileged species of contract.

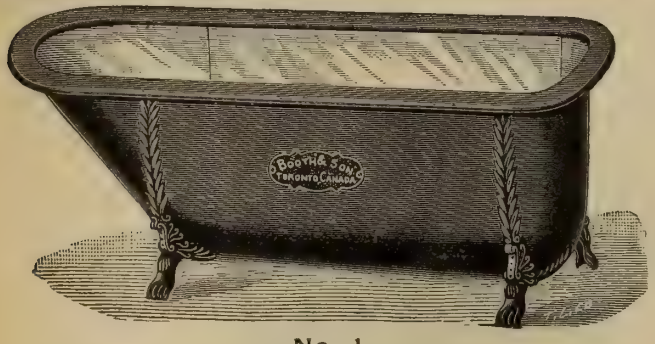
That which makes a note or bill negotiable, is the fact that it is an absolute promise to pay a certain sum at a specific time and place. The amount, the payee, the time and the place must be certain, and the promise must be absolute and unconditional, and the least element of uncertainty on any of these points will destroy the negotiable feature of the note. But it is not necessary that all of these things be certain upon the face of the note itself, for if, by the note, and without going outside of it these facts shall be capable of ascertainment at the time of maturity, then the note is negotiable, for at law that is certain which is capable of being made certain. For instance, the person to whom the money is to be paid, must be a certain and specific person. And yet this may not be, and in fact seldom is, the person expressed as payee in the note itself. In fact the element of negotiability is maintained for the purpose of facilitating its transfer from one person to another. But at the maturity of the note the holder renders the payee certain and definite by presentation for payment. A negotiable note may be made payable to bearer, for at maturity it will be ascertained who is the payee. As to certainty of amount, that must be specifically stated, as by no other means could it remain fixed during the life of the note, and on this the courts are strict. The rule that what can be made certain is certain is also applied to the time of payment. Thus a demand note is negotiable, because, while the time of the payment is not certain as expressed in the note it may be rendered certain by a demand. So, a note payable "on or before" a cetain date is negotiable, for although the time at which it may be paid is uncertain, the time at which it must be paid is certain. But a note payable upon a contingency which may not happen, is not negotiable. Thus a note payable when a certain person "becomes of age," or "when I marry" or a certain time after such an event, is not good, because the person may die before reaching his majority or being married. But if a note is made payable upon a contingency which must happen, such as the death of another person, or some other event which in the nature of things must happen, then it is good.

As to the date of a note, it is not absolutely essential that it should have any, and if it does, that date is not conclusive. If it bears no date it runs from the time it was made, which may be proved by other evidence. If it bears a date, that is presumed to be the date on which it was made, although if it was not in fact made upon that date, the actual date of execution may be shown. This is of special importance in those states in which a note made on Sunday is void, as the proof that a note was made on that day will prevail against the assumption raised by another date which may have been used. There can be, in the nature of things, no uncertainty as to the place of payment. If no place is expressed in the note, then it is payable on presentation to the maker, and although his exact whereabouts are sometimes considerably uncertain as a matter of fact, as a matter of the law uncertainty is not recognized.

As to the unconditional nature of the promise, there is an absolute rigor of rule The slightest contingency upon which the maker could legally avoid payment renders the note non-negotiable. It is intended, as was said, to take the place in commerce of money. There is always connected with it the contingency that at its maturity the maker will not be able to pay it, but this is the risk involved in a negotiable note. The addition to the promise to pay of any conditions or qualifications destroys at once the special nature of the paper and renders it a simple contract, subject in the hands of any holder to any defense which might have been asserted against the one to whom it was originally given.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1
PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

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Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
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Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath ub 6 ft. long.

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Come On

Now is the time to make contracts for your supplies of

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MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is HARDWARE, issued weekly, subscription price $2.00 per year.

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Business Changes

SALES MADE OR PENDING.

Mayer & Co.,general merchants, Nanaimo, B. C., have sold out to George Beviloskey.

The stock of David Ross & Son, general merchants, Morriston, Ont., has been sold.

J.T. Pearce, general merchant, Chilliwack, B.C., has sold his business to Fulton & Goodwin.

Henry Barber & Co., the Toronto assignees, last week disposed of the insolvent stock of Scott & Co., Coboconk, to J. O. Revell at 50c. on the dollar.

The insolvent hardware stock of Frank Smith, Toronto, who assigned last week to Townsend & Stephens, has been sold to C. P. Godin at 60c. on the dollar.

The hardware stock, etc., of the F. C. Cubitt estate was sold in Toronto on Tuesday to Tatham & Co., hardware merchants, of Listowell, Ont., at 55c. on the dollar.

The senior member of the firm has bought in the assets af J. M. Williams & Co., stove manufacturers and iron founders, of Hamilton, who assigned with heavy liabilities some months ago.

FIRES.

Fire on the 31st ult. destroyed R. Green's hardware store, Chatsworth, Ont. Loss $2,000, no insurance.

Two general merchants of Bond Head, Ont., N. A. St. Clair and E. J. Carter, were burned out on 1st inst. Carter's loss is $7,000, insurance $2,500; St. Clair's loss is $4,000, insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Louis Choiuiere, general merchant, St. Pie, Que., has assigned.

J. H. Buckley, general merchant, Guysboro, N. S., has assigned.

David Bertrand, general merchant, Trois Pistoles, Que., has assigned.

Simpson & Co., general store, Dresden, have assigned to D. A. Ferguson, of Toronto.

The creditors of Mrs. E. Balmer, general storekeeper, Gravenhurst, met last week at the offices of Henry Barber & Co., t e Front street assignees, to receive a statement of affairs. The liabilities amount to $2,400, and the assets are figured at $2,700 nominal. The debtor made an offer of composition of 75 cents on the dollar, payable in three, six and nine months, which was accepted.

A. H. Rose, grocer, carrying on business at 730 Bathurst street, Toronto, has assigned to Mr. George Edwards,accountant, 14 King street west.

Parkes & Co. have issued a final dividend of 2½ per cent. in the matter of the estate of W. R. Graham, who used to run a general store at Meaford. This makes a total of 64½c. on the dollar. In this case there is a very satisfactory result, the credit of which is due the vigilance of the Legal and Commercial Exchange, whereby the creditors got a good return under the circumstances, while at first they stood to lose everything.

SALES AT SUCKLING'S.

One of the most representative gatherings of the dry goods and clothing trades ever seen in the city assembled at Suckling's warehouse last Tuesday and kept up a brisk and sprited bidding for the trade stocks offered. The insolvent estate of Isaac Simon, Brantford, amounting to $5,692.21, was bought in by a brother of the insolvent for 66 cents on the dollar; and the estate of H. Simon, Brantford, representing a gross of $5.452.09 was knocked down to Gough Bros., of Toronto and Brantford, at 57¾ cents on the dollar. Both these debtors assigned to J. D. Ivey & Co., wholesale dry goods, Toronto. The hardware stock of F. C. Cubitt, Sarnia, amounting to $6,600, was sold to S. Tatham, of Listowel, at 55c. on the dollar. Simpson & Co., dry goods and millinery, Dresden, in liquidation, are to be sold out on Feb. 9th, the stock representing a total value of $5,547.32.

The annual meeting of the Port Arthur Board of Trade was held on 26th, George T. Marks, Aaron Squires, J. J. O'Connor re-elected respectively president, vice-president and secretary. Council—Messrs. J. Fraser, James Meek, W. J. Clark, Col, Ray. D. F. Burk, W. C. Dobie, W. J. Bawlf, F. E. Gibbs, George W. Brown, Herbert Shears, F. S. Wiley, Fred Jones. The president's report, amongst other things, strongly condemns the Ontario Government's late mining legislation.

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

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"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

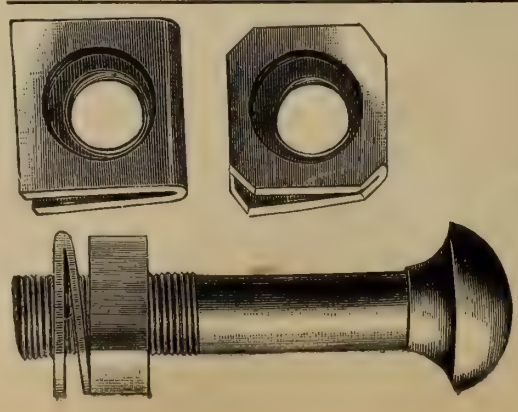
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CAPACITY OF WORKS: 1,200 doz. per day.

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FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

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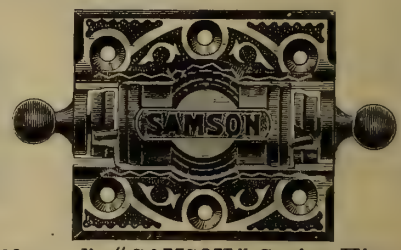
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Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

THE LATEST



AND BEST

Shepard's "SAMSON" Spring Hinge

(Hold-back Pattern) Size 3x3 inches.

The only Hinge with Self-adjusting Gauges for attaching. Highly ornamental, Simple construction, extra strong.

Sole Manufacturers—SHEPARD HARDWARE CO., Buffalo, N.Y.

H. D. SIMMONS, 74 York St., Toronto, Agent for Canada. Telephone 2164.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	22½, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
Bradley M.L.S.		
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 25	8 50
D.C., 12½ x 17	4 50	....
D.X.,	5 75	....
D.X.X. "	....	6 75

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

essemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 25	8 50
I.X. Terne Tin	10 50	10 75
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6¾c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates.

72x30 up to 24 gauge	6¾	7
26 "	7¼	7½
28 "	7¾	8

Iron and Steel.

	Base	Price.
Common Iron, per 100 lb	$2 25	2 30
Refined " "	2 55	2 65
Horse Shoe " "	2 60	2 65
Band " "	2 65	2 75
Hoop " "	2 65	2 80
Swedish " "	4 00	4 25
Sleigh Shoe Steel	2 50	2 75
Tire Steel	3 00	3 25
Machinery	3 00	3 25
Best Cast Steel, per lb	0 13½	0 14
Russian Sheet "	0 10½	0 12
Tank Plates	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	15

Boiler Plate.

¼ inch	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 60 to 62½ p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.
Hodgson's Wrought, 62½ per cent.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6½
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅞
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S. "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 28 0 29

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 21
" 50 lb and above per lb	0 18 0 20

Boiler & T. K. Pitts.

Plain Tinned, per lb	0 23
Spun " "	0 27

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05¾ 0 06
Domestic "	0 05¼ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 04 0 04½
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Crown	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 15½ 0 16
Other makes "	0 14½ 0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 05 $1 10
2nd qualities "	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per cwt	1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides " "	3 25
American " "	2 25
Paris Green, per lb	.....
Burnt Sienna "	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Extra " "	1 00
Brown Japan "	0 70
do Turpentine "	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 58
Boiled "	0 60 0 61

Turpentine (in bbls)

Selected Packages, per gal	0 54 0 55

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 12
Cabinet makers	0 17 0 18
White	0 16 07

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000 ..... $0 25 $1 60

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined each 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled ... 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 pe cent.

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits—*Auger.*

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex ..... per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis, 70 to 70 and 10 per cent. dis.
Tire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Butts—*Brass.*

Wrought Brass dis. 60 and 10 o 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards " .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 30 to 33⅓ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches.				
16 to 25	1.45	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO., London, Ontario.

Write us before you place your orders for

SPRING IMPORTATIONS OF WINDOW GLASS

Our prices will be right and quality of glass and packages A 1. Also Enamelled, Cathedral, and Muffeled Glass in all tints, supplied from stock or Imported direct to customers.

Wrought Hooks and Staples, Amerdis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 p. c.

Horse Shoes.

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F. & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to 70 per cent

Nails.

Cut. American basis, per keg base, price 2 30
Brads & Moulding Nails, 75 per cent. from new list.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15 16
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 25

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 50 to 52½ per cent.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 per cent.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 12½ to 15 per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 7 40 10 25
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " 3½ 3⅝

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to 50 p.c.
Iron " " 40 to 45 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla
7-16 in. and larger ..	9½ 9¾ 12½	13
¼, 5-16, ⅜ in.	10 10¼ 13	13½
3-16 in	10½ 14	
Cotton, per lb.	22	25
Russia Deep Sea, per lb ..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90
" N P. " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston s, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each 1 75 2 75
" frames only 75

Saw Sets.

Per doz 1 65 9 00

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Canadian List, dis. 40 p.c.

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Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75
Terms—4 months or 3 per cent. cash.

Scythes

Discount 40 per cent.

Scythe Snaths.

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Shears.

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B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
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Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes 3 25
" ¼ and ½ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes

Discount, 20 per cent.

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Wood, English 1 80 5 00
Iron, American 1 35 2 35

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Tea Spoons ..... per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks .... " 24 00 .....
Medium " .... " 27 00 .....
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Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
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Fence, galvanized, per lb 4½ 4⅔
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Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

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Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

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English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

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Tin case & dairy, dis. 75p.c

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Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz ..... 1 .. 2 50

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Game, Newhouse, dis. 17½, 20 per cent.
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Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

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Butter, per doz 6 25 9 00

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Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
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Per doz 4 00 8 50

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Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
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" Plain twist, 2&3 wires 4¾ 5
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" steel staples 4¼ 4⅔
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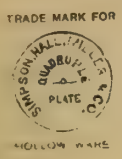
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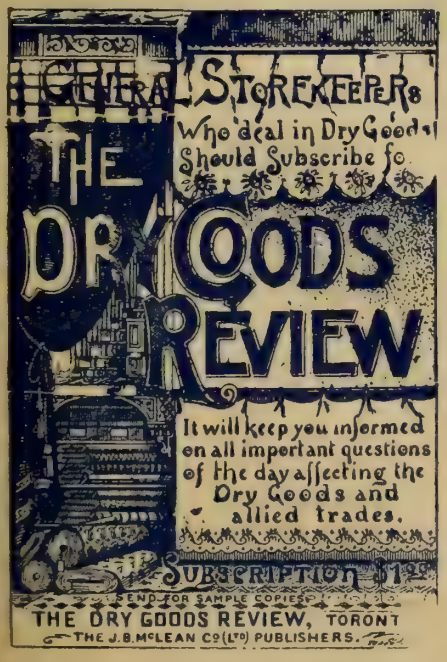
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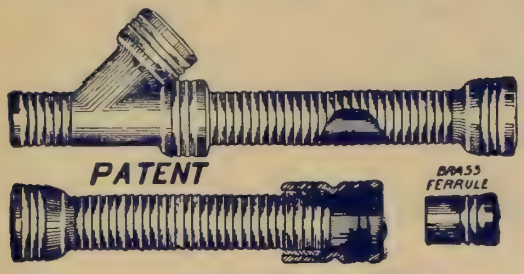
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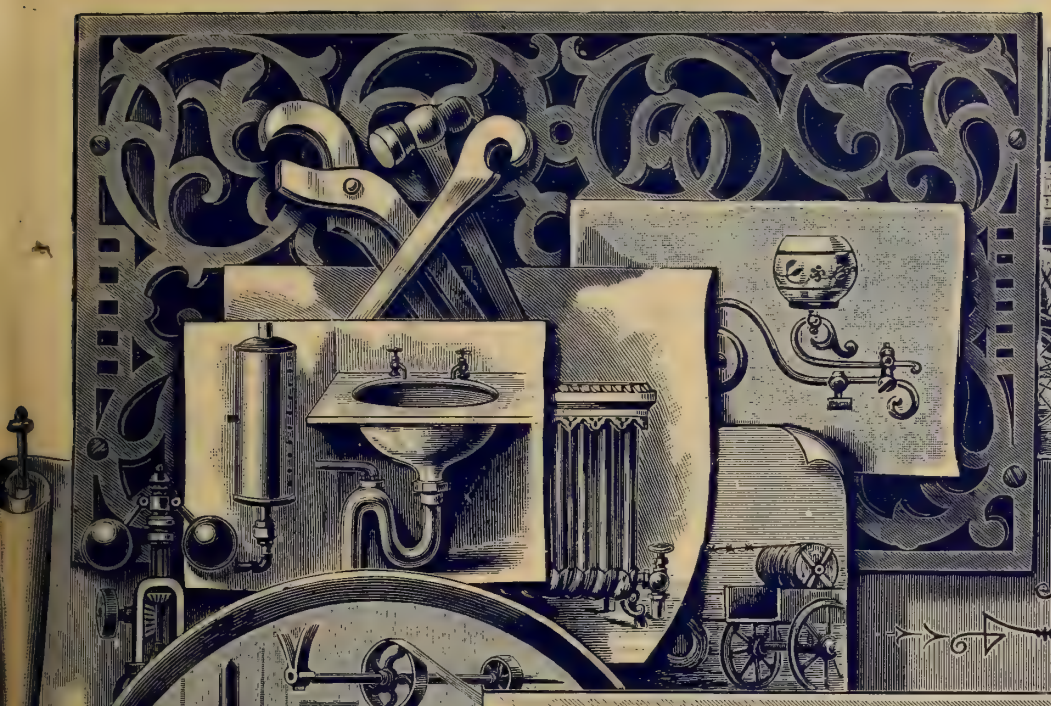
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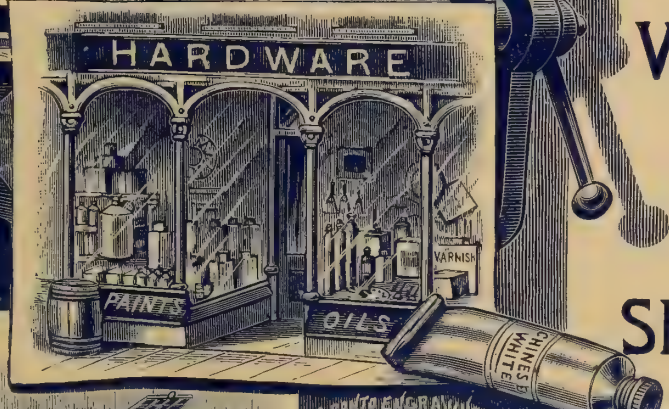
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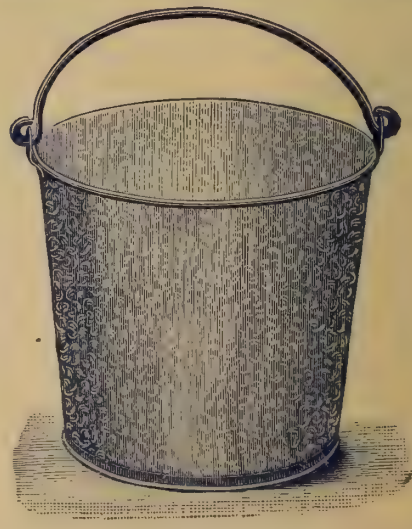
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PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, FEBRUARY 13, 1892 No. 7

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

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Each of the atoms of the bolt-industry appears to be agitated by a yearning sense of affinity, and the original fragments of a combine that has fallen to pieces twice may be soldered together once more. The great work of reconstruction has been undertaken again with a courage and faith that might be trusted to make a tight piece of handiwork if stable elements were available.

* * *

There are no very glowing anticipations of the city trade in builders' hardware, building mechanics' tools and kindred lines during the coming spring. In fact, unless the signs belie the facts, this promises to be rather a dull year in these lines among the local retail hardwaremen. The large and numerous failures among builders, the equally large and numerous failures among lumber yard men, and the number of houses standing vacant, bode a diminished trade in the staple lines carried by the hardwaremen in Toronto. The lumber trade is the barometer of the trade in builders' hardware and all cognate lines, and locally the lumber trade is lifeless. The good times of past seasons, when the building boom was in the heyday of its prosperity, benefited the retailer, but they put the future under mortgage for it.

* * *

The arrangement among the wire nail men not only fixes a list price and prescribes the discounts, but also pools the profits. One firm however was hard to reconcile to the proportion that was assigned to it, and its demand for better terms before its adhesion was secured, caused a hitch that threatened to prevent the combine from going through. At all events, dissatisfaction with its share of the profits was the ostensible cause, though probably the real one was the disinclination to give up one assured advantage in return for another that might not promise so largely. This firm formerly made a special feature of cutting prices on small sizes, and thus found an outlet for the bulk of its manufacture. It is now said to be appeased, and to have taken up its dressing along with the other makers. It is probable that its defection would have wrecked the combine.

* * *

It has been rumored but not confirmed, that sales of bright iron wire have been made to include freight at list prices. This seems improbable, as the precautions for preventing any breach of the combine arrangement are most stringent. If the jobber delivers and is found out to have done so his punishment, according to his own contract, is in the hands of the manufacturers. The jobber is assured of a certain margin, which he recovers from the manufacturer in the form of a rebate. No matter what the fluctuations of the market may be, this margin is guarded and comes to the jobber who stands by the arrangement. The jobber who does not, forfeits his rebate. The agreement is watched closely, and any lapses from it will be visited, if discovered, by the attachment of the aforesaid margin in the hands of the pool. The old story, that the travellers are doing this thing of their own motion and out of their own pocket is all humbug. That transparent yarn has done all the mischief it can do, and it never imposed far on human credulity. The report of delivery being conceded may be, and probably is, baseless, as wily buyers have very often a trick of starting such reports for the purpose of breaking the prices of somebody else. It is improbable that a man to whom this advantageous offer was made, would let it go past him. If he wanted wire he would jump at the chance, and would not bother himself going to another house with the story of such an offer to negotiate for a similar concession.

* * *

The sense of justice in most people truly depends to a very great extent upon whose ox is gored. To ignore any grade of the distributing system in the sale of goods, is a very bad thing or a very good one, according to the point of view of the interested parties. The retailer is righteously indignant at the wholesaler who sells goods to a wagon maker, an employing carpenter, a building contractor, or any other large consumer whose trade is especially desirable to the retailer. But the conscience of that same retailer, so sensitive to the wrong done by the wholesaler, becomes seared when the manufacturer makes direct overtures to himself to supply goods at almost jobbers' prices. As a matter of fact the jobber has much more ground for complaint against this form of injustice than the retailer has. Hardware jobbers have lately been seldom accused of doing direct trade with consumers. But manufacturers of many hardware lines, such as nails, screws, bolts, horse-shoes and many other articles, make a practice of canvassing the retail trade for orders. They especially select the cream of the trade and thus make drafts which are very seriously felt by the jobbers. This thing is wrong, but it is a consequence of over-production. There is often also the plea made in extenuation of it that the jobber gives away any concessions the manufacturer favors him with, and that to maintain prices the latter has to seek direct business with the retailer. If there is any truth in the defence, and no doubt there is, the jobbers are not blameless for a share in the cause of the anomaly. It is improbable, however, that manufacturers would respect their customers' business, even if the latter did trim their prices in accordance with the market. The ground for this belief lies in the fact that manufacturers have frequently been known, in their dealings with retailers, to break an arrangement which they had forced jobbers to enter into for the maintenance of prices. To retailers they have frequently cut prices that they have forbidden to be cut.

PATRON CONTRACTS INVALID.

The Patrons of Industry are not incorporated. They are only a set of individuals in the eye of the law, and the closest voluntary organization cannot make them a collection having the rights and responsibilities that legally attach to one person. No special legislation is needed to make an individual eligible for his part in anything he puts his name to. The name is his, and it binds him if he signs it, but a name that a group of persons adopt as a common term must be legalized and its scope defined, before its stamp can hold the group answerable for anything they contract. Legal incorporation fuses them as it were into one body, to which all the constituent members then owe legal duties. Incorporation makes an association of persons an individual in the eye of the law. But the Patrons of Industry are yet only a loose assemblage of persons, as destitute of any bond of legal unity as the particles of limestone from which the carbonic oxide gas is expelled are destitute of chemical unity. The Patrons of one lodge are not knit together into anything that it would be safe to make a contract with. One lodge is not more legally bound to a neighboring lodge than if they did not profess the same thing.

A shrewd business man will weigh this fact before he goes into any agreement with the Patrons. The officers may give what verbal guarantees they will, that all the members will deal only with the merchant who signs their contract, but what power have the officers to enforce that agreement? It rests only upon the honor of individuals, and in such agreement honor seems to be little more than a name for the resultant effect of the whims of the members. Also, what legal redress has the merchant if the Patrons carry out their contract but partially? And if his trade ebbs away until he does about one-tenth of what he did before he capitulated to the Patrons, can he obtain damages from the Patrons? Oh no. In the absence of this legal competence, can he persuade the officers to put to the agreement their names instead of the name of the order and the lodge? Let him once try. These wary managers of a co-operative buying club are not so optimistic upon the question of the honor of their fellows as to take upon themselves responsibility for what their fellows have promised. The foolish trader who makes terms with the Patrons has no guarantee that is worth a straw in business, that he will get all the trade which is pledged him. He may assure himself, however, that there is a very great deal of it that will filter through the agreement by way of many sieve-like consciences which are associated together nominally to uphold it.

Patron merchants are evidently seldom prepared to stand or fall by the support which the local lodge enters into a covenant to give. Those merchants want to get all the trade they can from non-Patron customers, and they will certainly find that they need all such outside business as they can lay hold of, if they make due allowance for the restrictions upon their profits and for the escaping custom that goes by one course or another to other stores. Hence, with a modesty that does credit to their cupidity, they very generally make a secret of their connection with the Patrons. The favored customers kindly engage to preserve the secret but it always leaks out. The necessity of making the contract a covert transaction is apparent to both parties. The Patrons see that the fact of their connection with any given merchant is likely to prejudice his standing with wholesalers, who are apt to regulate their confidence in proportion as the retailer looks after his profits. If the retailer's facilities for getting goods are likely to be limited by a contract with the Patrons, the latter are likely to perceive the wisdom of shielding the secret of such connection as much as possible. The merchant himself, on the other hand, aims to catch what non-Patron trade he can, and it is discreet to keep a close mouth about his being in league with neighbors of non-Patron customers to give the former always better bargains than the latter.

The need of incorporation may not be so seriously felt just now, as farmers have more money, or more money's worth in grain, than they have had for many years. They can therefore make a better attempt to carry out the cash requirement on their side of the contract than they usually can. But when money begins to get scarce, where will the retailer be who has tied his fortunes to a few consumers, a cash basis and 12½ per cent. profit? He will be in a very precarious position. Wholesalers want the cash always from a man who does a professedly cash business; if such a man cannot pay the money down for his goods, they are apt to reason that he never can pay, for he is not supposed to have any assets in book accounts. A trader who sells for cash and asks credit gives evidence of getting behindhand that makes him an ineligible candidate for credit at wholesale hands. So the Patron merchant who has to face a time when his customers have no money is likely to be brought to a standstill at such a time because he can get no goods. Even now there cannot be too much money afloat among Patrons in certain sections, for it is a fact that some lodges include among their members men whose total indebtedness on old accounts to local non-Patron merchants is several hundred dollars. Such men as these are always easily attracted into any concern that aims at injuring traders who have the enterprise to sail under their own colors. A very large number of the beneficiaries of the retail trade of the country may be looked for in Patron lodges.

TRAVELLERS AS COLLECTORS.

A commercial traveller is not only a salesman, he is a collector as well. It is seldom that there is any discrepancy between his returns in money and the sum represented by the total number of the receipts he has signed. Taken in comparison with the number of commercial travellers on the road, the number of those who have proved untrustworthy appears to be an insignificant proportion of the whole. Also, taken in comparison with the total amount of money handled by commercial travellers, the amount of such money that has been misappropriated is a mere bagatelle. It is to the credit of commercial travellers that their honesty in accounting for collections is thus so well attested by their record. The exceptions, however, to the general rule have been more frequent of late than in any former period for a considerable time back. Within the last nine months three or four grave instances of shortage in travellers' returns have occurred, and have led to the discovery of habits in these particular cases entirely incompatible with a strict sense of duty.

It is so exceptional for travellers to err in this respect that these examples will be likely to be pondered somewhat by employers. The confusion that is often made between cause and effect in the judgment upon such cases may be cleared away by a little reflection. Is the tendency of a young fellow towards expensive or sporting habits a primary or a secondary cause of dishonesty? It is a primary cause of dishonesty if it leads him in the first place to resort to crooked means of getting hold of money to indulge those habits; it is a secondary cause if it simply leads him to use money improperly that has come regularly enough into his hands. If it is a secondary cause it is an effect of, and is suggested by, money that he is trusted with. There is a wide difference in degree or in stage of depravity between the man who will "contrive" to get money wrongfully that he may gratify certain propensities, and the man who will gratify those propensities only when he has the money in his hand. In the one case want of money urges, in the other the possession of money tempts.

The temptation is what the employers need to fix their minds upon, for they can control that. That is the chief cause of any lapses from business virtue that travellers make, and there are some men under a cloud who would never have had a stain on their name if they had not been trusted with too much. Their weakness, not their covetousness, is the mainspring of their wrong doing. Absolute confidence sometimes makes criminals. It is well to be sparing of it unless with due checks. It would be a very good rule to require every city traveller to report and account for, at the end of every day, every cent of money collected. This would relieve him of money during the hours when

he is most exposed to, and most liable to succumb to, temptation—the evening hours, when amusement, fellowship, conviviality, exert their influence to relax the fibres of a man's moral nature. Money over-night is apt to be dissipated, no matter whose it is, if it is in the pockets of weaklings. The men of tried honesty, whose virtue has come out untainted from the crucible of great temptation, would just as soon not be the custodians of other people's money beyond the time actually necessary.

The retailer is protected by his receipt, no matter how the medium of conveyance to the wholesaler may miscarry. But it is annoying for him to have question made of his word when he comes to the house to square up some balance and finds himself still charged for what he no longer owed. In the present circumstances he might do that, and wrongly blame a perfectly honorable traveller. If he paid a sum of money to such a traveller it might be a matter of three or four days before it reached the house. The retailer might call in the meantime to pay some balance still due and find himself confronted by a claim for the whole. Perhaps a few hours after, his money would come in. But the confidence of retailers is likely to be shaken in any other traveller of a house which through such causes has not done prompt justice to the retailer. Also there is some damage done to his confidence in that house. All this could be prevented and the temptations to travellers to go in for a fast life would be withstood, if daily reports were adopted. A system that would probably be as practicable and would exercise a still stronger restraint upon the traveller is that of payment by check alone.

KEYS AND KEYHOLES.

The key and keyhole of the present day are comparatively small affairs, but what a prominent part they play in the life of everyone. It is probably a safe statement, to say, that the entire line of builders' hardware has no one factor that is of as much importance as the ones in question! Just think of the vexation of spirit, family jars and blasphemous utterings that all come down to the keyhole, that cannot be found, or the key that will not work, as a primal cause. Hunting for a keyhole in the dark, and the mercury "out of sight," is an experience that most every human being has suffered. The ancient historian make no mention of domestic life, nor do the biographies of great men touch upon the minor details of human existence, nevertheless, we have every reason to believe that the men of years gone by, when returning from the club, had just the same obstacles to overcome, as do we in our present day, but in a lesser degree, from the fact that an ancient key was a ponderous affair and the keyhole so large that only the dimness of very late hours could possibly obscure it.

To judge by such relics of the past as we now have in our museums, the keys and keyholes of ancient days were, to say the least, wonders. The ancient key had a shank or stem all the way from ¼ in. to ¾ in. in diameter and weighed accordingly, and the necessity of a body servant to carry the keys, provided the master went out for the evening, must have been imperative. Suppose our front doors of to-day were equipped with such a fastener as to require a key and keyhole such as described? Think of his worshipful highness, the janitor, with a bunch of such keys. Thanks should be duly offered that we have left behind us the age that used them, and arrived at the time of the small flat key that is light and neat in appearance.

Flat keys are almost universally used for night latch, or front door locks, and in numerous styles and makes, each manufacturer having his own particular design or style of mechanism. The most common and best known key is the Yale, its peculiarities being known and recognized, while the Corbin key with two side grooves is also a well known key. The peculiar construction of key and keyhole of the Yale is a subject of much conjecture and wonder. How the corrugations are made is a puzzle that has worried many a locksmith and many a dealer. The escutcheon plug of the Yale lock is made by a saw having the teeth set to opposite sides, all the teeth for certain parts being set one way, then all the others set the other and the saw tapering from nothing to the full depth of cut. The saw works as does an ordinary rip saw that is not properly set. The key is easily made by punching. The die of the punch and the set of saw must correspond, as the variation of one-hundredth of an inch will fatally affect the operation of key mechanism. The key plug is tested by a sample key and on being found to work smoothly, this plug is sent through the various departments where the further and intricate work of completing the mechanism is done. The Corbin escutcheon is made in a similar manner, while the key is milled instead of punched, but the milling operation is nearly as speedy as the punch. The lesser known manufacturers produce their plugs and keys in a similar way, where any description of parallel bitting is used on key.

Bit keys are more common for general interior work, and are simply a modification of the old style hand-wrought key. This make of key is cast in what is known as a gate, a gate being a number of pieces all alike, each fast to a centre piece, like unto a backbone and ribs; the bit keys are cast twenty-five or thirty at a time. The keys being cleaned and finished, are sent to the fitting room with bits blank. In this room the milling machines transform the blank key into what has the appearance of being a most intricate piece of mechanism—it may be this or it may be the key to a fifty-cent lock. One cannot judge from the nature of a key bitting whether the lock is good, bad or otherwise. The same key that is used in a cheap lock may be used in an expensive one, the difference being in the first instance the end of bit throws the bolt back and forth and does not meet with guards or tumblers, while in the second case the key may be adapted to operate a set of tumblers and to pass guards that require exactness; the two keys may be similar in appearance, but they belong to different grades of goods. The first lock may be opened with a nail, a hairpin, or a button-hook; the second lock the expert locksmith will hesitate before undertaking to pick. The lock having three or more tumblers is the most difficult to open The latest production that bears directly on keys and keyholes is a mortise hotel lock, or what the trade know as a master key lock. The line of master key locks are generally so constructed that a guest on locking his door on the inside is safe from all but the hall boy or chamber-maid, or anyone having the pass-key, but they can enter at any time. The new lock is so arranged that when locked on the inside the guest is secure from foreign invasion, as a small interior drop falls over the keyhole and effectually closes it.

Hardware in general is making great progress, and the small features, the key and key hole, are close to the leaders in the race

ORNAMENTAL HARDWARE.

Since the days of the ancients artistic ideas have been worked out in metal for applications most numerous, and the delving archæologist of to-day is finding fresh proofs of the remarkable attainments arrived at by these, the artisans of long ago; and what is still more wonderful is the fact that ancient metal workers were handicapped as no modern workman is. Where hand work was the only means of production, we now have the machine and all the finer grades of tools, while the tools of the ancient artisan were, as far as known, of the crudest kind. After a certain period a decline seems to have taken place, and it is only within recent years that art, as applied in house trimming, has been anything of a factor in this line of manufacture.

Art hardware is a term used to-day, having the greatest significance. Thousands of dollars are invested in plants for the production of metal trimmings that are, in every sense of the word, artistic. No other proof of this fact is needed than a visit paid to one of the leading firms in this line. In the modern salesroom, metals, wrought or molded, into form for use as builders' trimmings may been seen, in which every school of art is represented, from the Rennaisance to Colonial, and in finishes that only modern genius and modern brains could produce. In this matter of finish this present day shows greater advancement and perfection than at any time since metal was first used in building. Silver in oxidized finishes, gold of various shades, brass and bronze in finishes too numerous to mention.

Artistic hardware is to-day just as much an item of importance as is the woodwork or the plaster in the building. Each particular style

of architecture may be suited with metal trimmings to correspond. The large manufacturers carry full lines of patterns in each of the prominent schools of artistic design, and to to be able to do this involves a number and variety of patterns that could not be appreciated until viewed. It is out of the question for the retailer to carry a line of samples from which the architect may select, but this need be no reason why each and every retail dealer should not be able to show price, and place orders direct. The solution is extremely simple. All the first-class manufacturers photograph their entire line of hardware trimmings, and each retailer may carry a full line of samples—in picture form—provided he is willing to look for business in this line and prove to the manufacturer that he is worth to them the cost of the photographs, etc. It is very well understood that the business of the retailer, in the smaller towns, in the line of builders' hardware, is a very small part of the entire trade. This is a fact. It is just this fact that should not be. Suppose Farmer Brown or Farmer Doe decides to rebuild, and also decides to refit the house with new front door locks, perhaps a knocker and hinge straps also, butts, window fasts, door knobs, escutcheons, etc. Why should not the local dealer have the benefit instead of the architect or contractor ordering direct from the manufacturer; he should purchase from the merchant, who is surely entitled to the home trade. To get this trade rests with the dealers' own efforts.

Education in the matter of artistic trimming is rapidly growing, and the smaller towns as well as the larger ones evidence this fact. Suppose the retailer can call the owner in his store and show him conclusively how he can approve the appearance of his front door 50 per cent. by adding a pair of hinge straps and an escutcheon and knob to match, and all this from photograph, why not give it a trial, just to see if it would pay?

BOXES FOR SHELF GOODS.

"In the multitude of counsellors there is safety," and, where the counsel is based on experience, there is much to be said for Solomon's proverb. We should all be wiser (which is the same thing, practically, as saying we should make fewer mistakes) if all human experience could be compiled in a sort of digest, as a code of laws or a body of judicial decisions is digested for ready reference. Lest this should seem a somewhat labored preamble in recurring to the topic of boxes for shelf hardware, let us say at once that it is prompted by the fact that, of the numerous letters we are receiving on the subject, many contain fresh suggestions to which the experience of the writers lends especial value. Even in so seemingly simple a matter, it is possible to adopt a plan that is not the best, and that might, therefore, be improved upon. Hence the more light we can get that is based upon practice, the better able we shall be to avoid initiating faults. That is to say, the more counsellors we have who can counsel from experience, the better for all concerned. The following communication from one who signs himself, "Another Ironmonger," will be found to contain several hints touching this matter, which will be new to those who have followed our articles on the subject:—

"I have been interested," writes our correspondent, "in the articles on 'Boxes for Shelving.' I have partially adopted the box system, too; but I don't use lids on the boxes at all. I consider a lid on a box a nuisance, particularly when you happen to be busy and have customers waiting to be served. For most goods lids are not necessary, at least my experience is so. As far as dust goes, boxes which gather dust are boxes which are very little used, and the dust a sure indication of dead or, at least, slow-going stock. Of course, goods easily tarnished will always be left wrapped in the original soft paper, and boxes containing miscellaneous sizes of one article, such as chisels, brace-bits, callipers, etc., will have the contents wrapped in paper likewise, so that there is no necessity for lids at all. Keys, plane-irons, bradawls, or any bright goods put in without paper can be dipped in oil to preserve them. I prefer to have each row of boxes resting on a shelf of its own, as it is much easier drawing a box off a shelf than lifting one box from under another; so that when I require two boxes in the height of one shelf space, I always slip in a shelf in the centre, and thus avoid having one box resting on the top of another. It is easy slipping in a shelf, by grooving the haffet or upright on each side, and slipping the shelf in the groove. It is best always to let the box have ¼ in. clearance in the height, so as to be easily slipped out and in. I find it a good plan to let the boxes project about 1 inch out over the edge of the shelf—that is, a box 11 in. long for a 10 in. shelf. One advantage of this is that the box can be drawn out instantly between fingers and thumb, without the help of any knob or ring. Another advantage is that where space is limited you get more room inside your box. The general appearance of the boxes done in this manner is just as neat as when they are flush with the shelving. I have some boxes made of wood, others of tin. The great advantage of tin is that you get more room, as a good deal of space is lost with the thickness of the sides, ends and bottom of a wooden box. I have got wooden boxes, 11 in. by 6 in. by 3½ in. over all, papered white inside and colored surface paper outside, for 4s. per dozen, without lids; those were got from a fancy box maker. I think now that tin boxes are best, and they do not cost much more. I had some made 11 in. by 5 in. by 3 in. over all, with a division in each, for 6s. per dozen. These were wired round the edge, the wire being to the inside, instead of to the outside as is usual."

Another correspondent, who signs his communication, "Bertram," introduces to our notice still another form of box which he uses, and finds entirely satisfactory. "Having read," he observes, "with much interest most of the contents of your valued paper, especially the articles on 'Shop Arrangement," and, seeing that you invite remarks or sugestions, I venture to write you my experience, and describe my system of keeping stock in boxes. I quite endorse all that 'Marguerite' says, in your September number, as to the benefits of keeping brass foundry and other small goods in boxes, and have used them with profit for the last six years, only, instead of the cigar boxes, I procured the steel bound cardboard boxes, made by T. Bishop, Deritend Paper Box Works, Birmingham. These have many advantages over the kind mentioned by our correspondent, and are supplied at small cost, probably little more than is given for the empty 'weed cases,' and without the time and trouble spent in collecting, covering, and preparing, with the uncertainty of fitting shelves. Bishop will supply these boxes to any dimensions, so they can be arranged to best advantage for stock and existing fixtures, neatly fitting without waste of room. They can also be faced with any colored paper to suit taste; in my opinion brass work shows up best on white, accordingly I always choose that color, and as glazed paper is used, they keep clean for a long time. Being very thin (and yet strong) they take up much less room than wooden ones. The lids slipping tightly over them, the boxes are kept dust proof and quite clean, even though overfilled, in which case wooden ones would gape open; my boxes also save string, requiring none, thus saving time in opening and putting away."

"The cover is the same depth as the box itself, which explains what our correspondent says as to the contents being kept free of dust even though overfilled, for, though the contents might press up the cover considerably, it would still overlap the sides and end of the box itself. Of course the sample of contents must be attached to the end of the cover. The sample boxes in our possession are certainly strongly made, having the ends protected with steel strips. They can be made in any size.

"I have found small boxes preferable," continues Bertram, "a better assortment can thus be shown, and articles kept more separate. My fixtures are divided into eight sizes; the bottom three rows 7⅛ in. wide by 4¼ in. high at one end, and 6¼ in. by 4¼ in. at the other. The three next rows are, part 7⅛ in. wide by 8½ in. high, the others 6 in. by 8½ in. Above these are three 9¼ in. by 4½ in. at one end, the remainder 10 in. by 4½ in., all of which are 6½ in. deep; above these, and overhanging them 2½ in. are three rows of spaces, part 14¾ in. by 8¼ in., the remainder 17¾ in. by 8¼ in. high, both 9 in. deep. I have arranged three sizes of boxes to fit these, namely, 3 in. by 2 in. by 6 in., 3½ in. by 2 in. by 6 in., and 7¼ in. by 4 in. by 9 in.; it will be seen these fill all spaces without waste of room, excepting in the 17¾ in. by 8¼ in. by 9 in., which I fit with four boxes 7¼ in. by 4 in. by 9 in., and four 3 in. by 2 in. by 6 in., leaving a little waste room only behind the latter, others all fitting with just room to slide in and out easily.

"When first fixing on my samples, I found that by wiring them on, the wire cut through the cardboard, so to prevent this I tried the following plan which has auswered well. Place article to be secured on end of the cover in the position that best shows it, and, with a stout pin, pierce four holes through the end in the most suitable places for securing, then place a piece of 18 gauge tinned iron wire across the inside of the box lid end, next take some 24 gauge copper wire and stitch through one of the holes made, passing it over the tinned wire and bringing back through the other hole at the same end of sample, drawing tightly over and twisting to fasten and cut off wire; then perform the same operations through the other two holes, taking care always to pass the binding wire over the piece of tinned wire bar, this will keep the article shown firmly fixed in position, strengthen the lid end and prevent the wire cutting the cardboard. If this is carefully done they will last for years, saving time, room and money, and are easily kept tidy, the appearance giving a much better impression, with greater inducement to customers to select and purchase, greater facility in serving, and, in my humble opinion, preferable in every way to the old-fashioned way of keeping shelves half filled with parcels of various shapes and sizes, too often piled up in sad confusion."—Ironmongery.

You can lose more than we do by not subscribing for this paper.

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WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Window Glass

FOR IMPORT.

"BUGLE BRAND." **GET OUR PRICES.**

TRADE CHAT

The strike among Hamilton foundrymen continues.

Mr. Thomas Reid, of the iron works at Walkerville, is about to build a handsome residence in that town.

Mr. Fred. J. Wesley, Superintendent Brandon Mfg. Co., is now on his way to the Maritime Provinces. He will spend about six weeks there.

T. G. Watson, Paris, has taken out patents in the States and Canada for the "Ever-Ready" varnish bottle which is a device to attach to bottles to pour varnish in.

Chas. D. Chown has resigned his position with The Chown & Cunningham Co., Kingston, and is now acting as a Manufacturers and Commission Agent, and will shortly open an office in Kingston.

The balance of the machinery, patterns, etc., of the late Harte Smith Mfg. Co., Belleville, have been placed for sale in the hands of Chas. D. Chown, Kingston, Ont. Communications addressed to him will receive prompt attention.

Tatham & Co., of Listowell, the purchasers of the Cubitt stock of hardware, at Sarnia, have taken over the stock. It is the intention of the new firm to make large additions to the same, and carry on business in Mr. Cubitt's old stand.

What is said to be the largest boiler in America passed over the M.C.R. a few days ago. It cost $22,000, weighed 50 tons, was made by I. P. Morris, Philadelphia, and was en route to the Hecla Mining Company, Houghton County, Michigan.

The nail factory in connection with the Ontario Rolling Mills, Hamilton, Ont., opened on Monday morning, after being shut down for several weeks. Work had hardly been begun when there was some disagreement with the nail workers and the factory was at once closed down again.

H. S. Howland, Sons & Co., have taken an agency for a first-class English bicycle, the Overstone, made by Loyd, Read & Co., Coventry. Messrs. Howland, Sons & Co. are now prepared to take import orders. Bicycles are a growing line in public favor, and hardware men in England and the United States are doing a snug business in the sale of them. The margin is liberal, so that it is worth a retailer's time to go to some trouble for the sake of effecting a sale.

Mr. C. H. Waterous, sr., Brantford, died on Wednesday. He had been ailing for some days from complications brought on by la grippe. He was the senior member of the Waterous Engine Works Company. He was born in the State of Vermont in 1814. In 1848 he was one of a firm in Ohio for the manufacturing of mills. He lost his all by fire in 1845 and then moved to Buffalo, subsequently coming to Brantford in 1848. He at first managed the machine shop of Mr. Van Brocklin, but in 1855 bought out his employer, and from that time until 1877 had the concern under his direct supervision. The business assumed large proportions and in 1877 it was formed into a company, the sons of the deceased sharing the control with him.

MONTREAL TRADE CHAT.

Mr. Cox, the hardware merchant, was hurt by snow falling off a roof, but not seriously.

Billy Patterson, the drummer, is laid up with the grippe, but expects to be on the road soon.

Four Canadian broom factories have failed in a month, because of the high price of broom corn.

Solomon Weaver, the Kingston glassware dealer, who has been in the Montreal gaol for the past two weeks on the charge of defrauding his creditors, is again a free man. His liabilities amounted to $16,000 and he has settled at 50c. on the dollar.

The Montreal Bridge Co. held their annual meeting at the company's office on the 27th of this month.

The custom officers last week seized $500 worth of whip of the Rock Island Whip Co., at Derby Line, Vt.

Dave Short had a nice surprise on returning home from the west. It was a nice baby boy. The boys will all wish him joy.

The Metallic Roofing Co., and the Polson Iron Works Co., both of Toronto, have named Mr. Lewis Skaife their Montreal agent.

The annual meeting of the Pillow & Hersey Mfg. Co., (Ltd.,) will be held at the company's offices, Mill St., on Wednesday, 17th of this month.

The Bushnell Oil Co. sent a cheque to the Montreal Fire Department in acknowledgement of good work done at the fire in their storehouse.

Mr. James Crathern, of Messrs. Crathern, Caverhill & Co., has been elected chairman of the Centre Division, to look after the Conservative interests.

Phœbe E., daughter of Geo, Hadrell, secretary of the Montreal Board of Trade, was married to R. Howard Gill, of Birmingham, Eng., last week.

D. S. McIntyre has been awarded the contract from the Harbor Improvement Committee for 22 tons of 56 pound rails for the railway on the new guard pier.

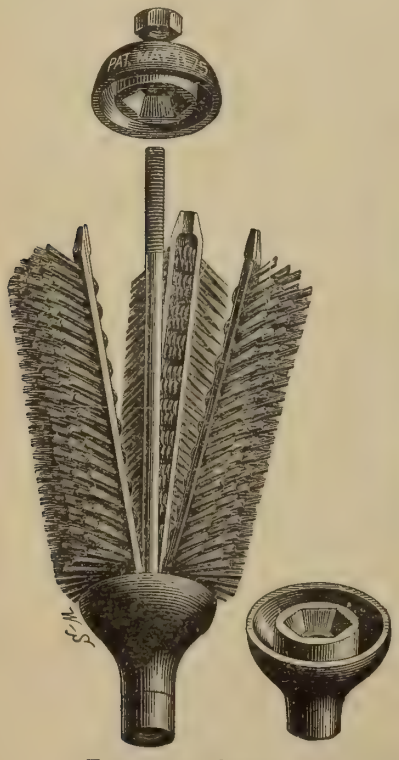
Mr. Albert Murray, who has been known for some time in connection with commercial agency work, has been appointed chief city reporter for Messrs. Dunn, Wiman & Co.

The trial of the suit for libel, of Gustave Piche vs. Letang, Letang & Co., both hardware merchants, has been dismissed. The jury found that the allegations of the plaintiff were not proven.

NEW GOODS.

[HARDWARE will always be pleased to receive electrotypes and descriptive matter of any new goods for insertion as soon as they are ready for the market. No charge will be made for the publication of such information]

R. C. Eldridge, representing the Supply Co., of Niagara Falls, Ont., is showing a few specialties entirely new. We note a key chain in aluminum and also in links of various metals intermixed—oreide, brass, nickel, silver, etc.—and having an ingenious puzzle snap. Also, a dog collar having the same curious intermixture of bright metals, which gives a very pleasing effect. Mr. Eldridge is Canadian agent for the Kelly & Woolworth harness hardware, of which a very handsome newly patented safety check hook seems about perfect. The check rein can be instantly detached by the hand, but cannot possibly be released by the horse. It is a fit ornament for the finest harness. Then he has a class of harness hardware entirely new to the trade, both in material and manner of making. It is made of the best rolled sheet metals—steel, brass, and nickel silver The parts are first cut out in powerful presses, then shaped in dies under drop presses of enormous weight. It is much stronger than the ordinary ware and takes a fine polish. It is put up in all finishes.



EXPANSION STEEL WIRE FLUE BRUSHES.

The accompanying cut shows the Abrams expansion steel wire flue brushes, manufactured by the St. Louis Steel Wire Brush Co., 926-628 Collins street, St. Louis, Mo. It is made entirely of steel and malleable iron, and is especially useful as a fine cleaner, and is guaranteed never to break while in a flue. One of the distinguishing features, is the conical cap, which protects the wire and allows the brush to slide back into the flue should it be pushed entirely through. The object of a tubular boiler is to heat the water rapidly,

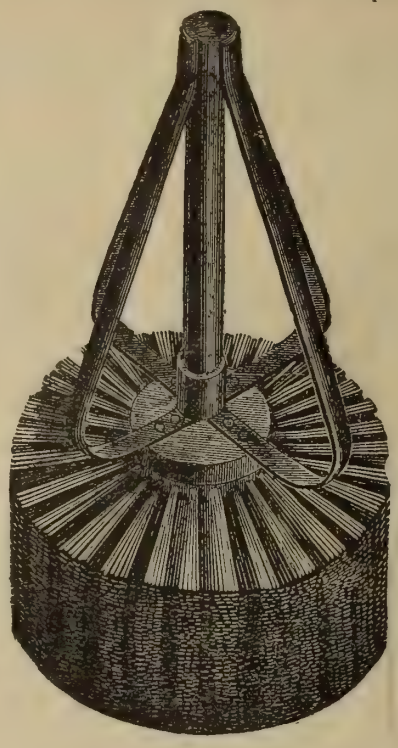


FIG. 2.—STEEL WIRE FLUE BRUSH FOR 9 TO 24-INCH FLUE OR LARGER.

which cannot be accomplished if the circulation is retarded by the accumulation of soot, ashes and scale. Therefore it is necessary to keep the flues clean to make the boiler perform its work effectively. The flue brush acts as steel teeth, which tear off the scale and sweep it out with the soot and ashes. These brushes are made to fit perfectly 1½ up to 9-inch flues. Larger sizes of brushes, suitable for from 9 to 24-inch flues, are also made by the company. These are provided with a guard, which strengthens the brush and serves to slide the same into the flue again when pushed entirely through, as the cut will show. Fuller particulars can be had by writing the works for a copy of catalogue No. 6, which will be sent free to any address.

AUTOMATIC SAW LUBRICATOR.

R. J. Edwards, Galena, Ill., is introducing an Automatic Lubricator for wood saws, illustrated herewith. It consists of lubricating parts attached to saw frame, on which is a spiral spring. It may be attached to any wood-saw by boring a 5-16 hole in front piece of saw frame, then plug up this hole and bore another hole same size, boring out ⅔ of the plug, then knock out the plug and you have an oblong hole to receive the rod. The pads, which go on both sides of the blade, are saturated with kerosene oil, and



the oil from the pads goes on both sides of the wood being sawed; designed to prevent all friction and buckling of the saw blade; consequently the sawing is done with greater ease. The claim is that by the use of the lubricator the saw does not have to be set so often, and when set does not need to be set so wide, consequently the sawing is done easier and faster, as the saw is oiled by every motion. It must be borne in mind that the stick being sawed is always between the lubricator and person sawing. And as the front portion of the blade is being oiled from the pad, the oil is carried to both sides of the stick, so that the whole blade receives the benefit of the oil. The point is made that a saw may be oiled as is done by a person sawing without the use of the lubricator, but that by the time the saw has entered the wood the width of the saw blade the oil is all gone from the blade. But with the lubricator oil is being deposited on the blade at every motion. It is stated that the lubricator may be used on cross-cut saws in the woods by placing a lubricator on each end of the saw.

Patented in U. S. Oct. 13, 1891; in Canada May 14, 1891.

Will sell an interest in above patent to parties who will manufacture and push the sales.



—USE THE—

STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Upon application we will furnish a Blue-Print sketch showing detail and uses of the STAR * VENTILATOR.

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NEW YORK. LONDON.
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There is Money to be made

In handling goods of fine quality.

MANDER'S VARNISHES

ARE FINE GOODS.

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Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.





BROWN & CO.,

Manufacturers of

Square and Hexagon HOT PRESSED NUTS.

PARIS, ONT.

JAMES ROBERTSON CO.,

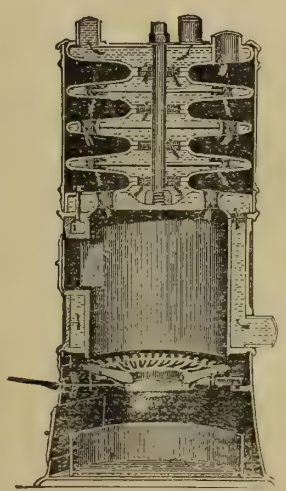
TORONTO.

Send to us for Revised Prices,

MILK CAN TRIMMINGS

Broad Hoop and Iron-Clad Pattern,
Creamery Cans and Fixtures,
Jersey Creamery Guages,
Dairy Pails and Pail Bottoms.

Tinned Iron for Above, All Guages.



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CHAINS--Coil, 7 sizes, Trace, Halter, Tie-out, Post, Heal and Cow-ties, Tie Weights, and Evener Chains, etc.

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Write for Catalogue and Prices.

SCREW PATENTS IN ENGLAND.

A very important legal decision has just been rendered in England, in which two of the largest Screw manufacturers in the world are concerned. The suit was brought two years ago by the Nettlefolds of Birmingham, who control the Harvey patents for England, against the American Screw Company, to prevent the use of the Rogers forging patents in Great Britain, which were alleged to infringe the Harvey patents. The point of the decision in question is that the Rogers patents for manufacturing Screws with a rolled thread do not infringe the Harvey patents, and the way is thus made clear for the establishment of the manufacture of the Screws in England, as well as for the sale of the Rogers patents in Europe, which we understand are the only practical ones for manufacturing rolled thread Screws.

This suit was regarded with very much interest throughout England, on account of the celebrated counsel engaged in it, including for the English company the Attorney-General, Sir Richard Webster, Q. C., M. P., Mr. Lawson, Q. C., Mr. Moulton, Q. C., and Mr. Aston, Q. C., while for chief expert the prosecution had Sir Frederick Bramwell. The American Screw Company's counsel were Messrs. Rigby, Q. C., Bousfield, Q. C., and Mr. Roger Wallace, with Professor Kennedy as expert. Owing to the eminence of the legal talent concerned in it, the position occupied by the parties to the suit, and the large issues involved, the litigation has been described as a trial of strength and resources between the Nettlefolds and the American Screw Company. The decision of the court was a complete victory for the American Screw Company, in whose favor it was made, with costs. This decision is important as freeing the patent of the American Screw Company, upon which the suit was brought, from litigation and allowing them to make a clean sale of the rights subject to license to the British Screw Company of Leeds. This company, we are advised, will be running with Screw-cutting machinery already sent from this country, probably within 60 days, as the factory there is already completed.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

Soap and water are cheap, but soil on goods is expensive.

A customer secured is a promise of greater salary in time.

Restore goods to their proper places as soon after using as possible.

A feather duster disperses but does not remove the dust from the store.

Goods conveniently located save time, money and temper in showing.

A reputation for truthfulness is indispensable to permanent and satisfying success.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

Here it is again---FORBES' NEW PATENT,

ACHIEVED ! ACHIEVED ! ACHIEVED !!



Write for Price Lists, Discounts, Circulars.

The Forbes Manufacturing Co., Halifax, N. S.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion—No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

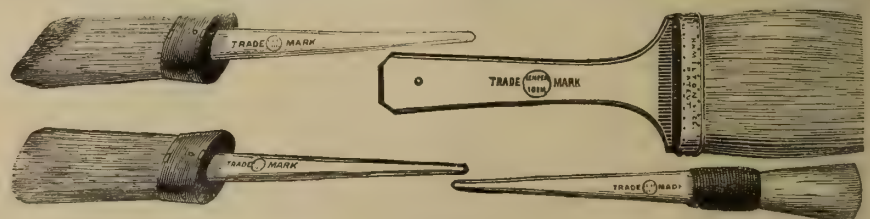
For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers.

Toronto and Winnipeg.

PAINTERS' BRUSHES,



TRADE SEMPER IDEM MARK

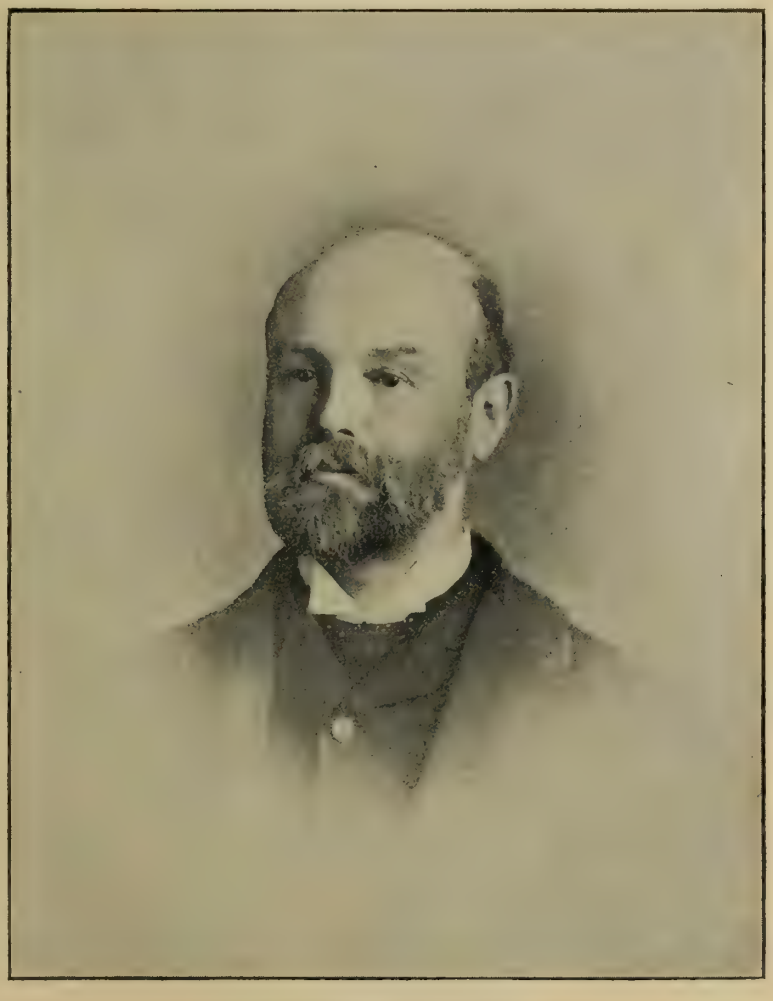
We manufacture the Best Brushes only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above Trade Mark. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street West, Toronto.

HAMILTON & CO.,

96 Clerkenwell Road, London, England

THE LATE MR. JOHN LEYS.

The decease of Mr. John Leys, vice-president of Rice Lewis & Son (Limited), adds one more name to the roll of the illustrious dead who have played great parts in shaping Toronto's commercial history. In the judgment of his peers Mr. Leys was ranked among the foremost of the business men of his own time and city. His title to a high place among his fellows does not rest, however, upon mere opinion—that may be biassed by personal considerations—but is based upon his works, which will bear examination for the support of the strongest claims that friendly estimation of his deserts is likely to make. Not many men leave behind them so clearly defined a course along which to trace their career. No devious loops, no doubling back, will be found in his; it proceeds directly throughout the whole of its length, as the achievements along its course plainly show. All he accomplished was due solely to the unfolding of his own powers; he owed nothing to fortune, nothing to favor. His success, both in the acquiring of material wealth and in establishing an enviable reputation, is an instructive and encouraging example of what industry, ability and worth can do. He was a self-made man.



THE LATE MR. JOHN LEYS.

Mr. Leys was born at the moment of, and almost in the midst of, the civil disturbance which is known as the MacKenzie Rebellion. He was born in this city on the very day that MacKenzie fought his memorable battle on Yonge St. He was the son of William Leys, a builder and contractor. He was given a good schooling, which ended in the year 1855 at Upper Canada College. In that year, being then eighteen, he entered the service of Rice Lewis & Son, beginning as a learner at the very lowest round of the ladder. The hours of business in those days were long, and had to be filled up with deeds of toil. The young learner was always at the shop by six in the morning and usually stayed there till all hours of the night. He was an apt, patient, and diligent student of the business he had been set to learn. He soon became familiar with his duties, and was so efficient and thrifty a man that he was admitted to a partnership in the year 1867.

In the year he started, the members of the firm were Mr. Rice Lewis and his son Charles. When Mr. Leys became a partner, the composition of the firm was as follows: Mr. Rice Lewis, Mr. George Lewis, Mr. Arthur B. Lee and Mr. John Leys. In 1871 Mr. Rice Lewis died, in 1877 Mr. George Lewis retired, leaving Mr. Arthur B. Lee and Mr. John Leys sole surviving partners. These continued the business till the year 1889, when the present joint stock company of Rice Lewis & Son (Limited) was formed, with Mr. Arthur B. Lee President and Mr. John Leys Vice-President. With the exception of the affix "Limited," the style of the house has remained the same since the time of its foundation. The huge business it does to-day is the culmination of a policy and of efforts that are well exemplified in the record of Mr. Leys, who was associated with energetic and honorable men like himself.

Mr. Leys' administrative ability impressed the commercial and financial atmosphere about him at many points. He was President of the St. Lawrence Foundry Co., Deputy Governor of the British American Assurance Co., a director in the Bank of Toronto. Besides being identified with these concerns he was a very large stockholder in several other corporations. He was in request in all such connections, both on account of his business sagacity and his financial standing. He took an active part in the affairs of Old St. Andrew's Church, of which he was a trustee. For years he was an enthusiastic yachtsman, having built and owned the Aileen; he was also Commodore of the Royal Yacht Club. In former times he belonged to the Hunt Club, and was always fond of riding. He made everything succeed that he took hold of. This was one of the strong distinguishing points in his character, and one of the fundamental principles underlying his success. He was a very well-read man, and was particularly conversant with the position of all leading current questions.

Mr. Leys always made it a practice to be at work very early in the day. He very commonly would visit the foundry for an hour every morning, and yet be on hand at the warehouse as early as other men were at their places of business. Personally he was a most amiable man, who endeared himself to his associates and his employes, and to all persons with whom he came in contact. He was so indulgent a man that it was next to impossible for him to discharge a clerk; he would do everything first to increase the usefulness of the unsatisfactory employe. He had no enemies.

His illness began last spring, and he was urged to take a little respite from work. He finally allowed himself to be persuaded, and started off to take the first holiday spell he had given himself for years. He went to Europe, but met with disagreeable and very rough weather both in the course of his voyage and during his stay abroad. He returned late in the fall, worse, not better in health than when he left. He was home but a few weeks, when his physician advised immediate removal to a drier, clearer climate than ours. He went to Denver, Colorado, and was there but little more than a month when his death occurred. The news of his death was received with profound sorrow by everybody who knew him, but by none was he more lamented then the employes of Rice Lewis & Son's hardware house. Some of these had worked under him for close upon a score of years, and had full experience of him as a kindly and unaffected man who took a genuine interest in their welfare. He was buried on Wednesday, February 3rd, at Mount Pleasant Cemetery, his remains being followed by many to their last resting place.

MARKETS

MONTREAL MARKETS.

MONTREAL, Feb. 12, 1892.

The week has not developed any change in the prices or business, and there are few interesting features to note. Metals generally are dull and trade does not pick up much. There is no change in the ruling conditions, the sentiments at primary markets remaining easy, as already noted, therefore importers on spot do not show any anxiety about spring supplies, as they are confident of a favorable market later on. Cables represent makers' brand 1s. 6d. to 2s. 6d. lower for the present week, while the speculative market shows the same tendency, warrant being considerably lower in Glasgow. Chemicals and other lines furnish no interesting feature.

PIG IRON.

The week shows little or no change in pig iron and business remains as dull as ever. The only sales on spot have been confined to a few jobbing transactions ex store on an unchanged basis, while as above noted there is nothing doing in the way of spring delivery. We quote Summerlee and equal brand $22 and, Carnbroe and Eglinton $20.50.

BAR IRON, ETC.

The market for bar iron as to value is unchanged, but business continues slow. We quote value unchanged at $2 in round lots from makers' hands and $2.10 in a jobbing way.

TIN PLATES.

There is no change in tin plates, which remain quiet and unchanged as far as the spot market is concerned. We quote for spot transactions ex-store $3.60 to $3.75 for cokes and $4.25 to $4.50 for charcoal. There have been no negotiations to note in the way of spring supplies since those already reported in these pages.

TERNE PLATE.

The demand for terne plate is still conspicuous by its absence and prices are purely nominal at $7.50 to $8, according to grade.

CANADA PLATES.

A small hand-to-mouth business is all that is to note in this line. Stocks are not heavy and prices are steady at $2.65 to $2.75.

NAILS

The nail market is quiet and firm on the advanced basis. We quote the regular figure $2.45.

IRON AND STEEL WIRE NAILS.

	Ordinary per keg.	Finishing per keg.
2d	$6.00	$6 25
3d	5.00	5.25
4d	4.25	4.50
5d	4.00	4.25
6d & 7d	3.75	4.00
8d	3.50	3.75
9d, 10, 12d, 16d, 20d, 30d	3.25	3.50
40d, 50d, 60d	3.00	3.25

GENERAL HARDWARE.

During the week some fair orders have been received. Payments on the 4th were not quite as satisfactory as expected but on the whole dealers seem to anticipate a fair business during the coming season.

COPPER, TIN, ETC.

Copper is dull and easy locally and prices are nominal in the absence of business. We quote 12 to 13c. Pig lead runs at $3.40 and zinc sheets at $3.45.

SCRAP IRON.

There is a fair business doing in scrap iron, and although receipts are fair, we note no accumulation. We quote wrought iron 15 to 16, and cast 13 to 17 per ton according to quality.

CHEMICALS.

There is nothing to report about chemicals. It is still the dull season, and there is little to note either ex-store or in the way of spring delivery.

OILS.

Oils have a small movement at former prices in a jobbing way.

GLASS.

Stocks of glass are light and we have to note values now on the basis of $1.35 to $1.40.

NAVAL STORES.

The ship chandlery is practically at a still there being little or no move in any line. We quote: Turpentine, 55 to 56c; rosin, $2 to $4.25, as to brand; coal tar, $4 to $4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

CEMENT AND FIRE BRICK,

The move in cement continues very slow, but there is a fair business in fire brick. We quote as follows:—Belgian cement, $2.30 to $2.43; Newcastle, $2.40 to $2.50; London, $2.40 to $2.55; firebricks, $18 to $24 per 1,000

PETROLEUM.

Petroleum is dull at the moment, both for Canadian and American oil. Crude is quoted strong at $1.30, but refined is unchanged. We quote: Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 15c. for single casks. American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

TORONTO MARKETS.

TORONTO, Feb. 12, 1892.

HARDWARE.

There is less grumbling about the slowness of trade, though it has not struck a pace that is very exhilarating yet. There is very little shipping done, the bulk of what is being chiefly in small parcels of light goods. Heavy lines are not moving. The business for forward delivery is being worked up very satisfactorily, whose orders for spades, shovels, hoes, harvest tools, and fencing wire are piling up a good deal of work for the shipping departments at about the middle of March. British Columbia business is free and quite voluminous already, and has the comfortable characteristic about it of being profitable. For immediate delivery the invoices are quite general, no line being in marked request over its fellows. The little rift that threatened to spoil the combine on wire nails has been patched up, it is said. Talk of sales of bright iron wire delivered at the jobber's expense is generally disbelieved. The bolt men are expected to combine. Twine is going to be much higher this year. Builders' hardware is dull.

NAILS—The conditions necessary to promote regular buying do not exist in any considerable degree; there is no speculative interest attaching to the position, which, so far as the stability of the combines can be relied on, is now clearly defined and settled; there is therefore little occasion for buying while winter freights hold. The price continues to be on a $2.30 basis for iron cut, a $2.40 basis for steel cut, and the list with new discounts for wire nails.

HORSE SHOES—Jobbers have come by common consent to a uniform basis of $3.70. No sales below that have been reported this week, and no large quantity of stock has been turned over at any price.

Milk Can Trimmings.

Creamery and Delivery Can Trimmings.



We can supply everything required in all styles, also body stock for cans and cheese vats.

Milk, Delivery and Creamery Cans made up.

Try our Creamery Can Guage, it is the best made.

THE McCLARY MFG. CO.,

London, Toronto, Montreal, and Winnipeg.



MARKETS—Continued

HORSE NAILS—The price has increased 5 per cent., the discount having shrunk by that proportion. It is 60 and 5 from the list at present.

CORDAGE—Manilla it is now next to impossible to obtain, but the quotation remains at 12¼c. basis. Sisal is 10¼ to 10½c. Starred lath yarn now takes the place to a considerable extent of manilla, and is quoted at 8¾c.

METALS

Metals share in the neglect that falls to heavy hardware. Buying is shy, while the charges for transit are so considerable an element in the cost. Coppersmiths, tinsmiths, plumbers, braziers, roofers are doing little and proceeding on small stocks. The bulk of the buyers are local. Even these do not take large parcels. Dulness has not yet relinquished its chilling hold upon the market, nor have outside influences been at work to make an especially interesting market for buyers.

COPPER—Holders here seem not very eager to increase their stocks at the present moment, though the dulness of the primary markets would appear to be favorable for buyers. It is expected, however, that the situation will weaken further still. Spot business with consumers has been light at steady prices, viz., 13 to 13½c. for Lake Superior and best English selected.

TIN—Pig tin is quiet, a moderate number of sales has been effected, but the quantity put out of stock was rather light. Ordinary lots are 23 to 24c. Strips are 24 to 25c.

LEAD—The price is not numerically changed, but it is easier. Purchasers come forward very slowly for pig, the operations of plumbers usually being the first impulse to trade. Domestic is 3⅝c.; imported 3⅞c.

SHEET ZINC—Some orders for future business have been booked at 6⅝c. for casks and 6⅞ to 7c. for smaller quantities.

SPELTER—Domestic spelter is 5¼c., and imported is 6c. These prices might be shaded if business of the right dimensions were forthcoming.

ANTIMONY—Trade interest recedes farther every week from antimony, which at the moment is in very moderate demand at 15 to 15½c. for Cookson's and 14 to 14½c. for other brands.

TIN PLATES—With but little spirit in the tone of prices and no current demand, orders for spring delivery do not roll up rapidly. Prices here are generally unchanged, except for D C charcoals, which are down to $4. Quotations are:—I C coke, $3.85 to $4; I C charcoal, $4.25 to $4.75; I X charcoal, $5.25 to $5.75; I X X charcoal, $6.25 to $6.75; D C charcoal, $4.

TERNE PLATES—Are nominal at $8.25 to $8.50.

CANADA PLATES—are nominal at $2.90 to $3.10 for Blaina, and $3 to $3.10 for Abercarne and Alloway.

IRON AND STEEL.

Sales of pig iron this week have been rather more easily made than during any earlier part of the winter. There is still a backwardness and reserve about the demand that are unsatisfactory, but the two conditions of freer offerings and easier freights via. New York are producing effects in favor of sellers. The sales of Scotch brands—Carnbroe, Summerlee and Calder—total up 250 tons this week. The number of grain vessels now carrying the United States crop make freights lower to New York, and that works to the advantage of pig iron importers. Considerable quantities of United States pig to work up with Scotch grades have been brought in this week. The Hamilton strikes have not materially affected business, as the present is a season of low production usually.

Some lots of bar iron for local consumption have gone out at $2.10 to $2.15. Refined turns over slowly at $2.35 to $2.65, that designation covering a wide range of quality. For horse shoe iron there is some request, at $2.60 for Canadian and $2.75 for English. Tire steel is in some request at $3 to $3.25.

PAINTS, OILS AND COLORS

Travellers are now abroad in quest of orders for the spring trade, and report some business in prepared paints, which hardwaremen are laying in against the house-cleaning season. Linseed oil quotes a cent lower, raw being now 56 to 58c., boiled 59 to 61c. White lead in oil is unchanged at 5¼ to 5½c. English dry white lead, genuine BB, is 8¼c., and BB No. 1 is 7¼. New shipments of Berger's extra deep Paris green have just been received. The price is 15c. Lampblack, Eagle assorted, is $1.20 in barrels. Red lead is $4.50 in 100-lb. cases. American vermillion is 15 to 30c. per lb. in barrels, and English is 90c. in 30-lb. sacks. Whiting is 70c. per cwt. Stocks of turpentine have been run down pretty well by the easy prices, which are unchanged at 54 to 55c.

PETROLEUM.

Nothing new comes up for notice in the petroleum market, prices remaining stationary and business very quiet.

The Petrolia Advertiser reports: Petrolia crude $1.29 per bbl.; Oil Springs crude $1.29½. We are happy to note an improvement in the price of Oil Springs crude. For some time past refiners have had no preference in the matter and the prices of Petrolia crude and that of Oil Springs has been the same. But in consequence of the production in Oil Springs having fallen off, and the production in Petrolia having slightly increased, the price of Oil Springs article has been firm during the last few weeks, and a number of the producers there refused to take less than $1.30 for their oil, and we think they will get that price too, before many days. The refined oil market is steady and low. The fight between the refiners still goes bravely on, and will no doubt result in the "Survival of the fittest."

GLASS.

Staple sizes are becoming scarce, all spring import orders are placed, the foreign market is slightly easier, and $1.40 is still the basis here.

HIDES, ETC.

HIDES—Killing is kept up pretty actively, and stock comes in freely enough to keep prices down to their 4½c. basis for No. 1 green cows, Cured is in better request at 5c., several cars having gone out this week at that figure.

SKINS—Sheepskins are somewhat scarce at $1 to $1.25. Calfskins are quiet at 5 to 7c.

TALLOW—For refined 5½ to 6c. remain unchanged, and 2c. for rough.

WOOL—The very outside price for fleeces is 18c., and the fewer the better appears to be the motto of the buyers.

OLD MATERIAL.

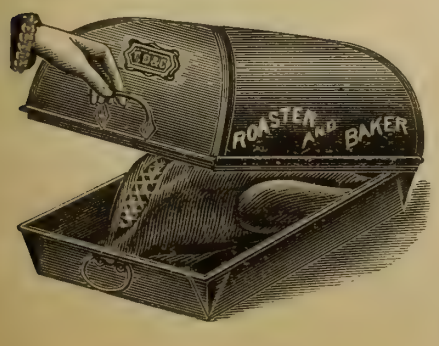
The bulk of trade has been greater than usual during the past week, as the foundries have begun to lay in stocks, and other extra demands have caused an increased movement. Prices firm as follows:—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9 1-2 to 10c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5¾c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale

SAMPLE ROOM: 54 Wellington St. E., Toronto.

The "PERFECT" Self-Basting Roaster and Baking Pan.



A Scientifically Constructed Article for Roasting Meats, Game, Poultry and Fish. For Baking Bread, Cake, Biscuits, Beans, Etc., Etc.

	No. 1.	No. 2.	No. 3.	No. 4.
Size of Pan	12x8x2.	14x10x2½.	16x10x2¾.	18x12x2¾.
Price, Each	$1.15	$1.35	$1.80	$2.00

SEND FOR DISCOUNT. THOS. DAVIDSON & CO., Montreal.

MARKETS—Continued.

and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
StoveGross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Feb. 11, 1892.

Manufacturers are securing orders to a fair aggregate amount for various descriptions of finished iron and steel, but now business is not remarkably flattering when compared with the average since the beginning of the year, and it is no secret that results are more or less disappointing all along the line. The capacity of mills and furnaces meanwhile continues on an enormous scale, since manufacturers are more inclined to take their chances on the future instead of curtailing operations. As natural under such conditions, an undercurrent of weakness obtains in those lines where combination or agreement of manufacturers does not operate as a restraint, and there are some signs also that the enduring qualities of such combines are severely tested.

In crude material there have been no radical changes, but the undercurrent is one of weakness, and products that do not stand high on their own merits have either to be sold at low figures or put aside to await developments. Agents prices for standard brands of Northern pig iron stand at $16.75 to $17.50 for No. 1 X foundry, $15.00 to $16 for No. 2 X foundry and $14 to $15 for gray forge. Southern brands are still quoted at $16.25 to $17 for No.1,$15.00 to $16 for No. 2 and $14 to 14.50 for gray forge. Scotch moves out in a retail way at about $22 to $22.50 for Coltness, $21.50 to $21.75 for Summerlee, $20 for Eglinton and $19.50 to 19.75 for Carnbroe. Foreign spiegeleisen prices stand at $23 to $24 for 10 to 12 per cent., and $27 to $27.50 for 20 per cent, and 80 per cent. ferro-manganese is still quoted at $62 to 62.50 delivered here. Old iron tee rails are slow at $21.00 and wrought scrap quiet, with selected No. 1 quoted at $17.50 delivered to lighter, or $18 to $18.50 f.o.b. cars at Jersey City.

COPPER—Copper has met with somewhat better sale, but the improvement is insignificant when the extreme quietude of the past three or four weeks is taken into consideration, and has little or no stimulating influence upon values. Of Lake Superior ingot about 250,000 lbs went at 10¾c. for delivery to the end of March, but small parcels for prompt delivery are still picked up at 10.65 to 10.70c. Casting copper is still held relatively higher than Lake product, say at 10⅜c. upward, but the buying is extremely light, and consumers are very cautious in view of the prospects for a fuller supply ere long. In the London market merchant bars have ruled somewhat steadier, with latest cables quoting £43 15s for prompt and £44 5s. for future deliveries.

TIN—Pig tin prices have dropped about 2s. 6d. in London, but values there are still relatively higher than on this side of the Atlantic, and the local market remains fairly steady, although decidedly quiet. There has been no movement here to speak of in a speculative way, and only a fair sort of trade distribution. Current prices are about 19.60 cash for 10-ton lots and 19¾ to 19⅞c., for ordinary jobbing parcels.

LEAD—Pig lead is again lower, and the market looks flat at the decline. By making a concession to 4.05c. sellers succeeded in disposing of about 200 tons, but consumers stopped at that, and the market closed quiet, with 4c. bid and 4.10c. asked. Foreign markets have undergone no decided change

SPELTER—Spelter moves off slowly, and with production still on a large scale prices for the metal continue weak. Western is quoted at 4.60 to 4.65c., according to brand and delivery.

TIN PLATE—Tin plate is moving off in a somewhat erratic manner and to a fair extent only, but the business passing serves to hold values quite steady.

SYSTEM.

In a conversation the other day with one of the best posted men in the grocery business in this city, the rapid growth of one of the leading houses in the trade was discussed, and the statement was made and agreed to by all of those present that the house in question owed its present enviable position to the excellent system employed in the conduct of its business. The experienced person above referred to in warmly endorsing this view, remarked that no house in the trade had so good a system, and that so long as it was adhered to it would be almost impossible for the firm to meet with disaster. However this may be, there can be no question as to the value of system in business, and although its importance increases with the volume of business of a firm, it is almost as essential to the small as to the large firm. Take the case of any retail merchant of small means, whose trade annually does not exceed $20,000. The inevitable errors due to absence of system may cause a loss of several hundred dollars a year, whereas in a much larger business the same defect may entail the sacrifice of thousands. Yet in the former instance the consequences might be as serious, if not more so, than in the latter case, owing to the limited resources of the small dealer. It is not too much to say that the neglect to establish a proper system in business has done more to paralyze the efforts of enterprising, energetic retailers in this country than any other single circumstance. It is the unsystematic merchant who suffers from the depredations of dead beats and who complains the loudest of slow-paying customers. Under a proper system the credit-dealing merchant may be as safe as those who adhere to the hard and fast rule of strictly cash sales, because a limit will be set to the time that an account shall run, and when that limit is reached no further sales are made until the customer settles. A system of collecting bills either weekly or fortnightly, and which also involves an investigation of the reputation of the applicant for credit, leaves little room for losses by bad debts, which are, however, the bane of the unsystematic dealer, who throws good money after bad by letting an account run on for weeks, and still furnishing supplies, in the hope that a settlement finally will be reached. The leaks by which profits flow away are innumerable in the business run without system. In regard to the condition of the stock and its need of replenishment, the merits of system are obvious, as it calls for the examination of stock at regular intervals and the purchase of new goods with the same uniformity. The store with a proper system becomes a convenience to the neighborhood, owing to the circumstance that consumers can reply upon getting what they order if it had previously been kept in stock, while in the prompt delivery of goods it presents so glaring a contrast to the hap hazard and unsystematic manner in which some stores are run, that the relative cost of the goods actually becomes a secondary consideration with the majority of consumers in the vicinity. There are, however, systems and systems. There is the system with which the business is carried on like clockwork and which gives satisfaction to patrons and employes, while enabling the proprietor to steadily enlarge his profits. There is also the system that is continually breaking down at critical times, and which is irksome and oppressive to the clerks and irritating to the customers because of its obvious defects. It behooves every dealer to take pains to construct a system that will possess none of these defects and that will be suited to the special requirements of his business.—Merchants' Review.

NEATNESS IN HARDWARE STORES.

Other trades show marked improvements in the arrangement of their stores yearly, but hardwaremen have made very little attempt towards improving and beautifying theirs. I see no reason why a hardware store cannot be kept as neat as any other store. The trouble is the hardwaremen look backward for ideas instead of forward. If your store is once arranged nicely, it is no more trouble to keep it so than any other stock.

There will always be goods in a hardware store that it is next to impossible to make a nice show of. For such goods prepare a place in your store that will not stare people in the face upon entering. Don't have your nail bins under the first counters and showcases, where they are constantly on the floor and catching on ladies' dresses. The best plan I ever saw for retailing nails was to keep them in bins just like drawers. Make them heavy, 12 x 12 x 36, and have them slide on trunk rollers, with the front part open. They will hold something over 100 pounds.

Have all your racks, such as steel goods, handles, etc., in the rear part of your store. Don't put any goods directly on the floor, and if you have to keep any thing loose in front of the store other than goods that will go on your shelves and in showcases, place them on neat painted boxes or tables.

Dust out thoroughly every day. Move every loose article and dust under it. Watch your shelves, and when a box is sold fill the front up again. If a box becomes ragged replace it with another.

Wash and retrim your front windows every week. If nothing more, take the goods out and dust them off and set things around different from before. Have neat showcases and don't make a refuse box out of them, but arrange them as often as you do your show windows. Don't be afraid of wearing out dusters and brooms, and if there is a portion of your store that looks ragged and don't suit you improve it, and don't be content to let it stay as it is. Keep your store looking nice, and don't be contented by saying it is impossible to make a hardware store look neat.—Cor. Iron Age.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Manufacturers of

ASSOCIATION PURE WHITE LEAD.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

LACK OF BLACK PLATE IN AMERICA

"Just what I predicted six months ago has accurred. We haven't the black plate in America, and we can't get it here in sufficient quantities to make tinplate. This feature of the business has been overlooked, and until mills are established to roll the plates the industry will continue to be at the mercy of foreign manufacturers. I pointed out some time ago to the tinned plate men that black plate would be needed before tinplate could be made. I am a protectionist and prefer to patronize Americans, but by paying the duty of $1.65 cents per pound on black plate, I can still buy this material cheaper in England than in the United States. If competitors purchase there, business policy would compel me to do the same. I don't think there is any danger of the price of tinplate advancing. The Welsh manufacturers have been lying low since the tariff went into effect, and their conduct bodes no good for us. My opinion is that they are getting ready to cut the wages of their men, and when the Americans think they are ready to produce tinplate on an extensive scale, the Welsh makers will make a grand and final effort to undersell them in their own market."—[James B. Scott, in Pittsburgh Dispatch.

"The fact is, we haven't mills enough in this country to supply the present demand for black plate. The business has developed rapidly, but the black plate men have not kept up with the pace. If the people will have a little patience and give us time, all these defects will be remedied. The tinplate industry has come to stay, and I don't think there is any danger of the tariff being lowered"—[W. F. Cronemeyer in same paper.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

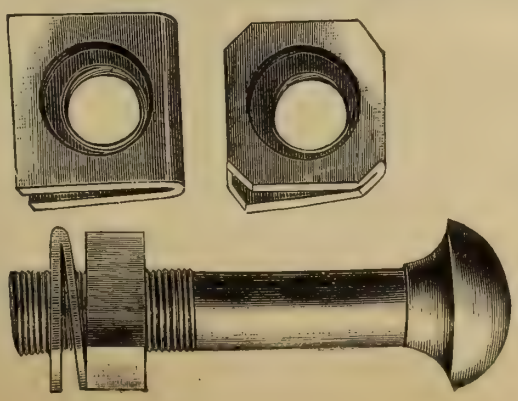
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

Business Changes

SALES MADE OR PENDING.

J. T. Pearce, general store, Esquimalt, B.C., has sold out to Fuller & Goodwin.

William Cairns, general merchant, McGregor, Man., has sold out to I. C. Lowrie.

The estate of Brenton A. Mosher, Rawdon, N. S., is advertised for sale by tender.

The stock of W. H. Parker, general merchant, Digby, N. S., is advertised for sale by tender.

The Dartmouth rope works, N. S., have been sold to the U. S. Cordage Co'y for $315,000.

J. D. Sibbald & Co., general commission merchants, Regina, N. W. T., hove sold out to the Western Milling Co. (Lt'd).

PARTNERSHIPS FORMED AND DISSOLVED.

Tessier & Roche, general merchants, Berthier, Que., have dissolved. D. Tessier continues the business.

Cummings & Meyers, tinsmiths, Halifax, N. S., have dissolved, Mr. Cummings continuing the business.

Sheard & Matheson, hardware merchants, Toronto, have dissolved. Wm. Matheson continues the business.

The firm of Chown, Towell & Co., hardware dealers, Belleville, Ont., has been changed to W. W. Chown & Co.

E. C. Arnoldi continues the business of Arnoldi, Stewart & Co., manufacturers' agents, Montreal, which has been dissolved.

FIRES.

Wm. Madder, general merchant, N.W.T., has been burnt out.

Perkins Bros., general merchants, Norton, N.B., have been burnt out.

REMOVALS AND DEATHS.

R. S. Christie of Christie, Bailey & Co., Millwood, N. W. T., is dead.

Chas. A. McGuire, general merchant, Salmon Arm, B. C., is dead.

C. H. Waterous of the Waterous Engine Works Co., Brantford, died on Wednesday.

J. Eugene Hersey, superintendent of the Pillow and Hersey Manufacturing Co., nail manufacturers, Montreal, died last week.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

C. McManus, general merchant, Aultsville, Ont., has assigned.

M. M. Castleman, general merchant, Morrisburg, Ont., has assigned.

I. R. Esmonde, hardware merchant, Ottawa, is in financial difficulties.

S. A. Pennock, general merchant, Holstein, Ont., has assigned to C. B. Armstrong, London.

Wigle Bros., of Ruthven, have made an offer of fifty cents on the dollar to their creditors.

Peter Campbell, general merchant, Arichat, N.S., has assigned.

John Rongeau, Otterburn, Que., general merchant, has assigned.

Honore Thibaudeau, general merchant, Stratford, Que., has assigned.

Z. Beauregard, general merchant, St. Guillaume D'Upton, Que., is offering to compromise.

Butler & McMurray, hardware merchants, Essex, Ont., have assigned to J. D. Burk, Amerstburg, Ont.

The Royal Bridge and Iron Company, of Montreal, has called a meeting of creditors and shareholders for the 15th inst.

Arme Trudeau, general storekeeper, Windsor Mills, Que., has assigned, with direct liabilities amounting to $14,000 and indirect $4,000.

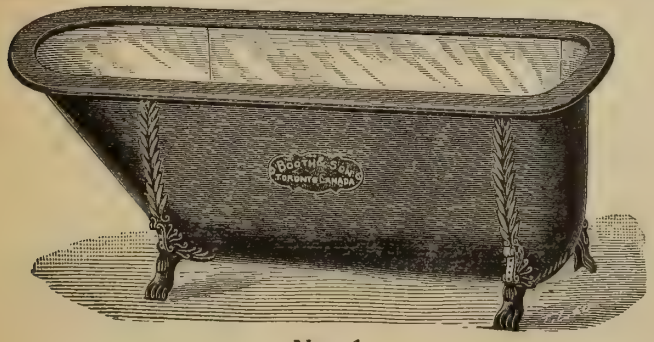
John A. Flett, of Campbellton, N.B., merchant, has assigned to F. W. Daniel. The assets are placed at $14,670.10; liabilities, $9,698.38; apparent surplus, $5,971.73.

J. E. Wilson & Co., stove and ironware agents, of Halifax, N. S., assigned, on the 4th inst., to Fredrick Brown, bookkeeper of the firm. The liabilities are said to be about $20,000 mostly outside the city.

Campbell & May have sent out cheques to the creditors under the assignment of Mrs. E. M. Schofield, of Port Dover, who failed

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

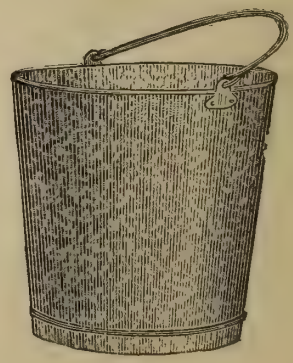
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

Hamilton and Toronto

SEWER PIPE CO.,

LIMITED,

MANUFACTURERS OF

Salt Glazed

Vitrified Sewer Pipe.

Flue Lining, &c., &c.

HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

The Art Metropole

131 YONGE STREET,

TORONTO,

IS HEADQUARTERS FOR

Artists' and Decorators Colors in Tubes, Artists' Canvas, Academy Boards, Brushes and Materials of every kind, being direct Importers from every manufacturer of repute in Artists' supplies, and giving our entire attention to this special trade.

If you handle this line of goods, it will certainly pay you to get quotations.

JOHN WILSON'S

Butcher Knives

and Steels,

Farriers' and

Shoe Knives

Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING SANDSTONES, CALCINED PLASTER

Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is HARDWARE, issued weekly, subscription price $2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH CONTINENTAL **HARDWARE** AMERICAN CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

We solicit inquiries for quotations on following lines of goods for early spring shipment.

Green Wire Cloth, Door and Window Screens, Poultry Netting, Bright, Galvanized, Annealed and Coppered Iron Wire, Barb and Plain Twist Fence Wire and Staples.

PLEASE WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL

for $14,000 and compromised for a cash dividend of 65 cents on the dollar. The assignment was only made on Jan. 12th.

The Poile estate in Chatham has realized 52¼ cents on the dollar. The liabilities were $15,039.19; the assets, per stock, realized $9,539.95. The stock was bought by G. W. Cowan at 65 cents on the dollar. The net proceeds, after winding up the affairs of the estate, were $7,895.

James Milne & Co., general dealers, of Bolingbroke, Ont., have assigned to Henry Barber & Co., the Front street accountants. No statement has yet been prepared, but it is estimated that the liabilities will probably reach $7,000, with assets nominally in excess of that sum. The largest creditors are in Montreal. The business was sold out some time ago, and complications have since arisen that have rendered an assignment necessary, but an offer of composition will probably be made.

At a meeting of the creditors of the Joseph Lowrie estate at Sarnia a statement of the present condition of the estate was submitted by the trustees. An interim dividend of 25c. on the dollar was declared, and a resolution passed by the meeting approving of the course taken by the trustees, and further empowering them to continue the winding-up of the business, also to deal with the real estate.

WHERE WHETSTONES COME FROM.

A deposit made in a very early geological period in the old river bed near Ratisbon, Germany, furnishes the stone from which is made the German razor hone, preferred by barbers over all others for sharpening razors. This deposit varied in color, being white in some years and blue in others. Both afterward hardened into stone, and the white layers, being much the best, are the material chosen, the blue stone being used only for the base or back of the hone. For sharpening other keen-edged tools, the snow white "novaculite" or "altered schist" of Arkansas is preferred to any other stone, and is chiefly obtained from a single hill in that State, which supplies not only the American market, but also a considerable foreign demand.

The long spike or "steel," as it is called, which housekeepers use for sharpening kitchen and carving knives, may be of either the dark grey "Labrador stone" of Courtland county N. Y., or another gray sandstone called "Hindustan stone," which comes from Orange county, Ind. Of foreign whetstones used in this country, one, the Turkey oilstone, resembles the novaculite of Arkansas; another, a fine grained schist known as the "Water of Ayr," which comes from Scotland, is used by carpenters and stonecutters for rubbing down the surface of other stones. The grindstones used in this country come mostly from Ohio and Nova Scotia, the latter variety being preferred, especially for scythes. Of foreign grindstones the main supply is from England.

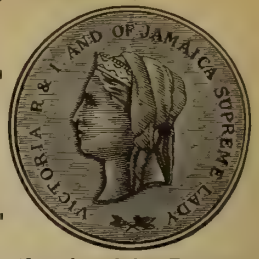
FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,



LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

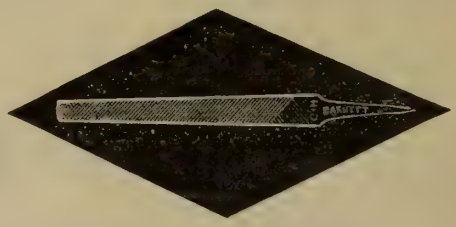
Halifax Shovel Co., Ltd., Halifax, N.S.



DEAR SIRS,—The best testimonial I can give you is the fact I use no other shovels but Fenerty's patent in the gold mines under my charge. They are the most durable and satisfactory I have ever had in a long experience. Yours etc.,

JOHN E. HARDMAN, Mining Engineer, Oldham, N.S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

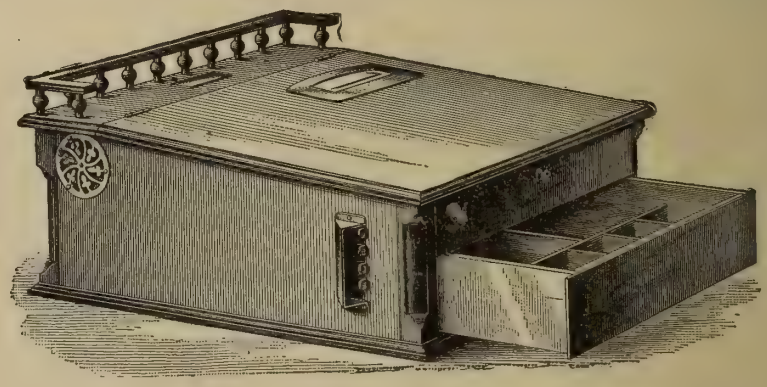
G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.



This is Just What You Want

The Standard Cash Register.

The Cheapest and Best Cash Register on the Market.
Send for Circular.

TAYLOR, SCOTT & CO.,

TORONTO--SOLE AGENTS FOR CANADA.

OFFICES: 100-102 Reade St., New York, U.S.A.

CAPACITY OF WORKS: 1,200 doz. per day.

KEARNEY & FOOT CO

WORKS Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

Illustrated Catalogue Price Lists mailed on application.



PLEASE MENTION THIS PAPER WHEN WRITING US.

BUSINESS CHANCES.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

HARDWARE, TINWARE, AND STOVE BUSINESS in Western Town at a bargain. Stock and Tinner's Tools about $5,000. Correspondence solicited. Address. HARDWARE Office.

FILE BUSINESS CHEAP—SEVEN HUNDRED dollars will purchase all the plant, a large quantity of unfinished stock, office and store outfit; good-will thrown in; present owner not understanding the business. Files, 150 Front street east. Also a lot of new files for sale cheap

FOR SALE.

HARDWARE, STOVES, FURNITURE, AND house-furnishing business for sale, in a Northern village, centre of a lumber region; no opposition; doing a business of about ($18,000) eighteen thousand dollars per year. Liberal terms to the right person. This is a chance of a lifetime, write for particulars. Address D. C. M., care HARDWARE, No. 6 Wellington Street West, Toronto, Ont.

FOR SALE.—THE OLDEST HARDWARE business in the Town of Windsor, Ont. The best location in the town. Can give a long lease of premises if required. Stock will inventory about $15,000. Retiring from business is reason for selling. Address, Box 464, Windsor, Ont. 10

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware Specialties, Iron Pipe, Hot Water Boilers and Fittings, etc.

Send for Prices.



A. B. JARDINE & CO.,

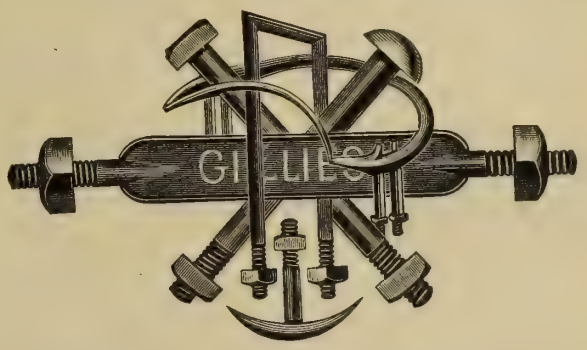
Hespeler, Ont.,

Blacksmiths' Tools, and Tube Expanders.

Send for Catalogue and Price Lists

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

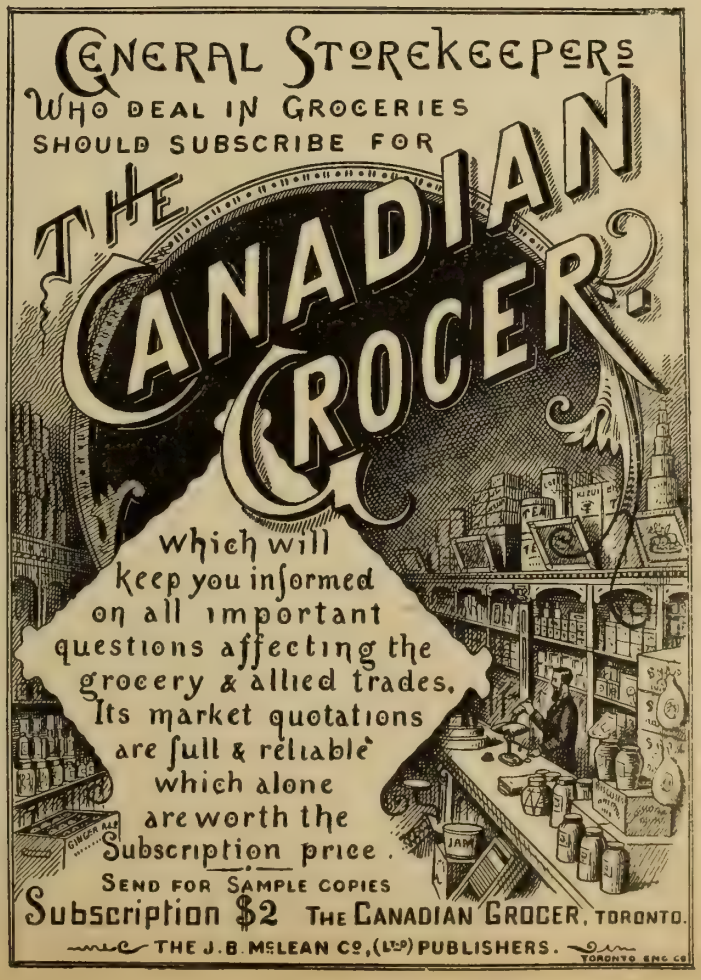
BOLTS



FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.



STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.



"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

BOOKS, CATALOGUES, PRICE LISTS. Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

THE LATEST



AND BEST

Shepard's "SAMSON" Spring Hinge

(Hold-back Pattern) Size 3x3 inches.

The only Hinge with Self-adjusting Gauges for attaching. Highly ornamental, Simple construction, extra strong.

Sole Manufacturers— SHEPARD HARDWARE CO., Buffalo, N.Y.

H. D. SIMMONS, 74 York St., Toronto, Agent for Canada. Telephone 2164.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	22, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 00 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

essemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates.

72x30 up to 24 gauge	6¾ 7
26 "	7¼ 7½
28 "	7¾ 8

Iron and Steel.

	Base Price.
Common Iron, per 100 lb	$2 10 2 15
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 65 2 7
Hoop " "	2 60 2 65
Swedish " "	4 00 4 2
Sleigh Shoe Steel	2 35 2 50
Tire Steel	3 00 3 25
Machinery	3 00
Best Cast Steel, per lb	0 11 0 14
Russian Sheet "	0 10½ 0 12
Tank Plates	2 00 2 25
Boiler Rivets	4 50

Boiler Tubes.

2-inch	10½c
3-inch	15

Boiler Plate.

¼ inch	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina, ½ bright	2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 60 to 62½ p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.
Hodgson's Wrought, 62½ per cent.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6½
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S. "	0 14 0 14½
Lake Superior	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ¼ to ⅞ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 28 0 29

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 21
" 50 lb and above per lb	0 18 0 20

Boiler & T. K. Pitts.

Plain Tinned, per lb	0 23
Spun " "	0 27

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05¾ 0 06
Domestic "	0 05½ 0 05¾

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 04 0 04½
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7¼c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Crown	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 15½ 0 16
Other makes "	0 14½ 0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5¾
No. 1 Do. "	0 5
No. 2 Do. "	0 4½
No. 3 Do. "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides " "	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, Berger's x deep p.lb	0 15
Burnt Sienna "	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
Greens "	0 12
Golden Ochre	0 03¾

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
do Turpentine "	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56 0 58
Boiled "	0 59 0 61

Turpentine (in bbls)

Selected Packages, per gal	0 54 0 55

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 12
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000	$0 25	$1 60

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined each	4 50	

Augers.

Gilmour's, discount 50, 50 and 10

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each.	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing	per gross	0 65	1 59
Pegging,	"	0 65	1 25
Brad,	"	0 85	1 60
" handled		3 60	7 30
Saddlers',	"	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

Per box	6 00	12 00

Axle Grease.

Per gross	6 50	14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 pe cent.

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's,	per doz	0 65	0 90
Diamond, Shell "		1 00	1 50
Nail and Spike, per gross		2 25	5 20

Blind Rollers.

Annex	per doz.	1 25	1 75
Mascot	"	1 35	1 85
Erminie	"	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 to 70 and 10 per cent. dis.
Tire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea.	4 40	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500	4	23

Butts—*Brass.*

Wrought Brass dis. 60 and 10 o 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz		22 50
World "		21 75
Daisy, "		24 00
Star, "		18 00
Crown Jewel, per doz		29 00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross	8	50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 90	1 10
White, lump, per lb	0 01½	0 01½
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy, dis. From factory 60 and 10 p.c.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No. 2		2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 0
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51	50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 30 to 33⅓ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz		1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz		4 00

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each	1	65	2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.45	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass.

Pilkington's ordinary.

1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30	0 90
Enamelled "	0 55	1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25	4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 15

Ball Pean.

English and Can., per lb.	0 25	0 37½

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb. 0 4½ 0 05
Screw and Strap, per lb 0 03½ 0 04½

Per doz. sets

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO., London, Ontario.

Write us before you place your orders for

SPRING IMPORTATIONS OF WINDOW GLASS

Our prices will be right and quality of glass and packages A 1. Also Enamelled, Cathedral, and Muffeled Glass in all tints, supplied from stock or Imported direct to customers.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 p. c.

Horse Shoes,

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.

Bronze, Berlin, per doz ..	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava "	8 75	10 00
Shutter, porcelain, F. & L screw, per gross.....	$1 30	4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass "	4 00	4 50
All glass, "	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

Locks—*Door.*

Canadian, dis. per cent..	....	50
Russell & Erwin, per doz	2 90	7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp't'rs', hickory "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut, American basis, per keg base, price 2 30
Brads & Moulding Nails, 75 per cent. from new list.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon	3 38 4 00
Diamond.....	12 00 15 00

Oil.

Canada Refined Oil (Toronto)	15	16
Carbon Safety "	0 17	0 18
Canada W.W. "	0 20	0 22
American W.W. "	....	0 25
S. R Seal .....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, "	40	1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 50 to 52½ per cent.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 per cent.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 12½ to 15 per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 7 40 10 25
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz.....	55	1 00
Axle.	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set...	....	72
" hollow, per inch	....	1 00

Putty.

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot....	3	3½
Sliding Door, "	3¼	3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to 50 p.c.
Iron " " 40 to 45 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c,

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10½ 10¾	12½ 13
¼, 5-16, ⅜ in.....	11 11½	13 13½
3-16 in	11½ 11¾	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	0 85	0 90
" N P. "	1 15	1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each....	1 75	2 75
" frames only		75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz	2 10	4 50
Foot, "	40	3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.

Bench, wood, per doz....	3 25	4 00
Bench iron per doz.....	4 25	5 75

Terms—4 months or 3 per cent. cash.

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned,	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, "	1 80	2 25

Snaps.

Harness, German, p. gro.	1 65	5 50
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ⅛ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent.

Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00
Dessert " ..... "	21 00	.....
Table " ..... "	30 00	30 00
Dessert Forks... "	24 00	.....
Medium " .... "	27 00	.....
Table " ... "	36 00	.....

Squares.

Iron, per doz	1 65	2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb	4½	4¾

Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		0 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75 $5 50
English Pat. Leather	5 50 9 75
Chesterman's, each	0 90 2 85
" steel, each .	0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz 1 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent.
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz.....	0 35	1 50
Rat "	2 00	4 50

Trowels.

Disston's, discount 10 p.c.

German, per doz.....	4 75	9 00
Brade's "	00	10 50

S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 14
" Red cap.....	.....	0 12
" Crown.....	.....	0 11
" Silver Composite	0 09	

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50½
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Tinned Wire for Broom and Mattress Makers' use, 7½ per cent. dis. from List.
Terms—4 months or 3 per cent. cash 30 days.

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	4¾	5
" 4 " 4 & 6 " "	4¾	5
" Plain twist, 2&3 wires	4¾	5
" Steel thorn and ribbon.....	5	5¼
" steel staples.....	4¼	4¾

Terms, 60 days or 2 per cent. in 30 days.

"Lock Barb," 4 point	....	0 04¾
Ditto Glidden 2 point	....	0 04¾
Galvanized Barb, "Lyman," 2 to 4 points.....	.....	0 04¾
Steel staples	0 04½	0 04¾

Wire Cloth.

Ordinary, discount 25 p.c.

Painted Screen, p. 100 sq ft	1 90	2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.

Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

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TRADE MARK FOR — SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE — HOLLOW WARE.

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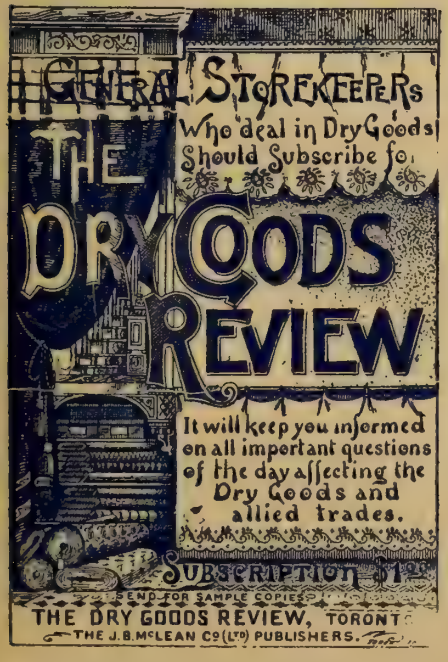
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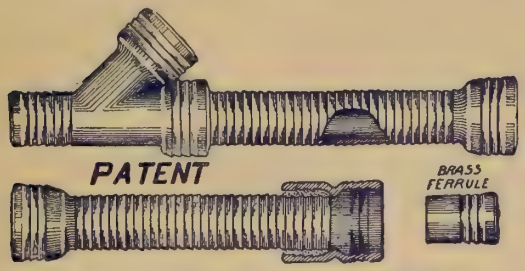
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PUBLISHED WEEKLY

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Secy of the Association

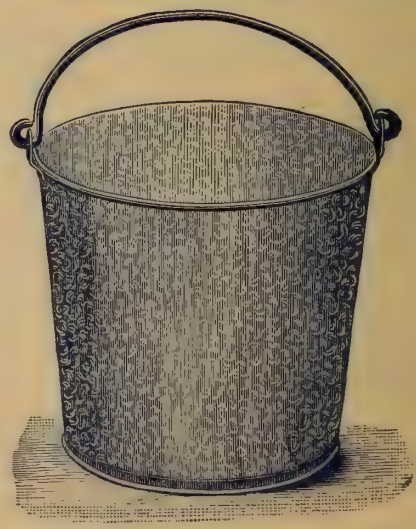
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They are stronger in shape, consequently more durable.
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PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, FEBRUARY 20, 1892 No. 8

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St. A. J. Ritchie, Manager.

NEW YORK OFFICE: Room 105, Times Building, Roy V. Somerville, Manager.

The last link in the chain which is to fetter the cutting proclivities of wire nail manufacturers is now being forged. Negotiations to secure the adhesion of S. R. Foster & Son, St. John, N.B., are tapering to a point, and it is very probable will be completed by the end of this week. That was the one firm which stood outside the agreement from the first. Some special freight considerations, it is understood, were necessary to secure their acquiescence in the other terms of the compact. What probably made the St. John firm more indifferent, is the fact that in the Maritime Provinces there has not been such an abuse of profits for the purpose of making sales as there has been in the west.

* * *

If binder twine be put on the free list by the United States government, the scope of distribution will be widened for manufacturers in this country. They will be able to retaliate upon the manufacturers across the line, who made of Canada, particularly Manitoba and the North West, a sacrifice market to relieve the strong pressure upon internal prices. They felt it was better to flush over the excess into this country at a small loss than to keep it in the home market and depress prices. If the duty be removed by our neighbors it is probable that some of our twine will find its way upon their frontier and ease the strain on the market here. That is a better way to ease the strain than for our own jobbers to compete with the retail trade o get stock into the hands of consumers. The combine is now pretty well riveted upon Canadian production in this line, but an effort is being made in a project now on foot in Winnipeg to start a factory whose stock shall to some extent be held by farmers. This may lead to independence tn price, but it will also be inimical to the interests of the trader.

* * *

Jobbers in this city are still harassed by the competition of one dealer who is selling shot at a discount of 17½ per cent., instead of 7½ per cent., from the list price. He is not on the manufacturers' list, and consequently does not get his stock from first hands. The wholesale house that he gets his shot from claims that he pays for it the same price as retailers are charged. If he does, he is selling at a loss of 10 per cent. on the list price. The more a man's opportunities are extended for the giving away of such a margin as a bonus to buyers, the more such an advertisement tends to impoverish him. The same dealer tried to get on the manufacturers' list when he first went into business, but could not, the manufacturers being of the opinion that shot was only an insignificant side line in his business. Since then he has cut prices on shot. He is on the list of manufacturers of a certain other line. Lately he has broken their prices. His course in this matter justifies the shot manufacturers for not admitting him to their list, as there is no reason why he should observe the restrictions of one list more than those of another.

* * *

The western manufacturers of nails are at a disadvantage in competition with those of Montreal. The bulk of the large orders cannot but drift to the latter city. Those particularly for mixed cars for Manitoba and the North West must be pretty well out of the reach of Toronto and Hamilton manufacturers. In the first place, cut nails are 10c. higher here than they are in Montreal : this is one of the points on which the makers have agreed. In the second place, the freight to Winnipeg or any other point on the C. P. R. in Manitoba or the North West is the same from Montreal as from Toronto. Hence, on cut nails Montreal makers have 10c. of an advantage over Toronto makers. This means that Toronto makers can get no North-west or Manitoba business in cut nails in competition with Montreal makers, as it would be out of the question for the former to ship from here to Montreal, and then from Montreal to a North-west destination. In wire nails the case is different. The price is the same and the freight is the same from either city. Toronto makers can therefore do a North-west business in wire nails. But it is a limited one, and for the reason that orders come chiefly for half cars of each description. The half car of wire nails can be made up here at satisfactory prices, but the complementary half car of cut nails can not, as they are 10c. higher here than in Montreal. To ship the half car of wire nails and turn over the order to a Montreal maker for the half car of cut nails is not feasible, as that puts the freight of two cars on what would fill but one. Double freight is the obstacle which discriminates in favor of Montreal makers on mixed cars, as 10c. higher price here discriminates in their favor on cut nails alone. Only in cars of wire nails are the terms equal.

* * *

Prices are still rather incoherent on horse shoes, as the manufacturers are not yet in the bonds of combined arrangement. Quotations had begun to take a listed form last week, but the final steps necessary to put the proposed scheme of union afloat have not yet been taken. It is probable that they will be in a few days. It is said that the profits will be regulated by a rebate. The price at Montreal is now, and is likely to be after the close of negotiations, $3.50. On this 12½c. rebate is given to all who follow the list.

HONOR AMONG COMBINATIONS.

It is hard to imagine men more completely handcuffed by moral and legal obligations than are the manufacturers and jobbers of certain lines of hardware which have been placed under combination this year. Very tight pieces of handiwork are the agreements which establish the prices, terms and conditions of these combinations. But it is possible that not even the most sanguine party to any of them believes in their efficacy to establish absolute conformity to all their provisions. The general view of these arrangements is that they diminish, though they may not eradicate, the evils which they are calculated to remove. There always appears to be a feeling that some one will lapse from the spirit if not the strict letter of the arrangement. The experience of the working of combines in the past warrants men in taking that view of them. A tricky man is hard to keep to an agreement, as there are not the instincts of honor to keep such a man from tampering with his word. Men who do not intend to keep to a trade arrangement very often rely on their travellers to depart from it. The more that travellers are used for this business the more will artful, wily men be preferred for the road. Those who can devise some original roundabout way of breaking combine prices will be in greatest request. No doubt he was deemed a clever man, who conceived the brilliant idea of betting $20 with a retailer that the latter would not buy a car of wire, and cheerfully paid the bet when he lost it. The leaving of twenty or twenty-five dollars in an envelope, on the counter of the man who made a big purchase, the hand which did the bounty being concealed, also did good service in its time.

But while infractions of combine arrangements are very hard to prevent, there are not always as many of them as buyers or as competing travellers make out Buyers who want to force down prices, very frequently aver that they have been granted or their neighbors have received the prohibited privilege from other firms. Travellers who find sales hard to make are prone to apologize for the sparse list of orders they send in, by bemoaning the way in which they are handicapped by the combine. They say that So-and-So's traveller is selling in disregard of this or that restriction, and that they cannot make sales against him. Some travellers are led to believe that this sort of thing is being done by rivals, though the only evidence may be the grave assurance of some crafty retailer who wants to buy goods at a special price. Such reports, from both retailers and travellers, do much to hurry manufacturers and jobbers into a departure from combine arrangements. It is the panic which rumors cause that does the chief mischief. The majority of parties to a combine are usually sound in their integrity and steadfast in their purpose to keep it. There may be a scheming man in every combine, but it is not always his doing that breaks it. Vague accusations do more than anything else to shorten the life of such arrangements.

FARMERS AS BUSINESS MEN.

The arguments which the Patrons bring forward as the reasons for their existence and propagation are nothing less than an arraignment of the business management of the farmers. The farmers are asked to contemplate the effects of their own shortcomings as business men, and find in these the motives which should urge them to embrace the Patron cause. Their attention is drawn to their relation to the retail trade of the country, and because that is not satisfactory, they are pressed to become members of the all-reforming order. And it is with the class whose worth these arguments most strongly impugn that the persuasions of the organizers will be strongest. The business man on the farm, as the business man anywhere else, will manage to look after himself in his dealings with the retail trade. He will not, through his own improvidence, neglect, laziness or other cause, allow himself to get so far behind in his business with the retailer as to force the latter to any disagreeable resort to recover his money. The county court has no terrors for the thrifty man, and the retail trader is not obnoxious to such a man. Enlightened, prosperous farmers have nothing in common with the men who are attracted by the Patrons' representations. The people who are always in debt to the storekeepers of the country are the ones who deem themselves down-trodden. The condition of always owing they look upon as a curse, and blame the retailer for it. After they get credit they no longer consider it a great favor, for which their own business incompetence made them the suppliants.

Instead of going in a business-like way to a bank and borrowing a hundred dollars at 7 or 8 per cent. per annum, a farmer will commonly wait till he gets near the very brink of need for the money, and then will hasten to some money-shark and borrow $85 to put him through the special emergency, binding himself to pay $100 in a very short time. This is typical of a very common course of procedure on the part of struggling farmers, whose limited capacity for business is the main reason why they are always struggling. An instance was brought under our notice a short time ago which illustrates this characteristic of the poorer class of farmers. A young farmer who owed several hundred dollars of store accounts that had been accumulating for some years, was suddenly convinced of the great economy of the Patron scheme. He determined to go in for the benefits of cash trade. To wipe off the indebtedness that stood against him he conceived the idea of putting his stock and implements under a chattel mortgage at 8 per cent. He thus started in with a clean slate, reasoning that the margin saved through dealing with a Patron merchant would pay the interest on the mortgage. But he lacked the money to do a regular cash business, and had to drop back into the higher prices and credit system that he hoped to escape by alliance with the Patrons. Self-help is the thing usually lacking in the people who become Patrons.

There is a great deal of difference between this voluntary adoption by consumers of a cash basis of trade, and the enforced adoption of such a basis. If the retailers should abandon the credit system there would then be a real trial made of the endurance of people who want now to starve the retailers out of existence. The starving would be likely to be the other way. There are people whom the credit system has built up, whom a cash system would rapidly pull down. Credit has been a great economic factor in the welfare of the people of this country, and the retail traders of the country have been the dispensers of it. Hard times, bad harvests, affliction, inadequate capital, have thousands of times been withstood only because the retail merchant stood the friend of the struggler who had to face these difficulties. Many of the Patrons of to-day owe all they have to retail merchants who forbore at critical times to urge their claims for money due.

In the weekly charge sheets issued by Bradstreet's, runs the serial story of chattel mortgages given and renewed by people who have to draw upon capital to keep themselves going. Among these are noticeable every week the names of a goodly number of farmers, some on rented some on freehold property. The chattel mortgage is only a symptom of a general condition, whose other signs are to be observed in the management and business of the farmer who gives it. Such a man is usually a long way behind in his store accounts, he owes for his implements, his farm is badly cultivated, his stock poorly housed or fed. The Patron movement is eagerly embraced by such men, as it appeals to the unthrifty class. The thrifty man does not wish to be levelled down to such a standard, and will as a rule trust to his own business capacity to see him through his dealings with other people.

It is evident that the Patrons of Industry are going to make an energetic effort during the coming session to secure a reduction in the duties on certain commodities if petitioning can do it. Already printed forms of petition are being circulated for signature throughout the country, and one of these reached the Department of Agriculture the other day, signed by a large number of persons. The petition represents that the agricultural interests of the country are not in as prosperous a condition as the farmers desire, and that tariff legislation for the purpose of assisting the manufacturing interests of the country had been taken advantage of by the manufacturers to unduly enhance the price of many articles which are indispensable to the farmers in carrying on their vocation. The petitioners therefore pray that coal oil, binder twine and iron and its products be placed on the free list.

PLEASURE BEFORE BUSINESS.

Care sat lightly upon the brows of the gay company which disported itself on Friday night in Harry Webb's parlors. There the flower of Toronto's commercial chivalry, her doughty knights of the grip—not the epidemic kind—ungirt themselves to enjoy for a brief while the soft luxury of social intercourse. It was a plain thing from the outset that they were going to succeed. The auspices of the Toronto Commercial Travellers' Association never go with anything that fails, and the occasion was the Toronto Commercial Travellers' Association's first At Home. That's what. They had made due arrangements for a good time, and there was no probability that they would have a dull one. And they hadn't. The verdict of all hands at the close was, that the evening was one of the pleasantest they had ever put in. The same boys have often temporarily crippled themselves in the pursuit of business, but were never before so footsore with ball-room exercise as they were on that memorable night.

It was enough to make the bosoms of the hosts heave with pride to behold the galaxy of beauty that the magic of their invitaiton could muster in the concert hall and the assembly room. For there were winsome and beautifully dressed women galore, the wives, the daughters, the sisters and the fiancees of the bold fellows who had got up this At Home. In their bright society it was an easy matter to drift to "the concord of sweet sound" into the rhythmic, happy movement of waltz or polka. Glionna's "nodding minstrelsy" poured out the melody in due measure, and lightened the specific gravity of every heel in the room. The enjoyment was full. The friends who were present—and these included many of the retail grocers of the city—were loud in their praises of the affair, which proceeded from beginning to end without a hitch.

The first two hours were whiled away by a concert. The pieces selected were good and they were finely rendered, some of the cleverest vocalists in the city being on the programme. The ball began at about 11 o'clock. The dances ran according to the following programme :

PROGRAMME.

1. Waltz.....Selected
   (Toronto Hand Bell Ringers.)
2. Lancers.....Selected
   (Toronto Hand Bell Ringers.)
3. Waltz....."Happy Hearts"
4. Jersey....."Wanderers"
5. Waltz....."Marina"
6. Lancers....."Globe"
7. Polka....."Tres Gai"
8. Bon-Ton.....Gavotte
9. Waltz....."Fair Italy"
10. Lancers....."Glionna"
11. Schottische.....(Highland only)

INTERMISSION.

Extras.

1. Schottische (Military)....."On the Go"
2. Waltz.....Toronto Hand Bell Ringers
3. Jersey.....(Military)
12. Waltz....."Affection"
13. Lancers....."U. S. Army"
14. Polka.....(Dedicated to City Travellers)
   (By Glionna.)



MR. M. C LYNDE, President.

15. Waltz....."Irene"
16. Lancers....."Mirth"
17. Schottische (Military)..."On the Barge"
18. Bon-Ton.....Gavotte
19. Waltz....."Beauty"
20. Lancers....."Nadjy"
21. Polka....."The John"
22. Waltz....."The 'News'"

The following guests were present :

Miss M. Allen, Miss Armstrong, Mr. & Mrs. Jas. Adams.

Mr. John Brown, (Citizens' Milling Co.), Mr. & Mrs. F. C. Broomhall, Mr. W. K. Booth, Mr. & Mrs. A. G. Booth, Mr. Jno. Burns, Mr. R. Barron, Miss Barron and Mr. Geo. Barron, Mr. & Mrs. T. P. Balfour, Mr. & Mrs. J. Butcher and Miss Butcher, Mr. & Mrs. George H. Bird, Mr. & Mrs. L. J. Barwick, Mr. & Mrs. J. W. Brownlow, Mr. S. O. Bradshaw, Mr. J. J. Burns.

Mr. & Mrs. J. Curry, Mr. A. E. Clemes, Mr. G. C. Cuan, (Warren Bros., & Boomer), Mr. P. Conlin & Miss Katie Conlin, Mr. D. W. Clark, Mr. E. H. Copp, Mr. & Mrs. E. J. Cashmore, Mr. A. V. Cashmore, Mr. F. Clemo, Mr. & Mrs. C. M. Cashmorn, Miss Blanche Cass, Mr. H. Coates, Miss Cooper, Mr. R. M. Carrie, Miss Cherrie.

Miss Dodd, Mr. & Mrs. R. L. Davidson, Mr. Wm. J. Dash, Mr. M. J. Dubois.

Mr. & Mrs. R. B. Ellis.

Mr. C. S. Fairbairn (Imperial Extract Co.), Mrs. C. S. Fairbairn, Mr. & Mrs. Fletcher, Mr. D. Fleming, Mr. & Mrs. R. A. Fletcher, Mr. G. M. Furnival, Mr. & Mrs. L. Farewell.

Miss Mabel Glover, Miss Grantham, Mrs. P. Greene, Mr. A. A. Graham, Mr. & Mrs. J. G. Gibson, Miss Glass, Miss Gibson.

Mr. Jno. Hayden, and Miss Hayden, Mrs. Henderson, Mr. J. A. Hoar, & Mrs. Hoar, Miss Harris, Mr. H. J. Hill, & Miss Edith Hlll, Mr. J. R. Hayden, & Miss Hayden, Mr. Arch. Hutchison, (St. Lawrence Starch Co.) Miss Ethel Howard, Mr. P. R. Hamblin.

Mr. James Ince, Mr. A. Irving, (Sloan & Crowther.)

Miss Jones.

Mr. Longbottom, Miss Addie Lloyd, Mr. Fred. Leyden, Miss M. Lee.

Mr. W. M. Milligan, Mrs. W. M. Milligan, James Mortimer, (Christie Brown & Co.) Miss Lizzie Major, Miss Nellie Muir, Mr. T. Miller, Mr. Jas. A. McGuane, (P. C. Larkin & Co.), Miss Macpherson, Mr. W. F. McSweyn, Mr. P. A. Macdonald, Miss E. Macdonald, Mr. Hugh C. McLean, (HARDWARE, Miss McKenna, Mr. T. McEachren, Mr. A. McBean, Mr. & Mrs. K. Maxwell, Mr. & Mrs. Lawrence Miller, (New York.)

Mr. & Mrs. T. Nicholson, Miss Northy.

Mr. E. B. Oke.

Mr. J. K. Peacock, Mr. & Mrs. Park, Miss Patterson, Mr. John Pugsley (Pugsley, Dingman & Co.,) Miss A. Prudhomme, Miss May Patterson, Mr. John Park.

Mr. Jas. Ross, Mr. G. F. Rupert, Miss Ruttan, Miss Lilly Ruttan, Mr. W. Ramsay, Mr. E. S. Roche, Mr. W. Roome, Mr. & Mrs. J. T. Rogers.

Mr. G. P. Sharkey, Miss Stinson, Mr. C. F. B. Spencer, Mr. G. Simons,

Mr. A. E. Saunders, & Miss Minnie Saunders, Miss Fannie Sullivan, Mr. Geo. Scarlett, Mr. Vincent Spencer, Mr. W. B. Smith, (Sloan & Crowther), Mr. & Mrs. Sloan, Mr. C. E. Somers, Miss H. Sinclair, Mr. & Mrs. Shields.

Miss Taggart, Miss Ida Taylor.

Miss Whalegh, Miss Warren, Mr. Oscar C. Winborne, Mr. Henry Wright, Mr. & Mrs. R. C. Webber, Mr. F. B. Woodman, (James Lumbers), Mr. & Mrs. R. J. Woods.

Mr. John & Miss Young.



MR. FRANCIS GALLOW, Vice-President.



MR. J. OWEN, Secretary.

TRADE CHAT

Geo. McClary of London, Ont., has returned from a business trip to New York.

A. C. Leslie & Co. have been appointed agents here for the American Bit Brace Co., Buffalo.

A large number of Kingston merchants have decided to close stores on Saturday night at 9 o'clock.

The Reid & Currie Iron Works, Westminster, are reported as having some large contracts on hand.

John S. Crawford, the well-known commercial traveller, died suddenly last week. He has been on the road for 29 years.

Natural gas was struck at Highgate by Messrs. Scott on 9th, at a depth of 90 feet. Flow very strong. They will utilize it for fuel in their large flouring mills.

It is understood that the works of the Hamilton Powder Company at Northfield, B. C., will soon be enlarged to meet the requirements of their increasing business.

Mr. Price, formerly with W. M. Connor & Co., Madoc, is travelling for W. M. Chown & Co. in western Ontario, introducing their Empire State milk can and cheese makers' supplies.

In his annual address President Long of the Collingwood Board of Trade says: I am glad to be able to state that there is a prospect of the old foundry being reopened soon by practical men.

A factory is about to be established in Victoria, B.C., for the manufacture of Vault lights and patent stone by James S. Peree, who has also a patent for an underground viaduct for electric wires.

We acknowledge with thanks the receipt of a copy of the Annual Report of the Toronto Board of Trade. It is a well-condensed and conveniently-arranged presentation of the year's proceedings.

The rapid increase in the use of electric lighting as an illumination in stores, dwellings, etc., has led to a proposal being made to the Government to inspect the meters by which electric light is measured similarly as with gas meters.

With the last issue of the Metal Worker is issued a supplement giving the new list and discounts adopted by the National Association of Galvanized Sheet Iron Manufacturers. The supplement, like the paper which issues it, is a very elegant piece of typographical work, and is exceedingly convenient for reference.

The merchant shippers of the United Kingdom could not possibly have a better introduction to foreign and colonial buyers for the coming spring trade than they have been given in the splendid foreign edition of the Ironmonger, which has just come to hand. That magnificent number is a credit to the commercial interest which the Ironmonger so ably represents.

Would the firm which ordered the following advertisement inserted in HARDWARE kindly send name and address to this office. There are several inquiries, but the address of the advertiser has been mislaid :—"Hardware, tinware and stove business for sale in Western town at a bargain. Stock and tinners' tools about $5,000. Correspondence solicted. Address HARDWARE office.

On Saturday last fire damaged the premises of the Ontario Lead & Color Company to the extent of $2,000. The loss was covered by insurance. Business was not disturbed, and the company's works are proceeding as actively as if nothing had happened.

Messrs. E. Broad & Sons, through their agents, Gilmour & Co., of Montreal, have added to their already large assortment of fine tools, a new line of brick hammers, which it will pay the trade to inquire after, as they are well made, the price also being an object.

The attention of the trade is called to a neat, handy catalogue, which the Brandon Manufacturing Co., of Toronto, have just issued. It has been constructed in such a manner as not only to advertise their goods, but also to be of great service to those who desire to buy woodenware.

The Canadian company, called the Barnum Wire Works of Ontario at Toronto, recently made an assignment. This company has no connection whatever with E. T. Barnum, of Detroit, Mich., the well-known manufacturer of wire and iron work. While Mr. Barnum was the founder of the Canadian concern, he parted with his entire interest in it several years ago, and though it bore his name he has never been in any way interested in it.

The Ontario Lead & Barb Wire Co. favors its business friends this year with a little keepsake, which is admirably designed to be of service to the recipient and to keep the giver in mind. It is a pin cushion appropriately got up like a miniature bag of shot, which is one of the lines manufactured by the Lead and Barb Wire Co. The obverse side, studded with pins, bears the name of the company in blue letters. It is a very convenient article on the office desk or table of a business man.

The fine supplementary catalogue of new goods which the Peterborough Lock Mf'g. Co., have just issued deserves more than a passing notice. As there has been a lot written of late about fine art hardware the retailer no doubt was beginning to look around for some advancement along this line by the Canadian manufacturers. So after a careful survey of the goods shown in this new catalogue the merchant cannot help feeling that they will fill a long felt want, for why should the Canadian merchant have to go to the other side for his fine builders hardware? It would be impossible here to try to give a discription of the goods shown but every retailer who intends to do anything in builders' hardware this season ought to make it a point to provide himself with one of the above mentioned books.

MONTREAL TRADE CHAT.

John Johnston's Paint Co. have moved into their new offices.

Mr. H. D. Simmonds, manufacturers' agent, of Toronto, was in town last week.

The French wholesale houses report trade good in the French sections of the province.

John Collins has returned from the Lower Provinces and reports trade in that section good.

Messrs. J. & C. Hodgson's rolling mills are running to fullest capacity, not having yet closed down for repairs.

The imports of iron and steel for last month amounted to $153,991, against $134,658 for the same month last year.

The commercial travellers held a smoking concert the other night. There were sixty members present and quite a nice time was spent.

Mr. T. W. Costigan is putting a new can on the market which ought to take with the canners, as it saves the trouble of having a can-opener in the house. It is far ahead of any key tin out so far.

ANSWERS TO CORRESPONDENTS.

S. M. G. asks—Is their to your knowledge, a self-acting stove pipe damper, one that opens and shuts itself, regulated according to the draft on the market, as if not we know of one that could be put on the market for about 25c. An early answer will oblige.

[Any of our readers who can give the information asked above will confer a favor by forwarding it to us.—EDITOR.]

"IS IT AN INQUISITION?"

The question has often arisen in my mind as to how far a merchant should go in giving information as to his capital, indebtedness, etc., to the various mercantile agencies, whose object is to arrive at the correct knowledge of the financial, social and business standing of the trader as a basis for credit in the great commercial centres. The retail merchant has rights which it is not in the power of any organization to invade. The jobber likewise has to assume risks which, even with the greatest facilities at his hand for information, must yet remain great risks. No person in private life will allow himself to be interrogated by a stranger as to affairs solely within the domain of his pri-

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Window Glass

FOR IMPORT.

"BUGLE BRAND." **GET OUR PRICES.**

vate home associations, without duly resenting the arrogance of the person making the request. This is perfectly proper, for if the sanctity of the home relation is to be intruded upon by any curious person, who may be desirous of gratifying his desire for gossip, it would soon be a world of blasted reputations, demoralized households and general chaos. In a business point of view this is entirely different. The merchant, for instance, has a thousand dollars; he contemplates going into a retail trade in some quiet country town. He realizes at a glance that his capital is entirely insufficient to properly carry on the business. He is a comparative stranger; has no relative from whom he can expect or receive financial aid to assist him. How is he to get out of his dilemma and be properly equipped for his mercantile battle? Right here the credit system of the country comes in to extend the helping hand and say to him, "If upon investigation you are found worthy, if you have ordinary sagacity and good business judgment and discretion, if your former record has been such that you have enjoyed the confidence of the people with whom you for years have mingled, and have a disposition and purpose to throw your whole energy into the successful prosecution of your business, we will help yon fight the battle." Here we have the positions of the jobber and retailer outlined. What is to bridge the chasm between these parties and secure to the jobber the information he desires to enable him to be a helpmeet to his brother? The answer is the "Mercantile Agencies." Now, if the retail dealer is not willing to give full information and accurate, upon all matters pertaining to his business, he never should seek to establish a credit, for you see it would make for the jobber too much of a jug handle thing "all on one side." How nonsensical it must appear to a merchant if he gives it but a moment's thought, that he is taking no risk whatever in asking a line of credit from a jobber, who is a total stranger to him, and yet unwilling to give him such information as to his standing as would enable the jobber to prescribe a line of credit for him, and who is to assume all risk. All large jobbing houses doing a business of any magnitude have a person known as the "credit man," whose sole duty is to pass upon the advisability of credit, the amount, etc. They have become so expert in framing questions and reading character that many of them would put some of our best lawyers to the blush. If the applicant for credit is of moderate means and conservative naturally, he should without reserve give all the information asked for, keeping in mind the fact that he, the merchant, is the accommodated and the questioner the accommodator. A merchant should talk over frankly with the house that serves him, the condition of his business from time to time. Such information is usually of benefit to both. The two principal commercial agencies, R. G. Dun & Co. and Bradstreet's make universal trade reports, and are used universally for the reason that reporting as they do all branches of trade they are less liable to oversights than if they reported simply one branch. As a rule these reports are re-written semi-annually. When you are called upon to be courteous and gentlemanly and feel that what is sought after from you is for your best interest and not for any prying into of your affairs. You must also bear in mind that money alone does not give you a basis for credit. Some of the most active and enterprising retail merchants in the country began without any money to speak of, but they had a reputation for honor, probity, candor and justice which was worth more to them than money capital. A line of credit would far quicker be extended to a poor man who was honest and zealous than to a knave, though he be rich, presuming, of course, that both have fair business ability. The fact must be borne in mind that much of the information relative to your antecedents, etc., comes from outside sources, and you are seen in the mercantile report as others see you. After long observation I have found this to be a fact. To have an honest and correct statement made for the trade, the merchant should be frank and honest with the canvasser for information. If he refuses to impart the information, it must be gleaned from outside sources, which in most cases is not satisfactory, as it frequently comes through biased channels. To be rated blank is suspicious; to be rated blank as to capital and rated well as to credit, speaks well. Bear this in mind. The mercantile reports are given from all the information obtainable from reliable sources. Had you not better give this information yourself? You will then have just cause for complaint if erroneously done. Do not look upon this business as an inquisition, but rather as a help to you to secure mercantile assistance. Ex.

JUST BEFORE THE BATTLE.



Callahan—'Tis a foine neighborhood, Miss Quilty, barrin' the vagabonds ye have about!

McGrath (his rival)—Oi regrit to see, Miss Quilty, thot yer beautiful residence is infested wid snakes!

A QUESTION OF PRIVILEGE.



Mrs. O'Hara—That's a foine way for a man t' go downsthairs!

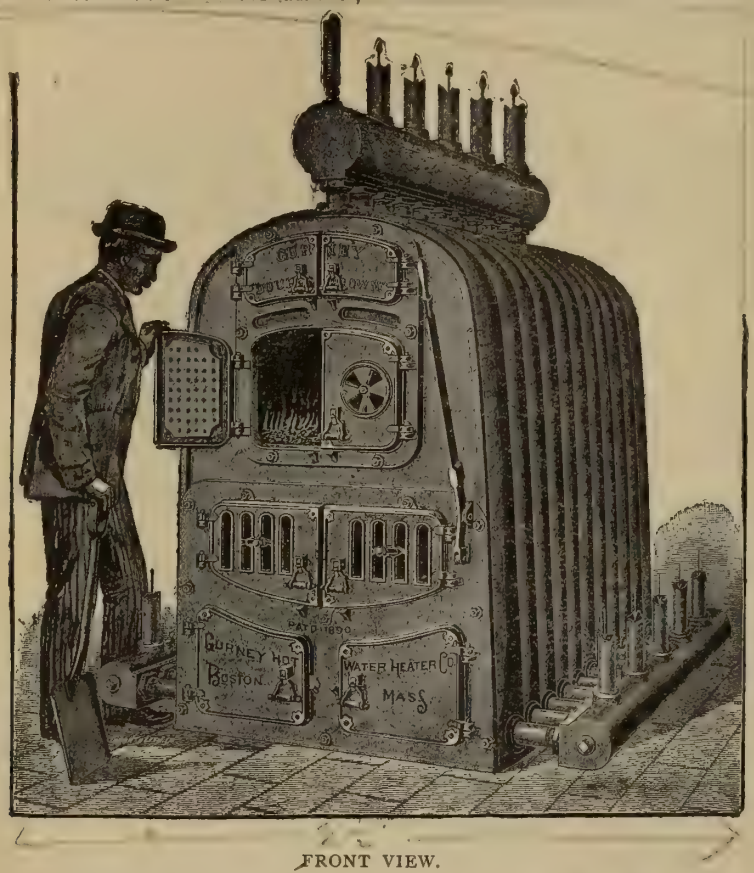
Mr. O'Hara—Can't a man go dhownsthairs ony dom way he plazes?

NEW GOODS.

[HARDWARE will always be pleased to receive electrotypes and descriptive matter of any new goods for insertion as soon as they are ready for the market. No charge will be made for the publication of such information.]

GURNEY'S DOUBLE CROWN HOT WATER HEATER.

The accompanying cuts illustrate the newest hot water heater on the market, namely, The Double Crown Hot Water Heater, manufactured by the E. & C. Gurney Co., who took out the patent but a few weeks ago. It is intended for heating large buildings, such as large residences, hotels, churches, schools, greenhouses, etc. On account of its size, the manufacturers have been able to embody seme new features, not hitherto used in hot water heating. Among these the cuts themselves will draw attention to the following :



FRONT VIEW.

The delivery of water from the return headers on either side to the flow header at the top is in continues lines, the course of the members or branches of the sections being only flattened to retain the water long enough to absorb the units of heat before delivery at the central header.

The fire is practically at the top of the heater, that is, by placing the fire well towards the centre line of the vertical section the greatest heat is immediately applied to the water at the top of the heater, by which process there is a complete avoidance of necessity for cold water at the top of the heater being returned and circulated through the ascending particles. In a word, the hot water is at once at the point of delivery instead of being sent up through returning columns or particles of cooler water. It will be seen that the products of combustion are applied at the front of the heater to a column of water instead of radiating to the cellar, as might be without this provision.

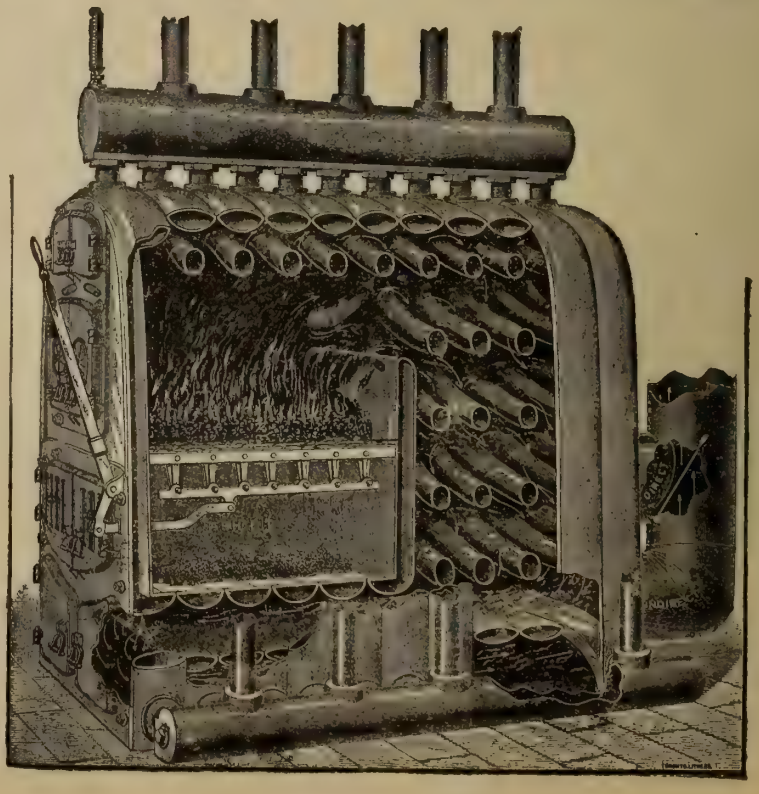
At the back of the fire the fire cprls over a bridge wall to the flues immediately at the rear, and then passes down, as in a base heater stove, to a point near the bottom of the heater, where it is conveyed to the front of the heater, passing down to a continuous sheet flue at the bottom of the heater, and so again to the rear, and out to the chimney-flue at the pipe marked "indirect."

The back section, like the front, is a hollow water section, with the exception of doors for cleaning purposes, which correspond in size and shape with those at the front, thus affording ample opportunity for cleaning all flues.

The grate is of the kind called "Locomotive," and is adapted for either hard or soft coal burning. The whole of the surface of the ash-pit is utilized for water surface, thus providing that every square foot of surface in the heater is brought into useful contact with the fire, with the exception of course, of the feeding and cleaning doors.

The heater has been thoroughly tested with soft and hard coal and wood, and it has been found that in continuous use the heat of gases is entirely taken up, so that at the point marked "indirect" on the smoke-stack the heat of the gases is not-greater than that of the water in the delivery header at the top of the heater, and this result is attained without any shadow of a tendency to condensation in the sheet flue at the bottom of the heater, which is, of course perfectly dry.

The headers for the returns are flattened at the bottom, and are so brought close to the floor where they are connected with the various sections of the heater by means of wrought iron nipples. The circulation of the inflowing water is at once affected by the heat of the returning gases in the bottom flue, and from this initial point of circulation the water rises to meet gases and flame, con-



SECTIONAL VIEW.



—USE THE—

STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Upon application we will furnish a Blue-Print sketch showing detail and uses of the STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY

There is Money to be made

In handling goods of fine quality.

MANDER'S VARNISHES

ARE FINE GOODS.

Agents :

Walter H. Cottingham & Co., Montreal.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.





BROWN & CO.,

Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

JAMES ROBERTSON CO.,

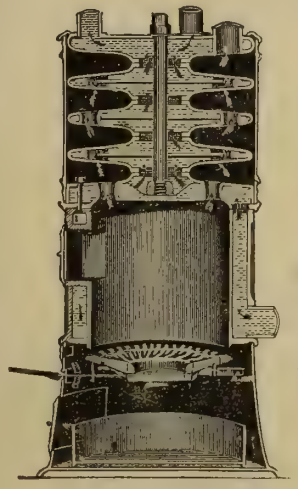
TORONTO.

Send to us for Revised Prices,

MILK CAN TRIMMINGS

Broad Hoop and Iron-Clad Pattern,
Creamery Cans and Fixtures,
Jersey Creamery Guages,
Dairy Pails and Pail Bottoms.

Tinned Iron for Above, All Guages.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



CHAINS--Coil, 7 sizes, Trace, Halter, Tie-out, Post, Heal and Cow-ties, Tie Weights, and Evener Chains, etc.

MANUFACTURED BY

The B. Greening Wire Co. Ltd.,

HAMILTON, CANADA.

Write for Catalogue and Prices.

stantly increasing in intensity until reaching the double crown arrangement above the fire, and being there finally exposed to its full power, it is so delivered at the highest attainable temperature at the main header.

It will be observed that the celebrated "Gurney" alternating brick and water section, which has proved so valuable a feature in former constructions of hot water heating apparatus, has been introduced into the fire-box. It will also be observed that at the back of the heater is a damper marked "direct," attached to which is a handle, by lowering which the damper is made to cover the smoke-pipe at the bottom, and so open a direct draft from the heater into the chimney. The design of this is to enable the operator to kindle the fire rapidly, and to carry the smoke quickly into the chimney, while the whole system is cold, as is always the case when the fire is being started. This simple arrangement provides against the possibility of condensation when the surfaces of the heater are all cold.

This heater is so constructed as to be used under either open tank or pressure system, being tested to 200 lbs. hydraulic pressure per square inch of surface. In saying this the manufacturers add the general statement that they still strongly deprecate the use of pressure in hot water heating.

A valuable feature of this construction is that it may be used without hesitation in the highest building, as the castings are very strong and cannot be broken by any natural pressure arising from the weight of water in the system. One element of their great strength is that all lines of castings are on curves.

These heaters are made in seven sizes, running from nine to seventeen sections, with a heating capacity of from 2,500 up to 6,000 square feet.

In this, their latest production, the manufacturers firmly believe they have attained the best results ever known in hot water heating, both as to speed of circulation and the extraction and use of the heating power of the fuel.

Malcolm's Adjustable Basin Stand.

M. W. B. Malcolm, 89 to 91 Church St. Toronto, is now prepared to fill orders for his new Adjustable Basin Stand, which he has just patented this month.

The many advantages it possesses over the stationary wash-stand are worthy the attention of householders and merits inspection by all interested in sanitary improvements. Note the following :—

1st.—It is fitted into the best splash dish made.

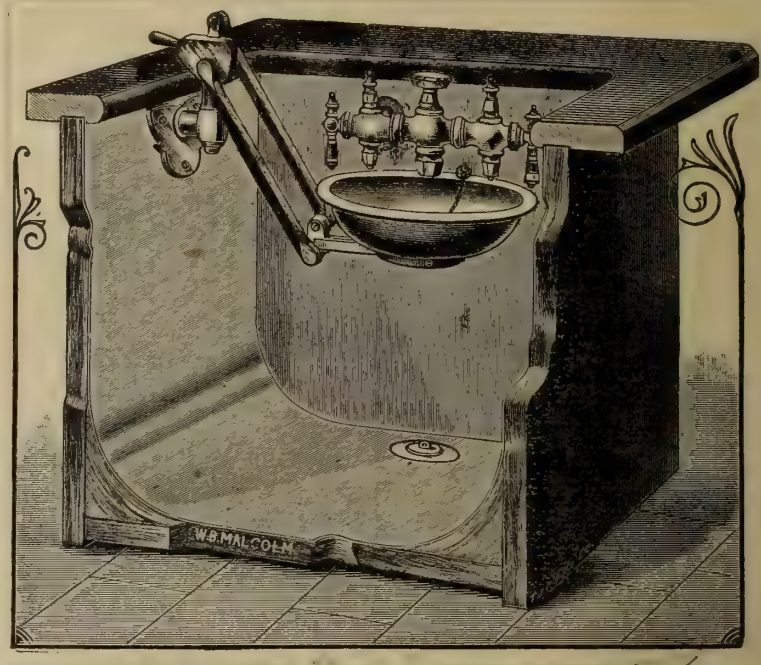
2nd.—It occupies the same floor space as the bath, consequently requiring no additional room.

3rd.—Its position can be changed at will, raised, lowered or swung to the outside, if the bath is in use.

4th.—It is easily adjusted to any position, is filled from the bath taps, and when filled, can be raised to the desired height by the user, either adult or child, and will remain where placed.

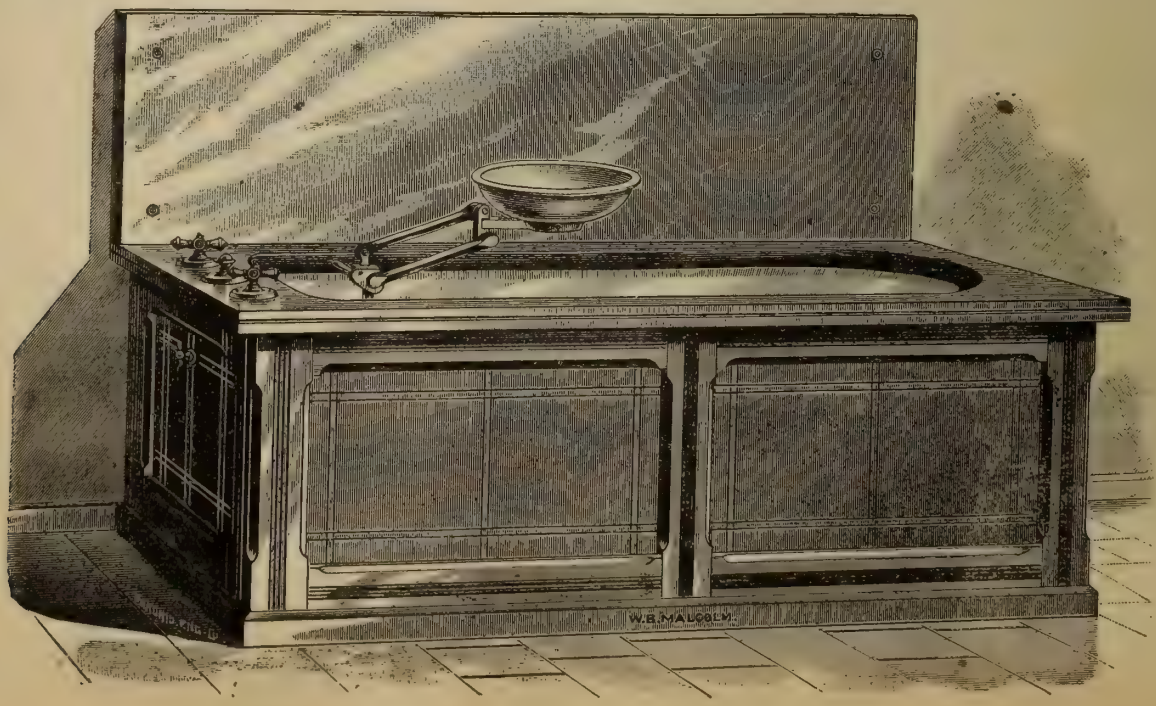
5th.—It is strong, durable and neat, and not liable to get out of order.

6th.—There are no additional taps or plumbing work required or to be kept in repair.



7th.—It will not cost half the price of a stationary wash stand and no bath-room should be without it in addition to the ordinary wash stand.

8th.—It is just the thing for the use of children and is convenient for many other purposes.



THE POWER OF MONEY.

Money, says the old Book, is the root of all evil; but one thing is certain, very little good can be done without it. It takes money to build churches, it takes money to pay the minister, it takes money to send the missionaries abroad, and in some cases it is absolutely necessary to get religion. In this light, therefore, the quotation above appears to be a contradiction, and a very decided one too. We have little faith in its general bearing. In the abstract it may be correct. In a business sense we have none. The power of money in business cannot possibly be overestimated. While great things can be done with very little money to commence with, nothing can be done without any. It is the greatest friend to go to market with; properly used, it is the greatest friend in all conditions and circumstances. The business man who has sufficient capital to conduct his business is in such an independent position and possesses so many advantages over his less wealthy neighbor that he can adopt and institute economies through labor-saving devices, which places him in a position to compete on more advantageous terms than those less favored competitors.

In contradiction to the quotation given above, we might say that money was a friend in need, therefore a friend indeed. By arguing that money is so necessary to conduct a business properly and to take the most advantage out of all business transactions, we do not wish it to be understood that we regard money making as the only object to be sought after in this life. On the contrary, we believe that any one who pursues a course of this kind makes a grave error, and to put it plainly under such circumstances life is not worth living. To get the most out of life it must be enjoyed so that there will be nothing to mar it or in any way interfere with its hopes and pleasures. It is not the richest man who gets the most pleasure out of life any more than it is the poorest. How to live and get the greatest amount of pleasure requires a little common sense and a good deal of practical application.

Considering the question of money from a purely business standpoint, it is not wise to regard it as the all-powerful influence in trade. It has its limitations and its temptations, but its advantages far exceed every other consideration. The merchant with a good bank account has always got a true friend—one that he can rely upon and one that will always do good work whenever it is called upon. While most merchants appreciate the value of money, few of them realize its full influence. If they did they would in every way pursue a policy that would place their business in such position that their money would be utilized to its utmost. We know business men who are always anxious to have a bank account of certain dimensions. They will not under any circumstances permit it to be drawn upon below a certain figure; yet these same men could if they chose make considerable money by having their bills discounted. Going to the other extreme we also know business men who make it a rule to insist upon interest in their banks because they always leave a fixed deposit, and these men will owe bills for six months that ought to be paid in thirty days, because they believe that they are making money by the transaction. Neither of these courses is the right one to pursue. The man who pays his bills promptly and takes all discounts is the man who ought and generally does get the most satisfaction out of his money and his business life.

To the young merchant commencing in business we would advise him always to consider the power and influence of money in securing good terms, good buying, good management of his affairs and ultimate success. It all depends upon how business is started how it will succeed.—National Grocer.

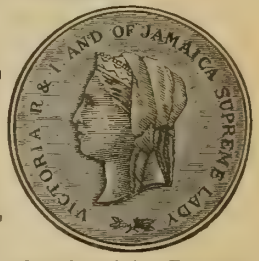
FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,



LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

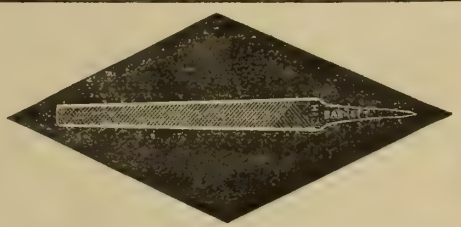
Halifax Shovel Co., Ltd., Halifax, N.S.



DEAR SIRS,—The best testimonial I can give you is the fact I use no other shovels but Fenerty's patent in the gold mines under my charge. They are the most durable and satisfactory I have ever had in a long experience. Yours etc.,

JOHN E. HARDMAN, Mining Engineer, Oldham, N.S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

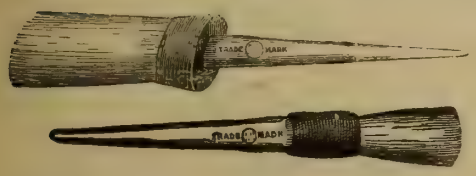
—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

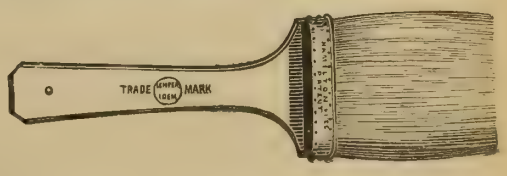
—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

MARKETS

MONTREAL MARKETS.

MONTREAL, Feb. 19, 1892.

The week has not developed any marked change in prices or business, so that there is little if anything new to note. Metals are dull and trade does not pick up much. The condition of primary markets on crude material remain easy, so that importers have nothing to urge them to operate yet for spring supplies. Chemicals are still in their dull season, and the same may be said regarding cement. Naval stores are quiet and easy, with not much doing. There is a big boom expected in the near future.

PIG IRON.

The pig iron market does not show any change since our last week's report. The only sales on spot were a few jobbing transactions ex-store on an unchanged basis. There is nothing doing as yet in the way of spring supplies, for, as already noted, the conditions at primary markets do not demand any hurry. We quote spot prices at $22 for Summerlee and equal brands, and Carnbroe and Eglinton at $20 to $20.50.

BAR IRON, ETC.

The bar iron market is firm as to values, but business still remains dull and quiet. We quote values unchanged at $2 in a jobbing way from makers' hands. There is a a small jobbing business doing on the basis of $2.10.

TIN PLATES.

There is nothing doing in tin plate at present, but prices remain unchanged as far as the spot market is concerned. We quote for transactions ex-store $3.60 to $3.75 for cokes and $4.25 to $4.50 for charcoals. Negotiations on account of spring supplies have been discontinued, and nothing has transpired since the business noted a few weeks ago.

TERNE PLATE.

There is little to say regarding terne plate, except that the stocks here have not been materially reduced. Values are purely nominal and there is no doubt but that holders would agree to affect a turn over. We quote $7.50 to $8, according to grade.

CANADA PLATES.

There is nothing but a small jobbing business doing in this line at present. Stocks, however, are not large, and values rule steady on the basis of $2.65 to $2.75.

NAILS

Nails do not show much change since our last, except that the buyers do not take hold as expected. We quote the old $2.45 basis :

STEEL WIRE NAILS.

10 dy to 60 dy	per keg	$3.05
9 dy to 60 dy	"	3.35
8 dy to 60 dy	"	3.60
7 dy to 60 dy	"	3.90
6 dy to 60 dy	"	4,20
5 dy to 60 dy	"	4.20
4 dy to 60 dy	"	4.50
3 dy to 60 dy	"	5.40
3 dy fine,		6.50

GENERAL HARDWARE.

The travellers are out and the trade report that they are doing fairly well in most lines. Reports say that the stocks in retailers' hands are not large and generally speaking things look bright for a good trade in the near future.

COPPER, TIN, ETC.

Copper is still dull and easy in the absence of business and prices are more or less nominal. We quote values easy at 12 to 13c. Pig lead is easy at $3.40 to $3.75 and the same may be said regarding zinc sheets which are quoted at $6.25.

SCRAP IRON.

In scrap iron receipts continue as noted a few weeks ago. There is a fair consumptive demand from the rolling mills and we quote prices at $15 to $16 for wrought and $13 to $17 per ton for scrap according to quality.

OILS.

Oils move along quietly and there is nothing new to note. Linseed is unchanged at old prices, while seal, castor and other lines are as before.

CHEMICALS.

Chemimals are still dull, and beyond a few odd lots moving ex-store in a small way there is nothing new to note. There is little doing as yet in the way of spring delivery.

GLASS.

Stocks of glass are not excessive, while business has been of a fairly steady character. Prices are steady at the old figure, $1.35 to $1.40.

NAVAL STORES.

The ship chandlery business continues very quiet, there being practically nothing to do. Turpentine is dull and in slow demand, the tendency of the market being decidedly easy. We quote : Turpentine, 55 to 56c ; rosin, $2 to $4.25, as to brand ; coal tar, $4 to $4.25 ; cotton waste, 5¼c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady and very dull, with Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

CEMENT AND FIRE BRICK.

The cement trade is quiet. Stocks are very heavy for this season of the year, and the feeling is easier in consequence; but in the absence of business of importance prices are unchanged. There is a good demand for fire bricks as high as $30 per 1000 being paid for some choice stock. We quote as follows:—Belgian cement, $2.30 to $2.43; Newcastle, $2.40 to $2.50; London, $2.40 to $2.55; fire bricks, $18 to $24 per 1,000.

PETROLEUM.

There is not much doing either in Canadian or American refined oils. The stock of crude is very moderate but ample for the requirements of the trade. If the larger producers take care of the raw material, and the market in general is let alone, and not influenced by outside considerations the prospects for values of raw material may fairly be put at $1.50 per bbl. at least. The market to-day is solid at $1.29, with a strong upward tendency. The Canadian refiners continue to cut prices, but not to such an extent as they were doing a few weeks ago. We quote : Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 15c. for single casks ; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolea ; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash ; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

TORONTO MARKETS.

TORONTO, Feb. 19, 1892.

HARDWARE.

The demand is spread over a wide scope, concentrating very little of its force upon any special lines. Skates, to fill out shortages that occurred in stocks purchased early in the winter, have gone out rather freely. Scissors, pocket and table cutlery and light sundries have been fairly active. In heavy hardware there has been no business of moment. Taken all round, the orders for immediate delivery have not been notably one way or the other, their volume being of the late February average. For future delivery there has been somewhat more business done than was reported last week. Shovels, spades, hoes, etc., wire cloth, harvest lines, wire

Milk Can Trimmings.

Creamery and Delivery Can Trimmings.



We can supply everything required in all styles, also body stock for cans and cheese vats.

Milk, Delivery and Creamery Cans made up.



Try our Creamery Can Guage, it is the best made.

THE McCLARY MFG. CO.,

London, Toronto, Montreal, and Winnipeg.

MARKETS—Continued.

fencing, etc., are being booked for April delivery in orders that are both reasonably large on the average, and as nnmerous as they could be expected to be just now. The prices of heavy hardware are fluctuating and upwards. Some cutting in shovels has been reported, Jones' shovels being alleged to have been sold at 55 per cent. from the list. Some cutting in shot is also being done by a dealer not on the manufacturers' list.

NAILS—The orders for nails do not come forward by any means freely, the large purchases made on the eve of the agreement having curtailed business for some time ahead. A very large quantity was booked at the beginning of the year for delivery in spring. Prices are at a basis of $2.30 for cut, and are steady at the list for wire. Shipping is likely to be lively at the opening of navigation.

HORSE SHOES—The arrangement among manufacturers still hangs fire, though it is now expected to proceed to a speedy conclusion. There is consequently a good deal of latitude yet in quotations. Some ask $3 70 others $3.60, and others go as low as $3.50. The price from Montreal is $3.50.

HORSE NAILS—The discount on C's is 50 and 5. On the others it is generally 60, but there appears to be some uncertainty as to what to quote. Makers have not advised any new arrangement.

CORDAGE—Manilla is as scarce as ever and firm at a basis of 12¼c. Sisal is from 10¼c., and starred lath yarn is 8¾c.

BOLTS—Carriage bolts are down to 75 per cent. off the list. Manufacturers do not make much progress towards union.

BARB WIRE—Sales have been made, but not of any considerable quantities. Reports of cutting by travellers are heard.

IRON AND STEEL WIRE—The price is very firm at the list quotation of 12½ per cent. discount on bright, annealed, oiled, galvanized, etc. A considerable amount of business has been done, not only in native, but in English. German wire as well has been sold within the week.

METALS.

The consumption of metals is still too limited for any great expansion in the winter's business to be due. A very mild demand from local manufacturers is nearly all the support the market has just now. Shipping is not likely to be on a very large scale before the spring opens. Prices rule steady. Stocks on spot are not being increased. Ourside markets are very flat.

COPPER—A local and small demand has ruled throughout the week. The prices have therefore been generally those asked for small lots. Lake Superior ingots and Best English Selected are 13 to 13½c.

TIN—The market is steady. A light demand has been experienced. Straits pig is 23c., with small lots at 24c. Strips are 24 to 25c.

LEAD—A dull market and easy prices are the leading features. Domestic is 3⅝c., imported 3⅞c.

SHEET ZINC—Casks are 6½c., and broken lots 6¾c. Some future business is reported.

SPELTER—Domestic is 5c., imported 6c. The demand is very quiet.

ANTIMONY—Has eased in price and demand. Cookson's is 14½ to 15c. Other kinds are 13½ to 14c.

TIN PLATES—The quiet is unbroken, business on spring account makes but little progress, and prices are unchanged at the following quotations: I C coke, $3.85 to $4; I C charcoal, $4.25 to $4.75; I X charcoal, $5.25 to $5.75; I X X charcoal, $6.25 to $6.75; D C charcoal, $4.

TERNE PLATES—Are nominal at $8.25 to $8.50.

CANADA PLATES—Are nominal at $2.90 to $3.10 for Blaina, and $3 to $3 to $3.10 for Abercarne and Alloway.

IRON AND STEEL.

The week has been more active in pig iron than any other since the opening of the year. The supply of United States iron continues on both old contracts and new business. Several lots, etc., of Scotch pig, of 100 tons, 50 tons, have been placed. Some business in Summerlee iron for spring delivery has also been booked. The prices continue to favor buyers rather more than usual at this time of year. A 200 ton lot of Siemens pig, and a few 50 ton lots have also been disposed of. The price of No. 1 is $21.25.

Bar iron has sold throughout the week more freely than it did a week ago. The price is $2.10 to $2.15. Orders for horse shoe iron have also been very good, and in other forms of manufactured iron there has been a fair amount of business done at steady prices.

PAINTS, OILS AND COLORS

The paint men are taking more orders, some dated ahead and some for future delivery. Prepared paints are in demand. English Paris green is also receiving some attention. Turpentine is quiet at 54 to 55c., is unchanged locally, but is somewhat higher in Savannah. Linseed oil is dull at 56 to 58c. for raw and 59 to 61c. for boiled. English dry white lead, genuine BB, is 8¼c., and BB No. 1 is 7¼c. Lampblack, Eagle assorted, is $1.20 in barrels. Red lead is $4.50 in 100-lb. cases. American vermilion is 15 to 30c. per lb. in barrels, and English is 90c. in 30-lb. sacks. Whiting is 70c. per cwt.

PETROLEUM

The prices of refined are steady at a basis of 15c. Trade is easing up with the advance of winter.

The Petrolia Advertiser reports: Petrolia crude $1,29 per bbl; Oil Springs crude $1.29½. Crude is worth from $1.29 to $1.32, according to quality and gravity, and the country is not over flooded with refined illuminating oil, so that the refining trade will be fairly brisk and steady till the beginning of May anyway. After that date we shall have three or four months of restricted demand, and then business may be expected to resume activity for the fall and winter months of 1892-93. The stock of crude is very moderate but ample for the requirements of the trade, taking into consideration the prospective summer production. If the larger producers take care of the raw material and the market in general is let alone and not influenced by outside considerations, the prospect for values for the raw material may fairly be put at $1.50 per bbl. at the least.

GLASS.

A very steady trade, upon a basis of $1.40 continues, with stocks running towards shortage in many lines.

HIDES, ETC.

HIDES—Are featureless. Buying and selling go on with fair activity but they do not add or take off the fraction of a point on values, which remain on a basis of 4½c. for green and 5c. for cured.

SKINS—Good sheep skins are readily taken at $1 to $1.25 according to weight. Calfskins are quiet at 5 to 7c.

TALLOW—Refined is 5½ to 6c., and rough is 2c.

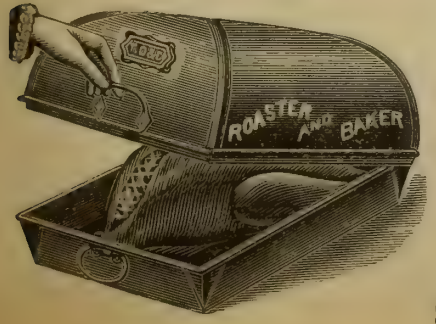
WOOL—The dulness of fleece wool is as deep as ever and sells at 18c. go through slowly.

OLD MATERIAL.

The inward trade has been fairly good, but the outward trade is slow, and as a consequence dealers have large stocks, but even under these circumstances prices are firm as follows:—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9 1-2 to 10c.; heavy scrap copper 9½c.; old cop-

SAMPLE ROOM: 54 Wellington St. E., Toronto.

The "PERFECT" Self-Basting Roaster and Baking Pan.



A Scientifically Constructed Article for Roasting Meats, Game, Poultry and Fish. For Baking Bread, Cake, Biscuits, Beans, Etc., Etc.

	No. 1.	No. 2.	No. 3.	No. 4.
Size of Pan	12x8x2.	14x10x2½.	16x10x2¾.	18x12x2¾.
Price, Each	$1.15	$1.35	$1.80	$2.00

SEND FOR DISCOUNT. THOS. DAVIDSON & CO., Montreal.

MARKETS—Continued

per bottoms, 8c ; light scrap brass 5¾c.; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c. ; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c. ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
StoveGross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Feb. 18, 1892.

As far as can be learned, steel rail manufacturers have secured no additional orders of any magnitude, but small contracts to a fair aggregate amount are still going through, and the combine price is 30c f. o. b. Eastern mill for heavy sections, is maintained. Soft steel in the form of billets, rods, etc., is not as favorably situated, since competition in that line is open and free, while new orders do not come forward freely enough to take the place of those on which deliveries are being made. In various forms of structural steel and iron a similar experience is encountered, and the lighter productions of the mills do not appear to be doing a great deal better than they were a week ago.

With the market for manufactured products thus in somewhat unenviable shape, and the production of crude material still proceeding on a large scale, the market for the latter is somewhat ragged. Steel-making material is unmistakably weak, and the best that can be said of iron used of foundrymen is, that the favorite brands are fairly holding their own. Agents prices for standard brands of Northern pig iron remain at $16.75 to $17.50 for No. 1 X foundry, $15.00 to $16 for No. 2 X foundry and $14 to $15 for gray forge. Southern brands are still quoted at $16.25 to $17 for No.1, $15.00 to $16 for No. 2 and $14 to 14.50 for gray forge. Scotch is quoted at $22 for Coltness, $21.50 for Summerlee, $20 for Eglinton and $19.50 to 19.75 for Carnbroe. Foreign spiegeleisen prices are nominally at $23 to $24 for 10 to 12 per cent and $27 to $27.50 for 20 per cent, and 80 per cent. ferro-manganese is still quoted at $62 to 62.50 delivered here. Old iron tee rails remain at $21, and wrought scrap is slow with selected No. 1 quoted at $18 to $18.50 f.o.b. cars at Jersey City.

COPPER—Additional sales of Lake Superior ingot copper for future delivery have been made at 10¼c, but particulars as to the quantity involved are not divulged. Cheap outside parcels at less money are scarcer, however, and the market at present shows fairly good form. Casting brands are taken sparingly, but smelters hold their prices at 10⅜c. upward. In the London market prices for merchant bars have eased off to £43 17s 6d for prompt and £44 5s for future deliveries.

TIN—Pig tin is firmer there under the influence of a further rise in London prices, but speculative interest continues exceedingly tame, and purchases for trade and consumptive account are of merely routine character. Ten-ton lots were 19.65c. bid, 19.70c. asked, prompt delivery, 19.70 to 19.75c for March and 19.75 to 19.85c. for April. Jobbing quotations were firm at 19.90 to 20c as to terms.

LEAD—The market for pig lead is firmer. Anxious sellers appear to have retired for the moment, and there is little or nothing on offer now at less than 4.15c. Carload lots have been sold at 4⅛ to 4.15c to a limited extent the past few days.

SPELTER—Spelter remains quiet at 4.60 to 4.65c for prime Western brands.

TIN PLATE—Tin plate is moving out rather slowly, but there is no pressure to sell, and holders are fairly firm.

BELATED DELIVERIES.

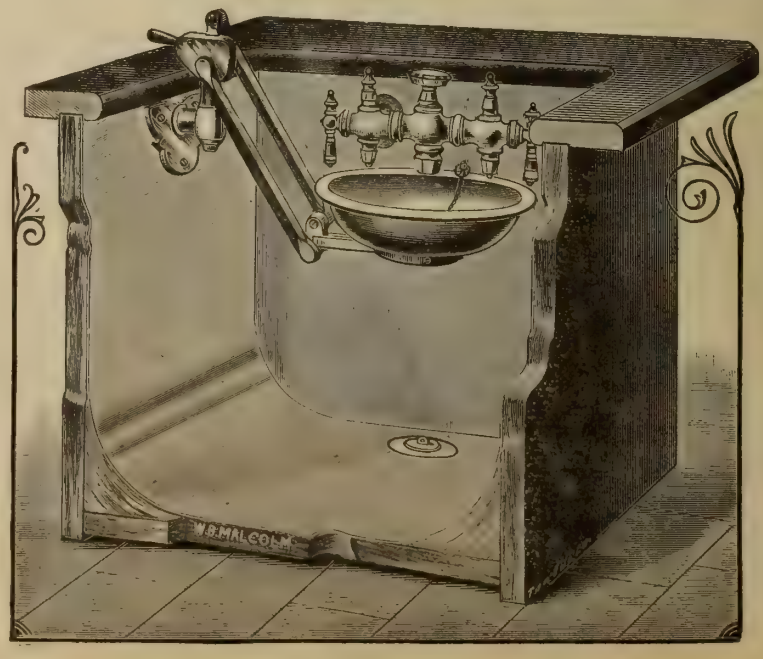
Not a few complaints reach us, from time to time, of delays on the part of manufacturers in filling orders for goods. There are instances in abundance, without doubt, where the fault is entirely due to the manufacturer, and where the complaint is just. Where this is the case, ironmongers will be well advised not to submit themselves to the annoyance of a repetition of such lax methods, and, wherever it is possible, find another manufacturer with whom to place their orders. But truth compels us to say that there are also instances, and not a few, where the ironmonger has only himself to blame for delays of this nature, for which he abuses the maker in good round style. The "slow pay" dealer (alas ! that we should ever have to admit his existence) is for ever risking a handicap of this nature. He will be potsponed to prompter customers with a persistency and uniformity of design that would drive him mad if he knew how many orders subsequent to his got attention, while his hung limply on a nail. And can we really blame the manufacturer under such conditions? Human nature is singularly human after all. Competition is keen—even amongst the manufacturers—profits are small, and the turnover must be rapid. It is the shekels, the clink of coin, the rustle of bank notes, the fat cheques, that warm the heart of the seller, and make him tenderly disposed to the fresh order. A word in thine ear, good friend. When you would groan because that order so long cumbers the desk of the recipient, don't exclaim too lustily until you consider whether that monthly account be not some few months overdue. It is wonderful how often the parable of the mote and the beam fits into human conduct. —Ironmongery.

The trade of the country will regret to learn that Thomas McDonald & Co. are financially embarrassed. The firm's nominal assets are far in excess of their liabilities, but the difficulty of realizing upon certain properties in time to meet present engagements has brought on the deadlock, which we hope will be but temporary. Mr. McDonald must be regarded as the pioneer in the stamped tinware business in this province. He has been a very enterprising and useful man, who has done a great deal for this city, both for its wage-earning and manufacturing interests. It is to be hoped that he will be given a satisfactory settlement.

Established 1864.

CLARKSON & CROSS,
CHARTERED ACCOUNTANTS
NO. 26 WELLINGTON ST. EAST,
E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.
TORONTO, ONT.

Malcolm's Patent Adjustable Basin Stand.



Unique, Durable, and Cheap.
Nothing like it in the Market.
It is easily adjusted to any position; is filled from the bath-taps, and when filled, can be raised to the desired height by the user, or swung to the outside of the bath by either adult or child, and will remain where placed.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Manufacturers of

ASSOCIATION PURE WHITE LEAD.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE PATRONS AND CASH TRADE.

CAMILLA, Feb. 13, 1892.

EDITOR HARDWARE, Toronto.

DEAR SIR,—I am very glad to see the interesting articles you write in regard to the Patrons of Industry. When I read them to some of the Patrons it makes them feel very down-hearted. They have organized a lodge here and two more within four miles of here, but are not making much progress. A committee was appointed and sent to Shelburne, about ten miles north of here. That town has a population of about two thousand, but the Patrons failed to secure a man in the town to make arrangements to sell to them. I understand they are now about to try Orangeville.

When the farmers feel so rich now and conceited, they can pay cash. Do you not think it would be a good time for all retailers to join together and establish a cash system and give no credit to any person? You should urge them to do so. Let them do it on the system they work on in the States. Any farmer who is not able to pay cash goes to the bank and borrows his money. I think the retailers never had a better chance to make a move in establishing a cash system than they have at the present time.

Wishing you success, I remain

Yours respectfully, E. J. COBEAN.

[Mr. Cobean hits the nail on the head when he says that farmers and other consumers should go to the bank for money wherewith to buy, when they have not the money to pay cash to the trader. As things have gone on for years, some of the main functions of the banking system of the country have been carried on by the retail trade, who have done the work moreover without making any money out of it. They cannot be both bankers and traders without loss to themselves, and if only there were no credit but what banks recognise, there would undoubtedly be more thrift among the general body of consumers and at the same time more prosperity among traders. But bankers have not the same collateral motive for extending credit liberally that the trader has, namely, for the sake of selling goods. Hence there will always be traders ready to accept accounts that bankers reject. But in the departure that many of the leading banks have made, by opening a savings department, there is the foundation of a system such as our correspondent approves.—EDITOR.]

Something for Nothing!

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

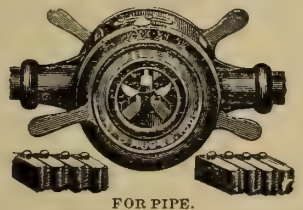
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

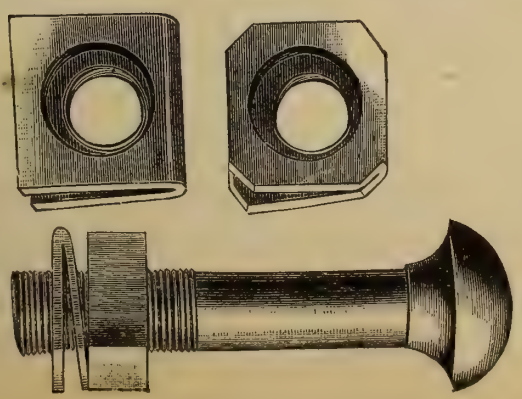
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

TRAVELLER'S REQUIREMENTS.

From a report upon Commercial Travellers, brought in by a special committee of the New England Druggists' Exchange, the following passages are taken: Instead of allowing salesmen to make their own prices, we should on a great many articles make a price below which they cannot go. As it is, we send out our men and we all give the same instructions, namely: "If any house names a lower price, meet it." What is the result? A continuous whittling down of a fair profit to simply a small commission.

The time has been when a bill was paid in full as rendered, and not as now, marked with items for deduction from one cent to ten cents, because we have charged a trifle more than a price which had at some time been made by a foolish and inexperienced traveller. The sharp buyer takes advantage of all the drummers, and the more drummers there are on the road the cheaper he buys his goods.

The alienation of our customers is one of the direful effects of this custom, and it has reached this condition that the jobber is like the fifth wheel of a coach—to be used only when actually necessary. Thus the salesman on the road becomes the principal, and is so regarded by the country dealer. And is it any wonder? He is the party with whom he deals, from whom he gets his favors, with whom he settles his accounts—often on his own terms; for as a rule, the salesman will make allowances and credits which would not for a moment be considered by the house, were they submitted to it, simply because he is afraid if he did not meet his customer's demands a portion of his trade would go to a competitor whom he fears is already gaining the dealer's good graces and acquaintance.

The matter of credit is also an important factor to be considered. I have always held that by seeing a customer in his store once a week, and observing his habits and methods of doing business, that I was more competent to judge of his character and responsibility than a mercantile agency. But the average traveller does not stop to consider the chances of getting his pay for the goods he is selling; but rather to sell goods and leave the matter of collection to the house. In this way, many more losses occur by bad debts than would be the case if druggists were left to order when in need, as they would then be likely to order only what they could pay for. A great many failures have occurred from over-stocking, the result of a visit from some smart drummer.

The best result can be obtained by educating men in our own offices, if possible, from boys up through the various positions of entry clerk, and so on, as they thus become familiar with our own business methods and acquire familiarity with ways of handling questions that may arise, peculiarly fitting them to take our own places in selling goods.

Employ no one who does not in character represent fully the employer, as a house is always judged by the men it sends on the road to represent them. See to it that your salesmen thoroughly understand the goods which they handle, and are familiar with their qualities. The better a man understands his business, the better salesman he becomes, and consequently the more valuable to you.

How many of you know the relation of your salesmen's profits to his salary and expenses? If you do not know it the sooner you ascertain, the better will it be for your business, and the quicker can we arrive at some plan of selling goods on the road on a better and more uniform foundation.

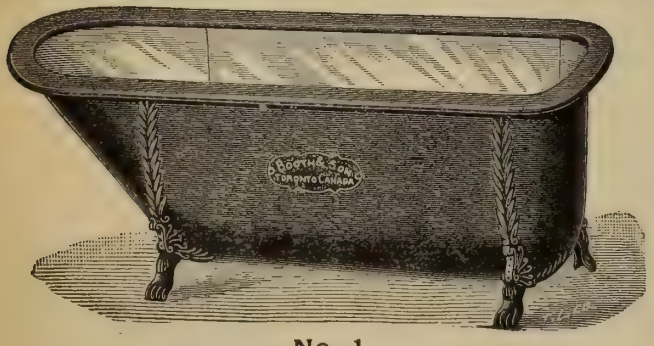
Insist on an itemized statement of every cent allowed on each account, and on what articles the allowance was made. These can be laid one side, and the traveler reprimanded, if necessary, on his return. If this plan is well carried out, you will soon find your salesmen more careful in making allowances, and will effectually put a stop to his making deductions for freight and allowances for articles which are sold at an agreed price.

Every line of goods embodies a history and a science worth years of study to understand.

You can lose more than we do by not subscribing for this paper.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

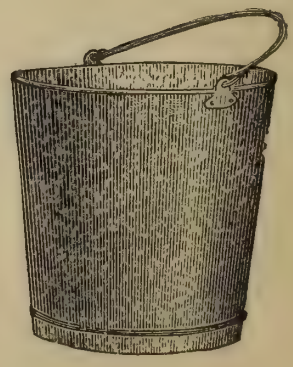
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

Hamilton and Toronto

SEWER PIPE CO.,

LIMITED,

MANUFACTURERS OF

Salt Glazed

Vitrified Sewer Pipe.

Flue Lining, &c., &c.

HEAD OFFICE : HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO

JOHN WILSON'S

Butcher Knives

and Steels,

Farriers' and

Shoe Knives

Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING SANDSTONES, CALCINED PLASTER

Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices ; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is HARDWARE, issued weekly, subscription price $2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH CONTINENTAL **HARDWARE** AMERICAN CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

We solicit inquiries for quotations on following lines of goods for early spring shipment.

Green Wire Cloth, Door and Window Screens, Poultry Netting, Bright, Galvanized, Annealed and Coppered Iron Wire, Barb and Plain Twist Fence Wire and Staples.

PLEASE WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL

Business Changes.

SALES MADE OR PENDING.

P. Ross, general merchant, Moosomin, N. W. T., has sold out to H. Ireton.

The general stock of the estate of S. A. Pennock, Holstein, Ont., has been sold.

J. G. Henson, general merchant, Rapid City, N. W. T. has sold out to Brown, Adams & Co.

PARTNERSHIPS FORMED AND DISSOLVED.

The Keystone Manufacturing Co., manufacturers of mangles and brooms, Hamilton, Ont., has dissolved.

The firm name of Martin and Jackson, general merchants, Rounthwaite, Man., has been changed to Martin and Newton.

REMOVALS AND DEATHS.

Carlton Lynde, merchant, of Mitchell, died suddenly Wednesday of heart failure.

FIRES.

Peter McMurray, tinsmith, Welland, Ont., has been burnt out.

A fire occurred at Findlay's foundry, Montreal, last week, causing a loss of from $5,000 to $7,000, which is fully covered by insurance.

The total loss at the Wanzer fire, Hamilton, has been appraised at $28,539 18. The total loss to the insurance companies is $24,795.18.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. A. Flett, Campbelltown, N.B., has assigned.

George Payne, general merchant, Montreal, has assigned.

Mills & Co., general merchants, Holland, Man., have assigned.

O. Roy, general merchant, Sudbury, Ont., has assigned to F. Lemieux.

Lauchlin McDonald, general merchant, River Herbert, Que., has assigned.

J. E. Wilson & Co., hardware, Quebec, have assigned, with liabilities $20,000.

H. T. Head & Co., hardware merchants, New Westminster, B.C., have assigned.

S. J. Campbell, general merchant, Woodland, Ont., has assigned to D. E. McIntyre.

R. J. McLaughlin, general merchant, Wallaceburg, Ont., has assigned to James Piper, London.

An application has been made for an order to wind up the affairs of the Royal Bridge & Iron Co., of Montreal.

C. Koelln, general merchant, Kingsville, Ont., has assigned to C. B. Armstrong London, and his stock is advertised for sale.

An interim dividend of 35 cents on the dollar has been declared in the estate of A. W. Crysler & Co., general storekeepers, Delhi.

Archibald Campbell, hardware merchant, of Newmarket and Brantford, has assigned to T.J. Woodcock. He was formerly in business at Toronto Junction.

CAUSES OF FAILURE.

We enter upon a wide field of inquiry when we seek to point out causes of failure in business, for they are as many and varied as the characters of individual business men. Usually, the cause of failure may be found in the man himself, and for that reason the cause is so seldom appreciated and gotten rid of. Men are ruining their busines daily by some business fault within themselves, while they are busy putting the blame upon "untoward circumstances" they are to a a greater extent the "builder of circumstances." There is seldom a loss without a cause which proper oversight, judgment, enterprise, thrift or business acumen could not have prevented. True, the wisest business men are often caught up in the whirl of disaster and swept from their feet without warning, and seemingly in such a way that no possible foresight could have prevented it, but these instances are usually the result of some general financial flurry, which has its rise in the unbusiness-like methods of some men or class of men, the effect of whose folly unfortunately reaches to scores and hundreds of otherwise successful men. But the man who starts in business to-day, and to-morrow is closed on a chattel mortgage, has simply overrated his ability or the public demand for his enterprise. So that we shall first undertake to set forth a few qualifications of success, a lack of any of which may be sufficient in your case to account for your loss, and in doing so we hope to escape a tiresome and fruitless repetition of stale advice.

1. You fail to keep a record of your business.

Here lies the source of much business disasters. It is easy to get along for a time without books. You cannot permanently succeed if you try it long.

A successful man would as soon think of giving away his goods, and yet you who are so systematic in this particular would be surprised to know the number of business men who get along without it. We had occasion recently to know something concerning the inner working of a large business now in the hands of a receiver, and found that for two years the business had been conducted on scraps of paper scattered in two drawers. No wonder a disgraceful failure ensued. Yet many merchants carry their accounts in a cheese box or in a hat, and could not tell for the life of them whether they are worth a thousand dollars above their debts or owe a thousand dollars more than they possess, and these men are surprised at their own failure. They have worked hard, lived economically, and always supposed themselves to be making money, while all these years their profits and more, perhaps, have been drawn out for personal use, and their original capital has gone into unsalable goods now covered with cobwebs under the counter or back of the shelves. We draw an exaggerated picture, but true in kind, if not in degree, of a large percentage of losing merchants. They fail because they don't know their condition. They meet their bills for a time; pretty soon a draft comes as a little shock of surprise, but they meet it; a little later the drafts seem unusually large and frequent; one or two go back, money is scarce; well, crops are poor, hard to collect, solvent but slow, credit suffers a little, but still agoing and buying, now a little suit and another, strange business don't pick up! now a suit, now a returned draft, now an inquiring creditor, now a mortgage, now an assignment; liabilities $5,400, stock $2,300, appraised at $1,500 accounts estimated $1,000, and will probably pay 15 to 20 cents on the dollar. One year ago he could not have paid 35 cents on the dollar of his indebtedness, and yet he has given the business public to understand he was worth two thousand dollars. He is honest in his representations. He knows no better. He is as much surprised as are his creditors when the assignee figures it out as best he may from the scraps of information he can find scattered through the blank pages of a patent medicine recipe book.

Suppose this man, who has been in business four years and come to grief through neglect in keeping a record of his business, had every six months, or every year at most, been able to estimate to the cent his good and doubtful and bad accounts, his salable and unsalable stock, and his outstanding indebtedness. How quickly may he not have seen the drift of his business, and the chasm opening up to receive the little capital he had launched into the venture and withdrawn with comparative slight loss, and his business reputation unsullied, or at least made a change in the method of his business.

Keep an account of daily sales and expenses. The habit is easily formed. Foot it up weekly, or monthly at farthest. See to it that the expenses do not gain at as rapid a rate as the income. If they do, learn the cause and get rid of it.

By all means limit the amount drawn for personal use, and keep an account of the same.

Keep an accurate account of bills payable. Don't let a draft surprise you. If not able to discount your bills, don't let them, when due, find you napping. Prepare long enough ahead so that the money is ready when the draft is payable. Don't wait till the draft is accepted before thinking of the means of payment, but keep far enough ahead of your liabilities as not to let them step on your heels and trip you; and so a man who is perfectly solvent may be driven to failure by lack of preparation for payment of his debts solely from ignorance of the time of their maturity.

This may be your trouble. If so, it don't cost much for you to succeed.—The Collector.

OFFICES: 100-102 Reade St., New York, U.S.A.

CAPACITY OF WORKS: 1,200 doz. per day.

KEARNEY & FOOT CO

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.



Illustrated Catalogue Price Lists mailed on application.

WORKS Pate son, New Jersey, U.S.A.

PLEASE MENTION THIS PAPER WHEN WRITING US.

BUSINESS CHANCES.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

HARDWARE, TINWARE, AND STOVE BUSIness in Western Town at a bargain. Stock and Tinner's Tools about $5,000. Correspondence solicited. Address, HARDWARE Office.

FILE BUSINESS CHEAP—SEVEN HUNDRED dollars will purchase all the plant, a large quantity of unfinished stock, office and store outfit; good-will thrown in; present owner not understanding the business. Files, 150 Front street east. Also a lot of new files for sale cheap

SHELF HARDWARE AND HOUSE FURNISHing stock, in central part of Toronto, for sale at a rate on dollar. About $3,000. Handsome store; low rent. Apply C. J.—HARDWARE. 9

FOR SALE.

HARDWARE, STOVES, FURNITURE, AND house-furnishing business for sale, in a Northern village, centre of a lumber region; no opposition; doing a business of about ($18,000) eighteen thousand dollars per year. Liberal terms to the right person. This is a chance of a lifetime, write for particulars. Address D. C. M., care HARDWARE, No. 6 Wellington Street West, Toronto, Ont.

FOR SALE.—THE OLDEST HARDWARE business in the Town of Windsor, Ont. The best location in the town. Can give a long lease of premises if required. Stock will inventory about $15,000. Retiring from business is reason for selling. Address, Box 164, Windsor, Ont. 10

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware Specialties, Iron Pipe, Hot Water Boilers and Fittings, etc.

Send for Prices.



A. B. JARDINE & CO.,

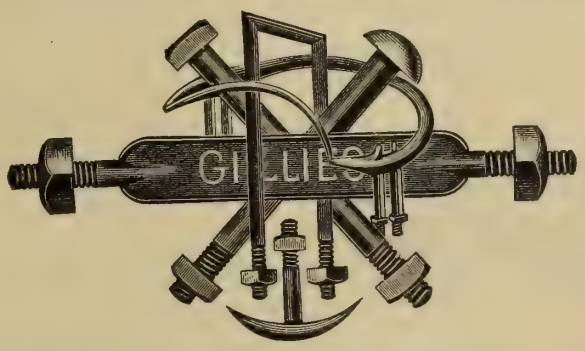
Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

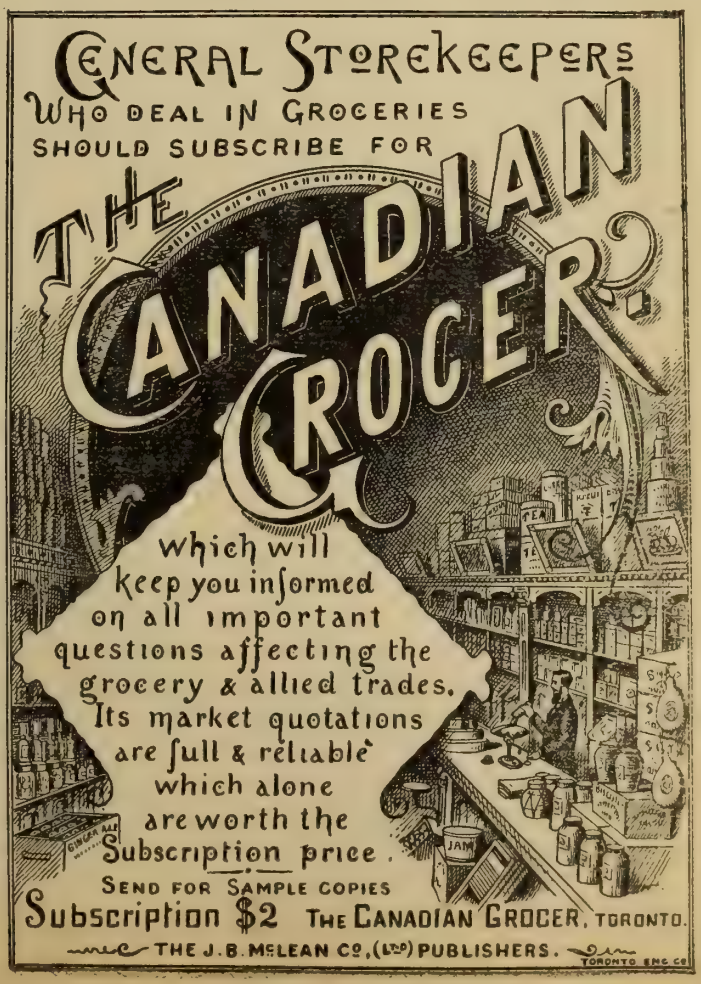
BOLTS



FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.



STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.



"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, - Ontario.

BOOKS, CATALOGUES, PRICE LISTS. Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	22, 23½
Strip "	25, 27
Tin Plates—*Charcoal Plates, Bright.*	
Bradley M.L.S.	Per box
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 00 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

essemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates.

72x30 up to 24 gauge	6¾ 7
26 "	7¼ 7½
28 "	7¾ 8

Iron and Steel.

	Base Price.
Common Iron, per 100 lb	$2 10 2 15
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 65 2 75
Hoop " "	2 60 2 65
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 35 2 50
Tire Steel	3 00 3 25
Machinery	3 00
Best Cast Steel, per lb	0 11 0 14
Russian Sheet "	0 10½ 0 12
Tank Plates	2 00 2 25
Boiler Rivets	4 50

Boiler Tubes.

2-inch	10½c
3-inch	15

Boiler Plate.

¼ inch	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina	½ bright 2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 60 tc 62½ p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.
Hodgson's Wrought, 62½ per cent.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6½
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S. "	0 14 0 14½
Lake Superior	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ¼ to ⅜ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 28 0 29

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 21
" 50 lb and above per lb	0 18 0 20

Boiler & T. K. Pitts.

Plain Tinned, per lb	0 23
Spun "	0 27

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05¾ 0 06
Domestic "	0 05½ 0 05¾

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 04 0 04¼
Domestic "	0 03½ 0 04
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Crown	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 15½ 0 16
Other makes "	0 14½ 0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides " "	3 25
American " "	2 25
Canadian " "	1 75
Paris Green, Berger's x deep p.lb	0 15
Burnt Sienna "	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
do Turpentine "	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56 0 58
Boiled "	0 59 0 61

Turpentine (in bbls)

Selected Packages, per gal	0 54 0 55

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 12
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000 ..... $0 25 $1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.... 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled ... 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross .... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 pe cent.

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex ..... per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70 to 70 and 10 per cent. dis.
Tire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Butts—*Brass.*

Wrought Brass dis. 60 and 10 o 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " .... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 30 to 33⅓ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.45	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.

1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.

1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO., London, Ontario.

Write us before you place your orders for

SPRING IMPORTATIONS OF WINDOW GLASS

Our prices will be right and quality of glass and packages A 1. Also Enamelled, Cathedral, and Muffeled Glass in all tints, supplied from stock or Imported direct to customers.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 p. c.

Horse Shoes,

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F. & F. screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut, American basis, per keg base, price 2 30
Brads & Moulding Nails, 75 per cent. from new list.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15 16
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 50 to 52½ per cent.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 per cent.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 12½ to 15 per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 7 40 10 25
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to 50 p.c.
Iron " " 40 to 45 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c,

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10½ 10¾	12½ 13
¼, 5-16, ⅜ in.....	11 11½	13 13½
3-16 in	11½ 11¾	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90
" N P. " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 2¼ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75
Terms—4 months or 3 per cent. cash.

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ¼ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4¾
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz 1 25 2 50

Tinner's Shears and Snips

P.S. & W., 10 p.c. advance on American list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent.
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 14
" Red cap..... ..... 0 12
" Crown..... ..... 0 11
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Tinned Wire for Broom and Mattress Makers' use, 7½ per cent. dis. from List.
Terms—4 months or 3 per cent. cash 30 days.

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart 4¾ 5
" 4 " 4 & 6 " 4½ 5
" Plain twist, 2&3 wires 4¾ 5
" Steel thorn and ribbon..... 5° 5½
" steel staples..... 4½ 4¾
Terms, 60 days or 2 per cent. in 30 days.
"Lock Barb," 4 point 0 04¾
Ditto Glidden 2 point 0 04¾
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04¾
Steel staples 0 04½ 0 04¾

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS.

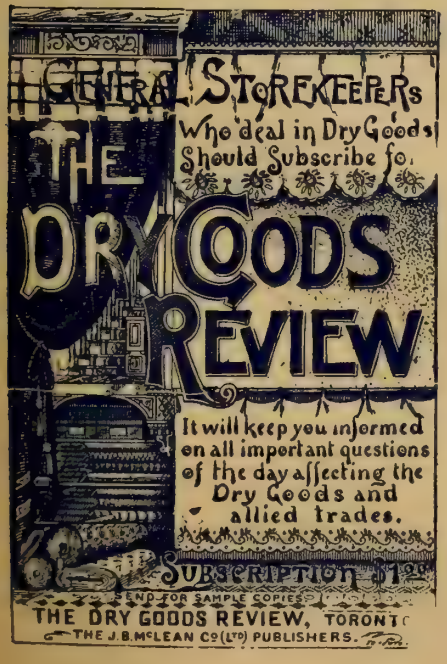
MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.







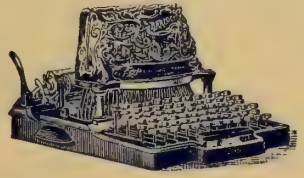
We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for Catalogue.

THE SUPPLY CO.,
Niagara Falls, Ont.

SASH CORD

"Peerless," "Liberty," "Harmony."
Manufactured by
TRAVERS BROS. CO., N.Y.
W. S. McGREGOR, Agent,
11 and 13 Front St. East, Toronto.



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The Best Machine on the Market.

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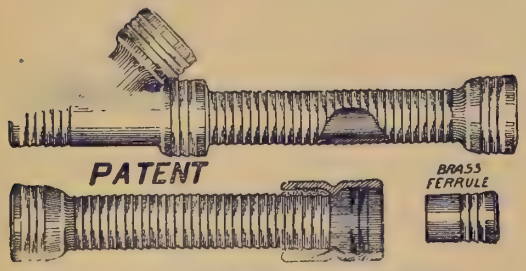
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Vol. 4. TORONTO, FEBRUARY 27, 1892 No. 9

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

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WELL-PRESERVED STOCK.

The hardware trader has little to fear from the burrowing moth, but he must be constantly on the watch that the rust doth not corrupt. A dry atmosphere is one of the most essential things to a hardware store. Hence low-lying districts are to be avoided in choosing a site for a building in which to store hardware. A yawning, damp cavern beneath a store is also a serious drawback. In fact there is no line carried by a hardware-man that it is absolutely necessary to have a cellar for. Oils, woodenware, tar, etc., can be kept in an outhouse quite as well as in a cellar. When there is no keeping out moist air there should be enough fire maintained in the stove to prevent the moisture distilling on the metallic goods. The draft of the stove will tend to exhaust the room of the aqueous vapor which the heat keeps rarefied. If dampness is not dispelled, the vapor in the air is certain to condense on the chill surfaces of the polished wares exposed to contact with it. The result will be the formation of a metallic oxide, and an unsightly rust mark will show where the moisture gathered and the union between its oxygen and the metal took place. The goods so defiled by the touch of moisture are damaged, and will bring usually only the prices of second-hand goods.

The hardware man whose store is in a damp situation is seriously handicapped. His stock will depreciate or the cost of dissipating the moisture will be a considerable item of expense. After all is done to keep a dry atmosphere in the store, well-wrapped packages, tight showcases and close drawers are necessary in the most sultry situations. Here is where work comes in for the shop-keeper. He has to overhaul his goods frequently and thoroughly to detect the presence of rust in any of them. He has to rub with a bit of shammy every bright surface contaminated in the course of business by the touch of the breath of people who are choosing one thing from among many. Such goods as have to be seen before purchase, and which can be typified by one example should be kept closed up always, with a specimen on exhibition in a glass case. Samples are expected to deteriorate in value, but it is not necessary that they should become worthless through the neglect of the shop-keeper. A little sweet oil, a little rubbing up with shammy, will often redeem a badly tarnished article, and make it presentable by the side of wares which have not so suffered. Such lines as cannot be worked up to their old appearance should be promptly put among the bargain goods, and given every opportunity to make their way into sale. The pushing of bargains is the means of ventilating stock and keeping it fresh, as such pushing affords a healthy outlet for all goods that tend to decline into trash.

The care of goods, the prompt reduction for blemishes in appearance and the keeping of bargains in the foreground, go hand in hand in the policy and course of a live shop-keeper. He is vigilant in looking after his stock to prevent deterioration through rust, shelf-wear, and the tendency of invention to make back-numbers two rapidly of all specialties. Such effects of this description as he cannot keep out he will not allow to accumulate, and will run off by low prices what he cannot keep up to the level of high prices. When he comes to offer his business for sale, if ever he concludes to do so, he will be able to get fair value for his stock. The impression which the condition of his stock will make upon the searching eye of the traveller who is always expected to take notes for his house, will be useful to the trader, the purchasing power of whose money and the acceptability of whose credit depend very much upon the prepossessions which are formed of his store.

PROTECTION THAT DOES NOT FOSTER.

Examples of undue or misapplied protection may be criticised without relation to the general question whether Protection is or is not the best trade policy for this country. Protection is one thing, whatever different persons may think about it, and its anomalies are another. Exception taken to them implies neither assent to nor dissent from the doctrine embodied in our present tariff. One of its anomalies is, that it puts a heavy tax, without enriching the revenue, on all consumers of bar iron, and yet it does not foster the radical production of bar iron in the country. This barren result is due to two clauses of the tariff, which are intended to be, and in effect are, complementary to each other. The one is, that there shall be a duty of $13 per ton on imported bar iron; the other is, that there shall be no duty at all on imported wrought scrap iron.

Since this $13 a ton was put on English and United States bar iron, our own mills have produced all we want in this country, but their output is not the product of our own ore. That duty, which ought to have been a grand factor in the development of our iron mines, has accomplished nothing but the building up of a few fortunes for the monopolists engaged in the manufacture of bar iron. The opening left by the tariff for the free admission of wrought scrap made the rolling mill men independent of native resources for raw material. All our bar iron is made from the old rails, etc., imported from Germany and other foreign countries,

and re-rolled here. Thus we get no national benefit from the protection given to the rolling mills; our mines are not developed, the revenue is not increased. But, on the contrary, every industry of which bar iron is the raw material is handicapped. These industries may be protected from the competition of outsiders in this market, but then they are too heavily weighted to think making any attempt at trade in foreign markets. The plough-maker is protected to the extent of 35 per cent. of the value of United States ploughs, but he has to pay 33⅓ per cent. more for his raw material than the United States maker pays. This difference in the cost of production eats up the protection vouchsafed the agricultural implement makers, and is the tribute-money that is paid to our bar iron men, who should be obliged to use it for the working of mines in this country. The duty does not react beneficially upon the economies of our country, but it reacts injuriously upon them, as the tax it imposes upon the manufacturer who uses bar iron consumes the protection that is accorded him. Further, it leads to the production of iron unequal in quality. It is impossible to get regularity of straining resistance from bar iron that is made from scrap.

The experience of the Londonderry Iron Works in making puddled bars from the ore, shows that we cannot hope to develop our iron mines so long as wrought scrap comes in free. This company could get no market for its puddled bars, because it had to sell them at the same price as scrap. The rolling mill men would pay no more for them. There is a duty on puddled bars, but what protection does that afford to such concerns as the Londonderry Company, which, when they make puddled bars from native ore, have to sell them at the same price as scrap? Either scrap should bear the same duty as puddled bars, or puddled bars should be as free as scrap.

A fair duty on scrap would not increase the price of the finished product, for that is kept as high now as it can be kept and still be under the price that bar can be imported at. If a duty were put on scrap it could not make iron dearer, as there is no room for a further upward play of value in the margin between our own and imported bar. If the government put a duty of 50c. a hundred on scrap iron, we would pay no more for our bars, we would get more revenue, and our natural iron wealth would be less neglected.

The most economical way of fostering a strictly Canadian bar iron industry is to take the duty off all bar iron and give a large bounty on every ton of bar iron made in Canada from native ore. That would do two things that we want done: it would give encouragement to Canadian enterprise to develop Canadian resources, and it would remove a heavy incubus off our manufacturing interests. Our nailmakers can make as cheap nails as those of any other country if they get the raw material free of duty. The same is true of the other manufacturers who work up bar iron.

INTERNAL WEAKNESS IN COMBINES.

Honor is not more necessary than discipline under fire to keep the units of a combine together. The combine is an organization of sellers exposed to the irregular and incessant attacks of unorganized buyers. The buyers are all the sharper because they are unorganized, as there is the pressure of antagonistic individual interests among them to make every man look out very especially for himself. And they can just keep enough friction going on among the particles of the combine to make union a hard thing to preserve. If the men they had to buy goods from were agents of the combine as a whole, not the salesmen of particular houses in it, there would be less centrifugal force exerted by buyers. The "pooling" method goes one step in this direction by the employment of one man as the secretary of the concern, and investing him with the authority to look into books, etc., to examine whether irregularities have been committed or not. His report of the total proceeds of sales determines the amount to be divided among the parties to the combine, in the proportion agreed upon at the outset. To reduce the strain upon the agreement, the travellers should be, as the secretary is, the agents of the combine. Then there would be less heard of concessions granted by rival travellers, for the rivalry of the travellers is to a very considerable extent only the transmitted rivalry of the houses they represent. Personal rivalry there is of course among them, but the emulation of travellers for the same house is a much more easily regulated thing and not liable to lead to excess to obtain business. It would be the same way with the travellers of a combine. All representing the one concern, their zeal would be toned down, and the reported liberality of one would not provoke another to any complaint that would disturb the union. This would also reduce expenses, one of the avowed objects of combines. Further, it would give even-handed justice to all the manufacturers. At present, a "pool" arrangement assures everybody included in it that he will get his proportion of profits, whether he has an energetic staff of travellers on the road or none at all. The houses which push busines the most briskly are bringing up the profits of those who make the least effort, and are bearing the expenses as well of a portion of the latters' canvassing. The "pool" system, carried out to its legitimate issues, requires the accompaniment of a travelling staff employed by the combine.

Buyers have seen one combination after another go to pieces, and it is little wonder that they are skeptical of the cohesion of any that now exist. There is a disposition on the part of many people to consider themselves the dupes of the salesman if they finally buy upon the terms he will give no option from. They blame themselves the more if some gloating competitor tells them he did better with So-and-So's traveller, and they are ten-fold harder to deal with next time. The traveller is made by politic or by credulous customers to believe that there are deviations where there are none, and the difficulty he finds in the way of doing business tends to confirm his suspicions. He reports to his house what he probably believes or what he may accept only as a convenient way of accounting for light reports. And his house is apt to share his suspicions or to be deceived by his subterfuge. And thus a disintegrating principle may creep into a combine where everybody is honorable. The breath of suspicion can unmake combines as it can dissolve matrimonial unions.

GIVE THE BOYS A CHANCE.

"The best result can be obtained by educating men in our own offices, if possible, from boys up through the various positions of entry clerk, and so on, as they thus become familiar with our own business methods and acquire familiarity with ways of handling questions that may arise, peculiarly fitting them to take our own places in selling goods."—New England Druggists' Exchange.

From our last week's issue under the caption of "Travellers' Requirements," we clip the above very sensible remarks from the report of the special committee of the New England Druggists' Exchange, and cannot refrain from applying the same to the wholesale trade of Canada, as in our experience we have repeatedly observed houses doing diametrically the opposite, with the natural unsatisfactory results. There are two very important features bearing on the above quoted suggestion, one the benefit and satisfaction of sound business transactions to the firm, and the other the justice done to the clerk who enters the firm's employ with the ultimate and laudable idea of becoming salesman and traveller, and who looks to advancement in the house as an appreciation of his services.

The benefits derived by the house in educating its travellers from the post of office boy through every part of the work are too manifest to require enlargement, and it is not our purpose to enter on a detailed description of the same, but a few of the more important results of such a course may be noted. It is natural that a clerk who has been thoroughly grounded in the business in all its branches—invoicing, credits, custom house work, and sample room—who has a knowledge of the profits and losses, the cost of running the business, the acquaintance of the customers made in the sample room, will have a very great advantage in representing

the house on the road, and will have a much better impression on the retailer than a new man who mayhap has been formerly representing a rival house, and, human-like, been depreciating his present employers. It follows, then, that the sales and profits will be more satisfactory to the firm.

The feature, however, which in our opinion deserves closer attention is the injustice done to the competent house salesman in not giving him an opportunity to show his value on the road and giving him the advancement he desires and which his merits and long services entitle him to. Too many of our wholesale merchants seem to overlook the fact that they themselves have risen from the ranks, have worked in offices, and salesrooms and travelled throughout the length and breadth of the land, and they should remember how they appreciated the opportunity granted them by their employers to go on the road, and should go and do likewise. The clerk is only human, and as such has the human desire to make more money, and knowing that the travelling salesmen as a rule, obtain the best salaries, desires to try the road himself, and in all justice should be given an opportunity to show his worth. It goes without saying, that his best efforts will be put forth in the interests of his employers. The "old timer" is usually engaged for his "connection" on the road, very often a vague and intangible or unprofitable one, and is not so apt to put that energy and vim into the work that would come from the young fledgling who is properly trained to fly.

And then how much more satisfactory all dealings would be to all concerned. How readily such a trained house traveller (if we may coin the word) could settle disputes, and make allowances to the satisfaction of the customers. As he would be thoroughly posted in these matters, he would know how far he could consistently go and save trouble with the house, and oftentimes retain or build up a wandering account. How much correspondence, how many disputes would be saved by a knowledge of inside work. How positively he could speak as to costs, values, credits, discounts, losses on goods, the policy of the house, etc. In short there is no phase of mercantile disarrangement in which he could not act more promptly and satisfactorily than one not so trained, and if such clerks see that their employers will not give them the "next turn" they cannot be blamed for seeking an opening with some other house. This we have known to occur repeatedly, and a sad departure it has proved for the "old" house, as the "ins and outs" and "pointers" were invariably and successfully used against it. It seems to us that employers do not realize the fact that their juniors are "big boys now," and their treatment of them should be as "men" and not "boys." A clear-sighted employer will always give his trained salesmen the next turn, and if the young man has ambition he will prove credit to his calling, an honor to his family and friends, and a pillar of strength to his employers. Give the boys a chance.

PROFITS ON OIL AND TURPENTINE

It is reported that the jobbers have not been satisfied for some time with the profits on linseed oil and turpentine. They have to purchase for cash, they rarely sell for cash, and they find it hard work to preserve a margin of 3 per cent on their outlay. It is expected therefore that a truce will be called to the senseless cutting that has been rife for a long time. A meeting of the wholesale trade is to be held in a few days, and proposals for better profits will be submitted, which it is believed all will be ready to accede to. Such a consummation is to be desired.

OUR CORRESPONDENCE COLUMNS.

There are questions of vital importance to the hardwere trade which ought to be discussed in a larger arena than the place of business. It is due to the questions themselves, it is due to the persons who can assist in their solution, and it is due to the trade, that not one ray of clear light upon any hardware matter should be kept hidden under a bushel. The trade can count a large number of men in its ranks whose opinions deserve more consideration than they get, and whose opinions would meet with wide consideration if they were given prominence. There would be a good deal of doubt dispelled and much error removed if the clear thinkers and well-informed members of the trade were but a little more generous with their gifts. There is no knowledge so much valued by men of any calling as that which comes from persons whom Bacon calls "experts," the experienced and observant men of the calling. The more of that there is diffused the more will the common good be promoted.

All this leads up to the special proposition that no hardware dealer should neglect the privilege, which he has as a subscriber to this paper, of expressing his views in it upon any matter that comes within the scope of hardware experience. Every item helps to swell the general mass, and no man should withhold his mite. The snowball would not increase with rolling if snowflakes counted for nothing. Enthusiasm, which is so necessary to the success of a local association, can be wrought up on a large scale by the discussion of trade questions, by trade workers, in the trade press. And that exactness of statement, that scrutiny into facts, that fulness of treatment which are needful for the clear delineation of truth are possible in a written article or letter as they are not in the cramping restrictions of a speech to the question. Opinions also get more careful attention from the reader than they do from the hearer, as they can be more calmly weighed by the fireside than in the debating room, where usually everybody's mind is rather upon what he is going to say himself than upon what the speaker of the moment is saying.

Upon all questions communications are welcomed and are urgently requested. No man should mistrust his power of expression. The matter is what is valued. The editorial sandpaper can fix up the manner, if necessary, but usually that can be left safely in the hands of the writer. The debate is of the "open" order, with no special party to it called out in any particular sequence. Volunteers are wanted to enliven and enlighten the subject. If made full and free use of, this mode of sifting and testing usages and opinions will do more good than it is possible for an association to do. Our correspondence columns are for the trade.

A STORY OF GREELEY'S OFFICE BOY

Amos Cummings tells how a faithful body guard of Horace Greeley once kept Vice-President Wilson out of his room. The story, after detailing how several New York politicians were disposed of, continues:

"A few minutes later Vice-President Wilson came in. He had been travelling a good deal, and his form was covered with the grimiest linen duster I ever saw. He slammed down his old carpet bag on the floor and said, 'I want to see Mr. Greeley.'

"'Git out!' thundered Ben, 'the old man's busy.'

"'Well, can't you take my name? asked the vice-president.

"'I guess I'll have to do it; but you stand right here and don't move or you'll ketch it.'

"Ben went into Greeley's room, and I heard a hot dialogue going on for a little while, then the office boy reappeared and looked at Wilson with supreme digust.

"'Jest as I thought; he don't want to see you,' declared Ben. 'Now, git out.'

"I pacified Ben and he went in to tell Mr. Greeley who wanted to see him. The great editor listened to what I had to say and then shouted: 'Tell the vice-president to walk right in. The fool of a boy said that there was an old bum named Wilson loafing around outside who wanted to see me."—Washington Post.

The British Columbia Iron Works have now under construction two massive pulley wheels for the New Vancouver Coal Co.'s mines at Wellington. These are 15 feet in diameter. The rim and hubs are of cast iron with wrought iron spokes, the wheel being cast in two sections. The proper balancing and adjustment of these wheels requires great exactness. They will not yet be completed for some days, and the work they have just completed are new jaws for the rock crusher on the North Arm. The set which came with the machine wore out last September and a new set were ordered from England. These also have begun to show signs of wear, and those first received were taken to the iron works as a pattern. To meet the amount of business now done by the works it has been decided to increase the buildings and plant. The foundations are now being prepared for an addition to the moulding shop 50 feet square to the eastward of the present building. An addition 60 x 50 feet, two stories in height, will also be added to the machine shop, making the whole establishment of a considerable size. This foundry has been busy ever since it was established and never more so than at present.

OUR LONDON LETTER.

LONDON, Feb. 13th, 1892.

CONDITION OF THE METAL TRADES.

The year has not opened cheerfully for manufacturers engaged in our metal industries. Reports to hand show that business—both home and foreign—is still dragging on wearily without any decided move in the way of improvement. Our export trade in machinery and mill work shows a very trifling advance on January of last year, being £1,191,351 as against £1,106,326, or an increase of £85,025; in Dec. last shipments amounted to £1,237,729 which was £111,308 less than in Dec. 1890, so that we are not making any headway in this quarter. The trifling increase for last month was due entirely to increased exports of general machinery, as distinct from steam engines. To indicate what a wretched little trade we do with British North America, I may point out that the total value of steam engines sent thither last month was only £140! against £1,410 in Dec. The trade in general branches of machinery is also very slight, being £6,443 in Jan. last; £9,714 in Dec., 1891, and £7,432 in Dec. 1890. In spite of the adverse tariff we exported £68,118 of general lines of machinery to the United States last month; £3,055 worth of steam engines, and £19,817 worth of hardwares and cutlery, whereas shipments to North America, of the latter class of goods amounted to only £5,000. Sales of unwrought copper fell off immensely last month, compared with January 1891, being 50 per cent. less to France. Wrought copper and manufactures therefrom have been steady. Hardwares and cutlery show a decline from £214,000 to £179,892. Brazil, Argentine, British East Indies, and Australasia are chiefly responsible for this decline. Pig iron has also been in better demand, foreign sales reaching the sum of £113,918, which is a good deal better than a year ago. We are in this case increasing our shipments to the States, although they are fearfully low as compared with two years ago. Bar and angle iron has been selling fairly well, railroad iron has been dull, mainly due to Argentine, also iron and steel wire, hoops, sheets, and boiler and armour plates. We are doing a little more business in galvanized sheets, especially to South Africa, but South American demands keep very dull. Cast and wrought iron, and other manufactures not already mentioned, show no signs of reviving, being considerably below the average value of shipments. Taking the iron and steel trades as a whole the account for January stands thus:—Month ended

	Jan. 1892.	Jan. 1891.	Jan. 1890.
Tons,	196,678	219,419	302,751
£	1,736,404	2,112,622	2,531,563.

Lead (pig, sheet, piping, etc.,) has been in large request, the value of export business done being nearly 50 per cent. more than in January 1891.

TIN PLATES.

The business under this head with the States continues to expand month by month. In December last we sent £185,170, or 13,536 tons in January our shipments amounted to 17,554, or £238,600. This is, of course, much below the normal business, and Welsh makers may confidently expect orders to increase as months go by. It is too early, by a long way, for them to feel the effects of manufacturers in the States.

THE COMBINATION IN THE SCOTCH OIL TRADE.

Some time ago members of the Scotch oil trade and the Standard oil Trust in America entered into an arrangement to control prices. This combination has been in a shaky condition for some long while past, and an understanding has now been come to on the basis of the maintenance of the price by a diminution of output. The export of paraffin scale from America to Europe is to be diminished by 20 per cent., and the production of scale in Scotland is to be reduced by 10 per cent. Scotland, I may add, produces about 50 per cent of the paraffin scale consumed in Europe. I learn that the price of solid paraffin is to be the same as that of last year; and a committee numbering an equal representation from United States and Scotch paraffin scale producers is to regulate the Continental trade. This understanding puts matters on a clear footing, and places this valuable Scotch industry in a fairly good position. It at any rate does away with the element of uncertainty which has been over hanging it for some time past. I may add that the agreement is valid only for one year; but should it work well there is no doubt that the next one entered into will be for a longer period.

THE NATIONAL IRON TRADE SLIDING SCALE.

A meeting of the North of England and Midland Boards of Conciliation and Arbitration for the manufactured iron and steel trades, held to consider the proposal for amalgamating the wages scales of the two boards, and forming one scale for the whole country, has decided to proceed with the arrangement. According to present opinion each district will still ascertain their average selling prices, and, after combining them, a common average will be struck. This arrangement has given general satisfaction in the North of England, and it is to be hoped that disputes respecting wages will become less and less frequent under such an understanding.

UNJUST COMPETITION.

I notice in the hardware trade—I am speaking of the retail branch more particularly—a constant attempt to encroach more and more upon lines which are outside the hardware man's business. We have got accustomed to drapers selling almost everything; an innovation introduced by the big stores, modelled on the United States plan; but until recently hardware retailers have kept pretty much to themselves. This system of taking the bread out of each other's mouth, engenders a feeling of bitterness which was quite unknown thirty years ago, or even less than that. To talk to a tradesman here about the store system, is to cause a flow of strong language; it is very much like waving a red rag before a wild bull. I am, however, bound to admit that the ordinary tradesman—no matter in what branch he may be engaged—has brought a good deal of the store trouble on himself. For years past he steadily refused to sell at anything like a reasonable profit. He followed the bad old principle of credit; this again led to long accounts, and the tradesman really became a kind of money lender, and several made as much profit out of the interest which thus accrued to them as from legitimate trade itself. People got weary of this sort of thing, and some smart folks set up stores based on the American system. The result has been, in most cases, entirely successful. One can often see long rows of carriages at our principal stores—such as the Army and Navy; Civil Service; and others like them. But all have to pay ready money or else they don't get the goods. It is a common saying of tradesmen that these very people go to the stores with their ready money, and when that is gone they go to them and run up an account. Several of our big shops now work on the cash principle and compete very favorably with the stores, but the latter have the advantage of a big capital which of course enables them to buy at an immense reduction. They are called "Co-operative stores," but it is difficult to see where the true co-operative principle comes in. The assistants are no better off there than they are at any other good house, they have not provided any of the capital (or very rarely indeed), and they certainly do not share the profits. The old co-operative plan was that all those employed in the undertaking should have a certain interest in the surplus over and above the working expenses. In a real co operative store there should be no profit after paying all expenses and providing for a reserve fund. The cases under notice are, however, very differently managed and are in reality nothing more than big shops called "Co-operative" stores, where the shareholders—who are quite outside the practical work—take whatever dividend the directors may award them at the end of the year. Up to the present time the dream of the older school of co-operatives has not been realized, although its offspring—profit sharing, is being tried with a fair measure of success.

In its supplementary number, the Winnipeg Commercial discharges well its duty to the western part of Canada in the account it gives of the material resources and economical progress of the provinces and districts beyond Lake Superior. A separate review is given of each of the leading industries and trades of that part of the country. The whole number cannot but be interesting to business men and people who wish to know more of Canada and the North-West. In interesting these it benefits the region it speaks for.

H. S. HOWLAND, SONS & CO.
WHOLESALE HARDWARE,
37 Front Street West, - - - Toronto.

Window Glass
FOR IMPORT.
"BUGLE BRAND." GET OUR PRICES.

THE MODERN COMMERCIAL TRAVELLER.

The Sample Case gives the following extracts from a sermon delivered before the C. T. A., at Hutchinson, Kansas, by the Rev. A. F. Irwin, last month, and is well worth a a careful persusal :

" He is a comparatively modern invention, differing in many respects and to his advantage, from the old-time itinerant merchant. He is an outgrowth of the strong competition of modern commercial life. Some one has said that our modern inventions are simply the enlarging or elongating our common faculties or organs. The telegraph is the extension of the fingers by nerves of wire, so that we write 100, 500, or 5,000 miles away from us. The telephone is the extension of our voice tones to somebody's ears so as to eliminate space. The bicyle is the lengthening of the legs so that we step ten feet instead of two.

The telescope stretches our vision from five miles to five million miles. And the great modern army of travelling men extend the office of the various firms, corporations, mercantile and manufacturing establishments represented, beyond the confines of some dark, dingy, mysterious corner in a great brick building, to the counter of every customer, bringing the brain, the heart, the social atmosphere of the office into vital touch with the personal of every customer.

The jobber is able at once to communicate with a great many distributors. The social influence of the office is carried everywhere, and the character and business methods of its customers observed by keen, practical business men.

The position of the commercial traveller holds between the jobber and the customer requires rare qualifications and peculiar tact. He often represents large interests. In the closest competition he speaks, thinks and acts for the home office. In emergencies he decides for it. He signs contracts that bind it and makes promises which it keeps inviolate. Socially he makes friends for his house, or repels men from it. The office may employ untried or irresponsible men at the desk, or behind the counter, where they can be supervised, but not upon the road without great risk. A machine can work in the house where it can be regulated, but not for the house. He who takes the road to success must be a man, in the highest sense a man, Manly, generous, sociable, shrewd and reliable. I am glad that the travelling man has set a high standard for his own profession. One of our own papers, The Sample Case, in an article on " The Science of Salesmanship, " emphasizes the following as the important qualifications :

1. Brain, viz., a good, healthy, well-balanced brain.

2. Moral, viz., moral character and force.

It requires brains, good and quick judgment, and all this in a constitution of healthy, happy temperament.

There must not only be a comprehensive knowledge of the line of goods handled, and those kindred to them, but there must be also a keen, ready insight into human nature. There are no two men alike. One is jovial and hearty, another is quiet and dignified, and must be handled very respectfully and with circumspection ; a third likes to chat and can not not be hurried, while his neighbor is nervous and quick and anxious to get through.

Here is one who waits for the social cigar or drink before he talks business, and another who would consider such a proposition an insult. These things the travelling man must read as by iustinct. Quick and accurate must be his judgment of men. The other qualification is moral. For permanent success there is nothing more important than true, manly sincerity. He deals with sharp, shrewd business men who are accomplished in detecting counterfeits, and recognize and appreciate the ring of a genuine man. This moral quality must not be assumed, but real. When the buyer is assured that he deals with a true man who is above artifice and low trickery, who deals in candor and honesty, he will appreciate both the man and the firm he represents. A yielding to anything irregular or dishonest in order to secure a large order, even though it be suggested and encouraged by an unscrupulous buyer, will only secure temporary success, and will be a permanent detriment both to the salesman and the house he represents.

The first qualification—brains—makes the successful and brilliant commercial traveller; add to this the second qualification—a good moral character—and you have the travelling man who wears, and whose commercial value to his house is increased the longer he remains upon a route.

The reputation that a man thus makes is his business capital and it has a high commercial value in the market.

We find, therefore, that the successful commercial traveller has the traits of character, mental, moral and social, that will secure his success in this life. He will be able to look out for himself here, but the Apostle James makes bold to intimate that he may be tempted to forget or under-estimate the life to come. A young man came to Jesus. He was influential, successful, moral, and was asked for a policy that would ensure him eternal life when he died. Jesus says to him : " One thing thou lackest." He was unwilling to follow Christ. He wanted his own way more than eternal life, and he went away with a deeper shadow than ever upon him. Even the ideal man needs the forgiveness of God, the religion of Jesus, the Christ, to round out his life and perfect it.

Every line of goods embodies a history and a cience worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

You can lose more than we do by not subscribing for this paper.



"THE POWER OF MONEY."

GANANOQUE, Feb. 22, 1892.

EDITOR HARDWARE, Toronto.

DEAR SIR,—In your issue of the 20th inst., I notice an article copied from the National Grocer, in which the writer uses an old mis-quotation—"Money, says the old Book, is the root of all evil"—and the writer, with misdirected zeal, proceeds to combat his own error quite complacently.

The National Grocer will look in vain for the above error in the old Book, but if he will apply himself, he will discover the real caution thrown out by the sacred writer, which reads that "the love of money is the root of all evil." A warning no doubt applicable to the first century, and which will stand repeating in our own time.

Lopping off that part of the argument based on the error, the article affords very good reading, and reasoning as to money and its use.

Very respectfully, yours, etc.,
W. S. B.

[It would have been just as well if the writer of the article in our last issue, had said what he wanted to say as to the potency of money, without making any reference to Scripture. We should be sorry to offend sensibilites that we hope will be always acute in ourselves.—EDITOR.]

TO ESTABLISH CASH TRADE.

BADEN, Ont., Feb. 22, 1892.

TO THE EDITOR HARDWARE, Toronto.

DEAR SIR,—I have noticed a great many people talking up the cash business, and how it would be so much better than the credit system for all classes of people, and asking why we can not have it. This is a question which will be often asked and never answered properly. I will try to answer it to the best of my knowledge. The farmer receives cash for all his farm produce when he sells it. The mechanic gets his wages every two weeks. Why have we to sell on two or three years credit, be always in trouble and have heavy losses? This can only be avoided by the wholesale houses as soon as they will sell on cash basis only, say thirty days, to allow the retailer to place the goods on his shelves in the store and then to settle by cash only. This would avoid all bankruptcies, and would leave our retailers a chance to make a fair living, and will avoid all losses, and will keep out of the country the cheap jacks who are doing the honest retailer immense harm. The wholesale houses would be able to sell much cheaper than on credit. I assure you there are fifty retailers to every one wholesaler in the country. This is the only way I can see that the cash system can be carried. This will be a good step for the retailer to follow. I believe that the retailers would soon form a combination on the cash or at least the short credit system. Wholesale houses form combinations. Let the retailers do so for cash, and they will be worth thousands of dollars more at the end of the year, than they were under the old credit system. Now for instance, there is a party not ten miles from Baden who failed with over $25,000 liabilities last year, and now he is in business in the same place, and is still selling cheaper than ever. How can his neighbor who pays 100 cents on the dollar stand along side of him? O the wholesale houses will carry him through on the credit system. The same is done throughout the country every day, and when a failure comes on, the goods are sold from 30 to 50 cents on the dollar and then the Cheap Jack steps in who pays no tax, no insurance, no statute labor, and sells the goods on an advance of 25 to 35 per cent. and yet the goods are cheap. Then come the public and say that the honest retailer has robbed the country. All this would be done away with if the wholesale houses would carry on the cash business. Manufacturers will run through the country and offer every man that will buy the goods, whether he has money or not. Why not form a combination and sell to the jobbing houses only, which understand how to handle the goods better than those boys that the manufacturers send out? This would make them sure of their money where they have otherwise to count themselves in many places very safe to receive 50c. on the dollar.

I remain,
Respectfully yours,
JOHN LORENTZ.

[As Mr. Lorentz truly says, the immoderate and indiscriminate use of credit ought to be and can be checked. The wholesalers have their share of responsibility for the losses that arise from excessive credit-giving. If the wholesalers would follow the course that Mr. Lorentz suggests, or as much of it as they would find applicable to Canadian trade, many of the ills of the trade would be removed. The terms of credit are entirely too lax. They appear to be indulgent but are really injurious to the interests of trade.—EDITOR.]

MONEY-MAKING -- MONEY-SAVING

Some men have the money-getting, others the money-saving faculty; few have both. Those endowed with the former in its plenitude, and who exercise it to the utmost, often become rich while indulging in all expensive luxuries which sumptuous taste can suggest; but the colossal figures of finance, the giant "bank-note world," by whose side the half-million and million fellows are merely respectable dwarfs, are generally rigid economists in their personal expenditures, and some people are discourteous enough to call them "screws."

Upon the whole, it is much easier to make money than to save, and although we would not advise any to be miserly, it is certain the part of wisdom and prudence to set aside a considerable portion of a large income as a provision for the future, and so to invest this reserve fund so as to place it, if possible, beyond the reach of all the ordinary contingencies of business. It is a pleasant thing, during one of these financial cyclones which every now and then make shipwreck of innumerable fortunes, to feel that one has an anchor to windward that will not drag. Therefore, while you are making money, save it; and as you save it, put it where no momentary convulsion can bring your "nobles to ninepence."—Ex.

BICYCLES, RUBBER, AND HARDWAREMEN.

Bicycle men are making great preparations for the ensuing season, which will, it is presumed, be far ahead, in point of business, that of any preceding year. For months past the tire question has been a serious matter of discussion in the club room and on the road, with a settled conviction that for a time at least, the pneumatic will hold sway, and be the ambition of every one that mounts a wheel.

Speaking of tires, suggests the matter of rubber—that substance which mixed with something else and still called pure, carries one into the land of suspicion. One manufacturer will claim that his rubber will float and therefore is pure, another that his is red and the best, another that his is neither, and yet as good as either, and all so far as the lines of their assertion go, will be right, and the true test of their worth will have to be measured by that of time. Brokers in the india-rubber trade say this season that their sales of fine Para to bicycle men have been larger than ever before, a good sign that the wheelman is to have the best. The curing and manufacture of it is one of skill too intricate to be dicussed intelligently by the layman, but one of importance, the honesty of which will depend more upon the reputation of the house than any arguments in detail concerning its value.

To the Hardwareman, as has been often stated, this business is one of large possibilities. The profits are substantial, and associated with it is a trade in accessories, in themselves of a profitable character. Then a small repair shop has proven very profitable to those who are situated conveniently for it in the smaller cities. In the dull times of the past year it has been a great relief to the struggling Hardwareman to have a good agency, and as the business, judging by the foreign experience, is hardly in its infancy it is worth the while of a great many yet to take it up.—N. Y. Hardware.



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STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Upon application we will furnish a Blue-Print sketch showing detail and uses of the STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY

EVERY HARDWARE

Man handling Fine quality goods, should have in stock for

Spring Trade

Home Wall Colors

Manufactured by H. M. Johnston, Brooklyn, (the original inventor of Wall Colors.) These colors are far in advance of the cheap kalsomine generally sold for walls.

Apply to the Agents,

Walter H. Cottingham & Co., Montreal.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

GLOBE FILE MFG. CO., Port Hope, Canada.

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FILES AND RASPS

OF SUPERIOR QUALITY.



Capacity 600 dozen daily. We manufacture everything from a small Dental File to a 16 inch Bastard or Block File. Every File Tested and Warranted equal to the best imported. Write for Prices.

TORONTO WAREHOUSE, 74 YORK ST. MONTREAL WAREHOUSE, 432 ST. PAUL ST.

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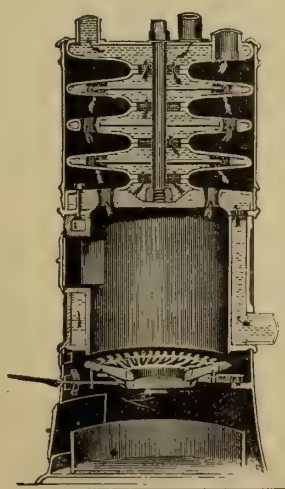
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MILK CAN TRIMMINGS

Broad Hoop and Iron-Clad Pattern,
Creamery Cans and Fixtures,
Jersey Creamery Guages,
Dairy Pails and Pail Bottoms.

Tinned Iron for Above, All Guages.



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"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
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TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



CHAINS--Coil, 7 sizes, Trace, Halter, Tie-out, Post, Heal and Cow-ties, Tie Weights, and Evener Chains, etc.

MANUFACTURED BY

The B. Greening Wire Co. Ltd.,

HAMILTON, CANADA.

Write for Catalogue and Prices.

TRADE CHAT

The Maritime stove Founders association will hold their annual meeting in Halifax, or St. John, on March 17th.

Home Wall Colors, is the name of a line of paints for which Walter H. Cottingham & Co. are the sole Canadian agents. These colors are easily applied, they are all very restful tints, and possess disinfectant properties that make them as healthful as they are beautifying.

What come near being a serious accident occurred at the McClary works London, Ont., the other evening, Charles Proctor, a moulder, was emptying molten iron in a trough which proved to be wet. The iron shot up, burning his partner's head severely. A young man who was standing near laments the ruin of his overcoat.

Mr. John Irving has gone from the travelling staff of H. S. Howland, Sons & Co. to that of the Montreal Rolling Mills Co. He will represent the latter company in the west. and his headquarters will be in this city. Mr. E. J. White, formerly city traveller for H. S. Howland, Sons & Co. succeeds him on the western and north western route of that firm's Ontario business.

The premises of the Toronto Lead and Color Works are being extended upwards to make room for a new department, that of the manufacture of coach and car colors in japan. Additional facilities are being put in for grinding graining colors and colors in oil. Sample cards of the superior coach and car and graining colors that will be turned out are now available to the trade.

About 8 o'clock on the night of the 16th inst., the firemen were called out to the London foundry, corner King and Thames street. A blaze had broken out in the frame molding shop at the rear, a smouldering mold having probable ignited one of the wooden flasks. A pile of them in the corner were burned up and a portion of the building destroyed. The loss is estimated at $200.

The Dominion Wire Co. (Ltd.), The Canada Screw Co. (Ltd.), The B. Greening Wire Co. (Ltd.) send out a joint circular advising the trade that the custom of shipping in 50 lb. bundles without extra charge is discontinued. On account of the cost, and the very large amount of loss, and waste in short pieces, they have deemed it advisable to change the list in this particular, and advise that henceforth, all shipments of wire will be made in catch weights, unless specially ordered in 50 lb. bundles, in which case an extra charge of five cents nett per 100 lbs. will be made.

The annual meeting of the Canadian Iron Founders' Association was held at the Royal Hotel, Hamilton, on the 18th. The only outsiders present were Mr. Gartshore, of the McClary Manufacturing Company, London, and Mr Buck, of Brantford. Adam Laidlaw was re-elected president, and it was decided to keep the association alive, although the price list remains suspended. No business having reference to the existing difficulty with the moulders was transacted. A leading local member of the association stated that it was thought the price list might be introduced again next year, but that at present there was no hope for anything of the kind. No representative of the E. & C. Gurney Co. was at the meeting.

MONTREAL TRADE CHAT.

Mr. E. Heuser Hardware importer reports trade good in all his lines.

The Montreal agent for the Globe File Works, reports that the file business is booming.

The output of ore from the Eustis mine Capelton, last month was 4,065 tons of copper.

The total value of goods exported from this port during January, was $1,484,746, an increase of $973,235 compared with a year ago.

The Gilbert Bros. Engineering Co. hold an annual meeting of the shareholders on March 2nd, at the Company's office, Notre Dame street.

The French Canadian members of The Society of Stationary Engineers are taking steps to form a French-speaking branch of that society.

The American combine on brass goods and burners are working to keep the price of the above steady. The burner market remains steady at the old figures.

Walter Groce, the Canadian agent for the Simplex cash register says, the sales for the above are so good that he cannot get them quick enough to supply the demand.

Mr. Walter H. Cottingham, agent for Messrs. Mander Bros., varnish and color manufacturers, says all his men are on the road and all are doing a good business.

The new building committee of the Board of Trade is as follows: Messrs E. B. Greenshields, chairman; H. M. Allan, J. A. Cantlie, C. H. Gould, and C. P. Hebert.

Mr. Peter Redpath, will represent the Montreal Board of Trade, at the second congress of the Chamber of Commerce of the Empire, which will be held in London Eng. in June next.

Messrs. W. A. Craven & Co., brush manufacturers have assigned. Total liabilities $3,704. The principal creditors are Messrs. Taylor Scott & Co., Toronto, Mr. J. A. Craven and W. A. Craven.

So much are the members of the Chamber of Commerce engrossed over politics that they cannot find time to attend the meetings of that association. A meeting was called for last Friday but it had to be adjourned through want of a quoram.

In May the firm of J. B. Rolland & Son will celebrate its fiftieth anniversary as a business house. The Montreal employes will proceed by a special train to St. Jerome, where they will be joined by the company's mill hands, where games, etc., will be indulged in.

The committee of the Board of Trade, on the Newfoundland question, reported at the the last meeting, that letters asking for cooperation had been sent to the Quebec and Toronto Boards of Trade, the Dominion Millers' Association, and the St. John, N.B., Chamber of Commerce.

The election of the board of examiners by the council of the Board of Trade, resulted in the following gentlemen being appointed: Wheat and other grain: A. G. McBean, Auguste Girard, Hugh McLennan, Robert Peddie, Adam G. Thompson. Leather and raw hides: B. Shaw, Thomas Ecroyd, Z. Lapierre, F. C. A. McIndoe, John Stephens. Beef and pork: James Allen, R. Finlay, Peter Laing, Stewart Munn, T. S. Vipond. Pickeled fish and fish oil: John Baird, Charles Chaput, R. Fairbanks, R. Peyton McLea, T. S Vipond. Potashes and pearlashes: Chas. H. Cunningham, Henry Dobell, John E. Kirkpatrick, James C. Sinton, D. T. Tees. Butter: A. McK. Cowie, F. McKergo, D. A. McPherson, Thos. Shaw, Geo. Wait. Finance committee: President and treasurer of the board and Edgar Judge.

Mr. Frank Sullivan, representing Messrs. Goldie & McCollough, Galt, has just returned from Quebec. The following shows the value of goods in iron, steel, etc., entered for consumption during month of January against the same month last year:

	1891.	1892.
Brass, etc.	$ 18,520	$ 11,302
Coal and coke	7,676	13,408
Copper	22,185	13,568
Cordage	889	506
Earthenware, etc	7,562	1,357
Glass and glassware	14,602	9,663
Gunpowder, etc.	2,104	2,426
Iron and steel	134,658	153,991
Lead	10,910	9,570
Metals	4,938	5,846
Oil, coal, kerosene, etc.	4,276	6,622
Oils, all other	53,006	10,699
Paints	7,564	6,902
Manufactured wood	13,094	18,930

Soap and water are cheap, but soil on goods is expensive.

A customer secured is a promise of greater salary in time.

A reputation for truthfulness is indispensable to permanent and satisfying success.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

The neglect to look after minute details in the factory is a source of great loss to many producers.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, - Ontario.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

BOOKS, CATALOGUES, PRICE LISTS. Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready. No notice whatever will be taken of old lists or catalogues. We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

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Offices, 50 & 52 McGill Street,
Yards:
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MONTREAL.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE  MARK.

(TREE BRAND)
FOR SALE BY LEADING WHOLESALE HOUSES.

Here it is again---FORBES' NEW PATENT,

ACHIEVED ! ACHIEVED ! ACHIEVED !!



Write for Price Lists, Discounts, Circulars.

The Forbes Manufacturing Co., Halifax, N. S.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion—**No dirt Pocket.**

Hence no bodies of insects to fry and stink unseen and unsuspected.

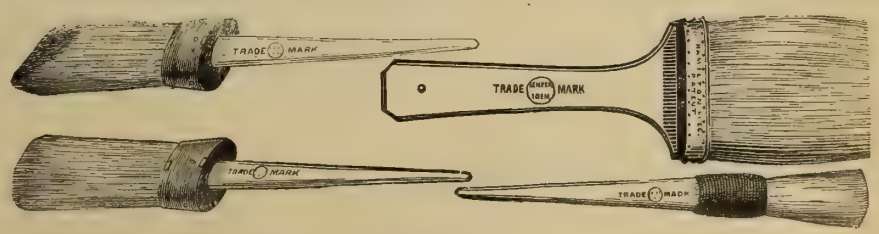
Better than Gas or Electricity.

WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,
Crockery, Glass and Lamp Goods Dealers.
Toronto and Winnipeg.

PAINTERS' BRUSHES,



TRADE SEMPER IDEM MARK

We manufacture the **Best Brushes** only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above Trade Mark. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street West, Toronto.

HAMILTON & CO.,
96 Clerkenwell Road, London, England

MARKETS

MONTREAL MARKETS.

MONTREAL, Feb. 26, 1892.

With the high freights ruling and the easy conditions advised from primary markets, there is little to spur buyers into much activity in heavy materials at present. As a result, therefore, what trade is doing is of an unimportant nature, and we note no changes since our last worthy of special mention. In pig iron a few small lots may have been moved at quotations for actual necessities, but that is certainly all. Other branches of the metal market may be dismissed with the same remarks, and no change in the way of actual spot business is anticipated until freights are reduced.

PIG IRON.

The local pig iron market is dull and unchanged. Business is small and unimportant. We quote spot values as before, viz., $22 for Summerlee and equal brands and $20 to $20.50 for Carnbroe and Eglinton.

Advices from Great Britain do not show any change in conditions, the movement is both speculative and regular. Markets continues slow, but prices of makers brands are somewhat unsettled, stocks in warrant stores are 503,000 tons Scotch and 157,000 tons Cleveland. Recent quotations on makers brands were as follows : No. 1 Coltness, f.o.b. Glasgow, 54s. ; No. 1 Summerlee, f.o.b. Glasgow, 51s.; No. 1 Gartsherrie f.o.b. Glasgow, 50s. 6d.; No. 1 Langloan, f.o.b. Glasgow, 52s. 6d.; No. 1 Carnbroe, f.o.b. Glasgow, 45s. 6d.; No. 1 Shotts, f.o.b. at Leith, 53s.; No. 1 Glengarnock, f.o.b., at Ardrossan, 51s.; No. 1 Dalmellington, f.o.b. at Ardrossan, 48s. 6d.; No. 1 Eglinton, f.o.b. at Ardrossan, 47s. 6d. Steamer freights, Glasgow to New York, 1s.; Liverpool to New York, 7s. 6d.

BAR IRON, ETC.

Bar iron remains without change, and with the high freights ruling there is no business doing except where actual necessity demands it. There is a few small lots moving off in a jobbing way on the old basis, viz., $2.10.

TIN PLATES.

Tin plate is quiet on spot and although there is no quotable change in prices it is quite likely that holders would consent to some shading to induce business. We quote cokes $3.60 and charcoal $4.25. Advices from primary markets indicate no improvement in Tin Plates and prices are barely steady for orders run light. It is stated that last week light weight Bessemer cokes went as low as 11s. 10d. and Siemens 12s. 3d. in Swansea. Stocks,at shipping ports in Wales, have increased slightly since the beginning of last month.

TERNE PLATE.

Terne plate remains the same as noted a few weeks ago, when it was stated the stocks were large, and that they had not been materially reduced since the first of the year. Values are purely nominal, but there is no doubt that dealers would agree to a good cut to effect a turnover.

CANADA PLATES.

A small jobbing business is all there has been to note in this line recently, but this week is even quieter than usual. Stocks in this market are not pressing, and values rule steady at 2.65 to 2.75.

COPPER, TIN, ETC.

The condition of copper is nominal on spot, the feeling is more or less easy as noted in previous reviews. We quote values easy at 12 to 13c. Pig lead remains the same as noted last week on the old basis of $3.40 to $3.75, and the same remarks apply to zinc sheets, which are quoted at $6.25.

SCRAP IRON.

Receipts of scrap material during the past week have been of ordinary quantity, and some very fair transactions are noted on the former. We quote wrought scrap at $15 to $16 and cast scrap $13 to $17 per ton according to quality.

NAILS.

Nails do not show much change in the way of business. As we noted a few weeks ago some dealers here hold heavy stocks which do not seem to move off very briskly. In the meantime there is a small movement on the old basis, viz. : $2.45. We quote

STEEL WIRE NAILS.

10 dy to 60 dy	per keg	$3.05
9 dy to 60 dy	"	3.35
8 dy to 60 dy	"	3.60
7 dy to 60 dy	"	3.90
6 dy to 60 dy	"	4,20
5 dy to 60 dy	"	4.20
4 dy to 60 dy	"	4.50
3 dy to 60 dy	"	5.40
3 dy fine,		6.50

GENERAL HARDWARE.

Generally speaking the trade here reports trade fair, the travellers are all out and orders seem to come in in fair numbers. Reports say that stocks in retailers hands are light, but there will not be much business done in this Province till after the coming elections, which has a tendency to quiet trade. Advices from the Maritime Provinces state that business in that section is good.

CHEMICALS.

It is still the dull season in this line and beyond a few odd lots moving ex store in a small way there is no business to note. Values are unchanged on the old basis.

OILS.

Oils are without change one way or the other, and move along quietly with few interesting features to note. Linseed is steady at former prices, and the same may be said regarding Seal, Castor, and etc.

GLASS.

Glass is quiet and unchanged with a small trade doing. The stocks are not heavy and holders generally talk firmly. Prices remain steady at the old figures $1.35 to $1.40.

NAVAL STORES.

There is practically nothing doing in naval stores, and no improvement is expected till the harbor is open. Turpentine is neglected and other lines are dull and unchanged. We quote as follows : Turpentine, 55 to 56c ; rosin, $2 to $4.25, as to brand ; coal tar, $4 to $4.25 ; cotton waste, 5¼c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady and very dull, with Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

CEMENT AND FIRE BRICK.

The feeling in the local cement market is decidedly weak. There has been some enquiry from the west for spring delivery, but as yet no deal has been closed. The stocks here are heavy, and the dealers would no doubt agree to a good cut to effect a turnover for a good round lot. Advices from abroad state that makers show a weakness on account of the large stocks held there, and the decided decrease in the demand up to the present for early shipment. In regard to ocean freights for many shipments, indications are that they will be lower than in former years, as importers show no anxiety in making engagements ahead.

Fire bricds continue to be in good demand, and as stocks are light prices are firmly held at $20 to 25 per 1000 as to brand. We quote as follows:—Belgian cement, $2.30 to $2.40; Newcastle, $2.40 to $2.50; London, $2.45 to $2.55; fire bricks, $20 to $25 per 1,000

PETROLEUM.

The movement in both American and Canadian refined oil has been small during the week in the absence of business of importance. Advices from the west state it seems

Milk Can Trimmings.

Creamery and Delivery Can Trimmings.



We can supply everything required in all styles, also body stock for cans and cheese vats.

Milk, Delivery and Creamery Cans made up.



Try our Creamery Can Guage, it is the best made.

THE McCLARY MFG. CO.,

London, Toronto, Montreal, and Winnipeg.

MONTREAL Markets continued

probable now that the price of oil will before long be forced upwards by the very exigencies of the situation. Prices here are nominal and unchanged at the following. We quote: Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 15c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolea; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

TORONTO MARKETS.

TORONTO, Feb. 26, 1892.

HARDWARE.

Dulness still overspreads the surface of trade. The business that is transacted is small in volume, whether for immediate or forward delivery. There is more holding back of orders than is common when the weather is so mild at this time of year. House building necessities are usually signified very freely in such circumstances of weather and season, but builders' hardware is quite dull. The city trade in all lines is flat, retailers' wants being exceptionally few and comparatively unimportant. Shipping on country account is about as active as it was a week ago. The lines now being forwarded are chiefly manufacturers' wares and light hardware. For first of April delivery some trade is being booked, but at a slow rate. Lawn mowers are probably as active as they usually are at this time of year. The invariable accompaniment of prolonged dulness, the cutting of prices, is now beginning to further embarrass trade. Salesmen in their dire need for business will shade prices, and a line upon which there has been a good deal of cutting is hinges. On these sales have been made as low as 4½c., though $4.75 was deemed a sufficiently close price. The concession is made to get the dealer's import order for spring glass, or some other desirable invoice. Wire is said to be affected indirectly by price cutting. The cutting in shovels reported last week is said to have been due to a confusion of two lists. Sad irons are likewise reported to be selling at very low prices. In fact business is at a premium with travellers, and profits are as unsatisfactory as the volume of trade now done.

BARB WIRE—There are few orders in yet. Dealers are just beginning to specify, and business is not expected to run into much for a few weeks yet. The makers are doing little. Prices are unchanged at quotations in Prices Current.

BOLTS—There appears to be nothing better going than 75 per cent. off the list for carriage bolts, which are now in some request, along with other manufacturers lines.

CORDAGE—Manilla is not over-plentiful on spot, but there is no probability of any early run upon supplies to lead to much importation for some time. The basis is 12¼c. Sisal is unchanged and in some request at 10¼c. Tarred lath yarn is fairly active at 8¾c. Binding twine is not yet quoting.

HORSE NAILS—There is still some diversity among jobbers, some quoting 50 and 10, others 60 and 5 from the list. The demand is regulated of course by the trade in horse shoes.

HORSE SHOES—The city demand, particularly for street car horses is fair. There seems to be a good deal of self denial as to profits, for stock is to be had at $3.60, and it is said that this can be shaded. Those who are able to sell below $3.70 bought largely before the advance. The cost is now $3.50 at Montreal. The freight up here on horse shoes and package is 20c., and a rebate of 12½c. is allowed to all who keep the terms of the combine. This makes the cost here close to $3.60.

IRON AND STEEL WIRE—Reports of cutting, notwithstanding the stringent precautions taken to prevent it are still general, and appear to obtain credence. Direct concessions cannot be made, but there may be considerations introduced for the purpose of concluding a sale. The importation of English and German wire probably aggravates the tendency which competition among our own manufacturers makes strong enough of itself. There has been some business done on this market in imported wire, sold at a delivered price. Oiled, annealed and galvanized are in chief request. But Canadian wire is still dull. Fencing has not begun yet, nor is hay-baling active.

NAILS—There is a limited inquiry for cars, but very rarely are sales made of such lots. In a small jobbing way there is some unimportant business.

METALS

The metal market continues to run its dull course. It shows no signs of reviving. Trade is light and prices are easy. Outside influences rule in favor of dulness. There seems to be no spirit in the industries which are the basis of a demand for metals. Orders for forward delivery are hard to catch, though they are due now, if the rule of former practice can be admitted. Every metal working trade is slow with its spring orders, though there is some expectation of briskness in trade when the spring fully opens up.

ANTIMONY—The prices remain at 14½ to 15c. for Cookson's and 13½ to 14c. for other brands. The English market is easier. The demand here is very light.

CANADA PLATES—Are nominal at $2.90 to $3.10 for Blaina and $3 to $3.10 for Abercarne and Alloway.

COPPER—Copper smiths and other consumers of this metal are not doing much for the markets these days, as orders are very backward. The New York market is as flat as ever. Prices here are 13 to 13½c. for Lake Superior ingots.

LEAD — Is somewhat more active, as plumbers are beginning to be heard from. Domestic is 3⅝c., imported 3⅞c.

SHEET ZINC—The demand is growing less each week. Casks are 6½c., broken lots 6¾c.

SPELTER—Orders are about as good as they were a week ago. At producing centres, stocks are reported to be accumulating. Domestic is 5c., imported is 6c.

TERNE PLATES—Are nominal at $8.25 to $8.50.

TIN—Is dull, very few orders for ingot having come to hand yet. Straits pig is 22 to 24c. Strips are 24 to 25c.

TIN PLATES—Very slow progress is being made in spring business. Prices are easy at the following quotations: I C coke, $3.85 to $4; I C charcoal, $4.25 to $4.75; I X charcoal, $5.25 to $5.75; I X X charcoal, $6.25 to $6.75; D C charcoal, $4.

IRON AND STEEL.

The pig iron transactions of the past week do not aggregate what would be considered on good sale. All that is moving is the morsels of the stock in store, which is taken off by small foundries, and there is no inclination to place business freely on spring account.

In manufactured iron a small volume of business goes on. Bar iron is fairly active at $2.10. The agricultural implement men are sending in orders still. One large sale was made to an agricultural implement house this week. Horse shoe iron is also in fair demand. Band iron is easier at $2.50 to $2.65.

PAINTS, OILS AND COLORS

Trade goes slowly. Orders dated ahead afford nearly all the business now being done. Prices are unchanged in all save tur-

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Japanned Ware. Stamped Ware. Pieced Tinware.

Car Trimmings, Creamer Trimmings, Dairy Pail Bottoms, etc., etc.

THOS. DAVIDSON & CO.,

474 ST. PAUL STREET, MONTREAL.

MARKETS—Continued.

pentine which can't be bought now under 58c., and that price is likely to be increased. Turpentine cannot be laid down here now under 58c. Linseed oil is unchanged at 56 to 58c. for raw, and 59 to 61c. for boiled. White lead is 5¼ to 5½c. English dry white lead, genuine B B, is 8¼c., and B B No. 1 is 7¼c. Lamblack, Eagle assorted, is $1.20 in barrels. Red lead is $4.50 100-lb cases. American Vermilion is 15 to 30c. per lb. in barrels, and English is 90c. in 30-lb. sacks. Whiting is 70c. per cwt.

PETROLEUM

The volume of trade is smaller than that of a week ago. Prices are steady at from 15c. up.

The Petrolia Advertiser reports : Petrolia crude $1.29 per bbl.: Oil Springs crude $1.29½. The oil market has continued to attract little or no particular attention to either buyers or sellers the past week, with the exception of a few odd dealers in crude oil at the same figure as last quotation, $1.29. There seems at present also no external force at work and prices sag along at about the above mentioned figure. The refined oil market is in a pretty bad state and to make the position, if it were possible, worse, it is on the cards that another refinery will be built at Oil Springs. There has been a feeling on the part of the larger refiners to cut prices to as fine a figure as possible.

GLASS.

Stocks on spot are light. They would undoubtedly be very low before spring shipments come to hand, which are due here 1st of May, were it not that some late winter shipments have yet to arrive, and are expected to get here about the end of March. The price is steady at a basis of $1.40.

OLD MATERIAL.

The prices of old material remains as follows :—No. 1 heavy cast scrap 65 to 70c. per 100 lbs. ; stove cast scrap, 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new scrap copper, 9 1-2 to 10c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c ; light scrap brass 5¾c.; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c. ; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c. ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

HIDES, ETC.

HIDES—The market is sluggish. Green are quiet at 4½c. for No. 1 cows'. Cured are steady at 5c.

SKINS—Good sheepskins are $1.15 to $1.25. Calfskins are rather dull at 5 to 7c.

TALLOW—Refined is 5½ to 6c., rough 2c.

WOOL—The price and condition of the market are unchanged, 18c. being paid reluctantly.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
StoveGross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Feb. 26, 1892.

There is still one firm spot in the steel trade, and that is the rail department. To a great extent the exceptional conditions prevailing there are due to the manufacturers combination, but information imparted in responsible quarters shows that the business actually in hand is of sufficient volume to lend a good measure of support. Semi-officially it is stated that there were orders on the books of the various companies, February 1st, that foot up about 200,000 tons more than those that were in hand at the corresponding period last year. Upon reference to our files it is learned that the report for the latter date was 420,000 tons, and a simple calculation shows that the orders for 1892 reach a total of 620,000 tons. This is in excess of the general estimate, and an exhibit that is somewhat surprising in the face of the modest reports that have been made by sales agents from week to week. There is a very fair amount of business under way at the present time, and sellers hold prices firmly at $30 f.o.b. mill for heavy sections.

Depression still exists in nearly all other branches of the heavy steel trade, with weakness most pronounced on billets, rods, beams, etc., and no indications of improvment are visible in the market for the lighter forms of manufactured iron or steel. To all accounts, a fair business is doing in short lines, but not enough to absorb the present heavy productions of the mills. Hence the condition of affairs above outlined.

In crude material there is no decided change. Prices are still rather weak nearly all along the line, under the influence of heavy production and pressure to realize on the part of some producers, and transactions are chiefly of routine character. Standard brands of Northern pig iron are quoted at $16.50 to $17.50 for No. 1 X foundry, $15.00 to $16 for No. 2 X foundry and $14 to $15 for gray forge. Southern brands range between $16.25 to $17 for No. 1, $15 to $16 for No. 2 and $14 to 14.50 for gray forge. Scotch is quoted down to $20.50 for Coltness, $20 for Summerlee, $19 for Eglinton and $18.50 for Carnbroe. Foreign spiegeleisen is nominally at $23 to $24 for 10 to 12 per cent and $27 to $27.50 for 20 per cent, and 80 per cent. ferro-manganese $62 to 62.50 delivered here. Old iron tee rails slow $21. No. 1 wrought scrap iron is quoted at $18 to $18.50 f.o.b. cars at Jersey City.

DOES IT PAY?

"Selling goods at cost," is a sign we often run across, not only in our own, but other cities. Doubtless those merchants have an idea that all customers are "blasted fools." Still it matters not to them so long as they can get a sufficient number of the "blasted fools" to give them a thriving business. No man can sell goods at cost and stay in business, and he knows it. If he sells an inferior for a superior article he is a liar, and such a man should be frowned down by every respectable man in the place.

But all merchants are not as bad as this. They want to attract trade and to do so resort to methods that are not honorable, and convey to the public a false impression, and the man who will deceive the public in business matters will do the same things with his friends, his family, his state and his country.

A merchant when he buys a lot of goods has the undoubted right to sell those goods at any price he sees fit, provided the manufacturer has not stipulated with him that he shall not sell them for less than the established retail price.

But take a case where no stipulation is made, but a well established retail price. Say it is a dollar article. The merchant advertises it for 68 cents, just what it cost him. Now, what has he gained by it? Nothing, except to deprive not only himself of profit, but his brother merchant as well. It's a dog in the manger policy.

There is business enough in the city for merchants that will give them a fair living profit, and the man that is such a consummate hog as to want it all and resort to these despicable methods to get it, wants to be forced by the other merchants combining and giving him so much of his own medicine as will make him not only sick but kill him.

Severe remedies are needed in severe cases, and this is one of the cases. Whatever article such a man puts up, drop under him two cents. The loss divided among all the combination will be trifling compared with the man's loss who first started such a foolish thing.—Ex.

PURE WISDOM.

The Collector assorts and labels the following nuggets :

You might as well expect to catch a basket of fish with one worm as to expect great results from a single trial advertisement.—Confucius.

It is not the lawyer who talks the loudest that oftenest gets frosting on his cake.—Aristotle.

Many lawyers who "do not handle collections" would like to do so if they could. At least, they look as much.—Ramesus II.

Don't make the mistake of thinking that "there is plenty of room at the top" when it is a case of plenty of rum at the top, so far as you are concerned.—Solomon.

Don't think that because I fiddled when Rome was burning that you can whittle, play "seven up," and run for office, and keep up a good paying law business all at the same time.—Nero.

Don't monkey with the judge or get funny with the jury. Both are loaded,—Dante.

The wind bloweth where it listeth, but no matter that don't give you the privilege.—St. Patrick.

If any part of a lawyer's work in your estimation is "dirty work"—collecting for instance—quit it. No man ever handled dirt for any leangth of time but come away spotted.—Alexander Severus.

Don't ever try to answer the questions which you answered when you were admitted to the bar. It will only show how high and out of reach your brains roost, and how much a man may forget and yet be allowed to live.—Agamemnon.

In 1376 Jack Cade's men beheaded all the lawyers they could find. History repeats itself. No telling when it may occur again.—Herr Most.

"Was not all the knowledge of the Egyptians writ in mystic symbols?" Unquestionably, but that is no excuse for a lawyer writing "see the pale martyr in a sheet of fire" with such a poor scrawl that it was read "see the pale martyr with his shirt on fire." There ought to be a limit to this thing.—Jerry Simpson.

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Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

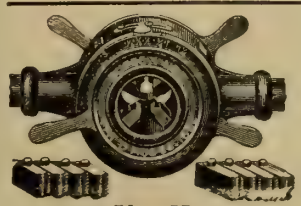
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

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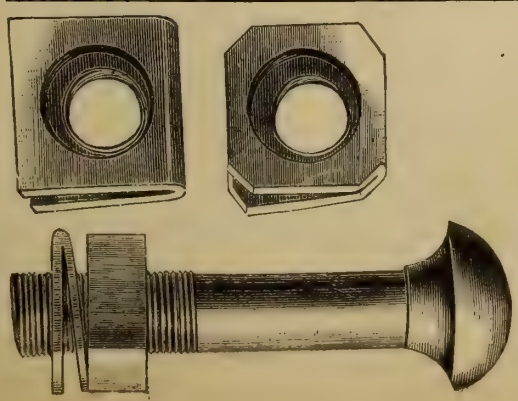
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Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

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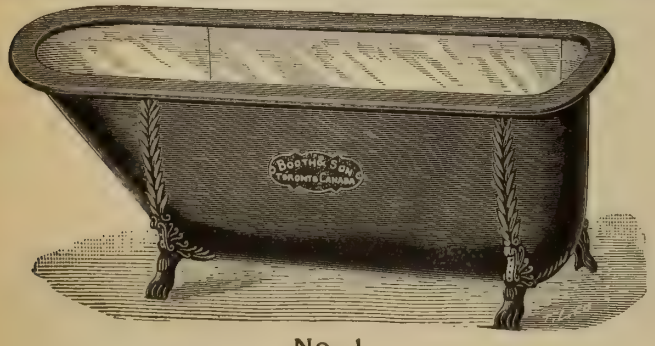
LOCKS AND MECHANISM.

Having, during the past six months, discussed the various styles of locks, their application and uses, it may be well to mention, in a general way, a few of the more important details relating to the construction and mechanism of locks and latches; and we will also take advantage of the general trend of this subject to mention a few rules which will be found useful in selecting and purchasing door trimmings. The rules spoken of are those which are adhered to by the trade generally, When the word lock is used, the meaning is a combination of a latch, bolt and dead bolt in one case; the latch bolt being operated by the knobs, and the dead bolt by key. During late years great changes have taken place throughout the entire line of lock manufacturing, and the mechanism of the modern lock is radically different from that used in the old style lock. A noticeable change is this : the spring acting on a latch and the one acting on the knob are entirely separate, so that when a door is pushed shut the knobs do not turn; and then, again, the spring on latch is very light, while that of knob offers considerable resistence. In the old style, one spring answered both purposes, and necessarily the door closed very hard and the wear was much greater. The old style dead bolt was operated by a bitted key, and was held in place by a flat spring; when bolt was thrown it was held in place simply by the spring friction and was susceptible to being jarred until it unlocked itself, or, by working between bolt and strike, the bolt might be thrown by means of a wire or small tool. The modern dead bolt is retained in place, either when thrown or unlocked, by tumbler or lever, and until these are raised the bolt cannot be operated. A still more striking improvement in the mechanical detail of the modern lock is this : A leading firm has devised a front door lock in which the levers are so arranged as to allow both the dead bolt and latch bolt to be operated by one key; thus in the case of a front door lock, both the latch bolt and dead bolt may be locked from the inside, and opened from the outside by only one key. Flat key or escutcheon locks, for various doors, are now used, to an almost entire exclusion or the bit key.

The advantages in using the flat key lock are principally, from the fact that they are most secure, and also on account of their mechanical structure. In the flat key lock the mechanism is contained in the escutcheon, and in case of loss of key or desire to change the setting, the escutcheon may be removed without removing lock from the door, while in the old style bit key lock, the loss of key was partially equivalent to losing the lock, in case the setting was at all intricate. Flat springs have been almost entirely discarded in the better grade of locks, and in their place the spiral wire springs are used, and by this one small change the liability of a lock to get out of order is lessened fully 50 per cent. The split hub, or rollback, and the swivel spindle in lock application has to a certain degree revolutionized night latches. By this device, the knob on inside of door will act on the latch, while the outside knob remains fixed ; then by moving a stop in face of door both knobs work the latch, which may be used this way during the day. First grade locks are now made with their working parts bronze, and thus the lock wears better and more perfectly. Aluminum is the subject of experiment for lock parts, but up to the present time it has not been found practicable to use the metal, either pure or as an alloy, on account of the difficulty in finishing it, and also the expense. A few rules regarding selection of locks and application are as follows : When buying a lock find out the thickness of the door ; whether the door is beveled or straight on face edge ; whether the door is right hand or left hand ; be sure that the stile of door is sufficiently deep to allow the lock to be mortised in without cutting through stile. Is the door reverse bevel? This question is one that is more often the cause of trouble than any other one in lock purchasing. To answer this, a rule may be given—i. e., all doors are supposed to open in. Facing a door on the outside, the left hand door is at your left, the right hand door at your right. Reverse bevel doors swing out, but are hung the same as regular bevel. The hand and bevel of a door are the most important details in selecting trim. A final rule is : never buy a lock without being sure that its mechanical parts are as represented. If necessary take off the cover and examine it ; by doing this you are sure your lock will wear, and that it is as claimed. Don't buy a case and cover, and find that is all there is to your purchase. —Lock and Bell.

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— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long ; 23 in. wide ; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

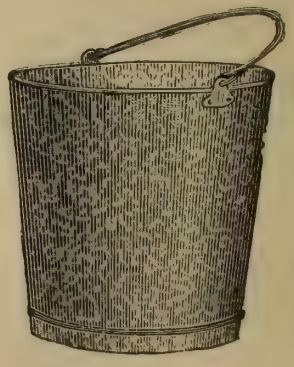
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

The Art Metropole

131 YONGE STREET, TORONTO,

IS HEADQUARTERS FOR

Artists' and Decorators Colors in Tubes, Artists' Canvas, Academy Boards, Brushes and Materials of every kind, being direct Importers from every manufacturer of repute in Artists' supplies, and giving our entire attention to this special trade.

If you handle this line of goods, it will certainly pay you to get quotations.

FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,

INTERNATIONAL EXHIBITION JAMAICA 1891

LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

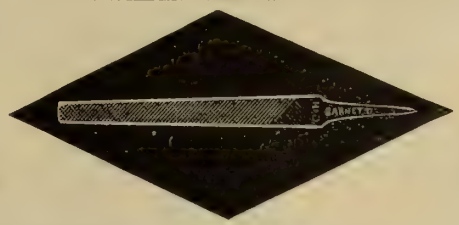
Halifax Shovel Co., Ltd., Halifax, N.S.

VICTORIA R & I. AND OF JAMAICA SUPREME LADY

DEAR SIRS,—The best testimonial I can give you is the fact I use no other shovels but Fenerty's patent in the gold mines under my charge. They are the most durable and satisfactory I have ever had in a long experience. Yours etc.,

JOHN E. HARDMAN, Mining Engineer, Oldham, N.S.

BLACK DIAMOND FILE WORKS,



21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

SAMUEL SONS & BENJAMIN, No. 1 Rumford Place, Liverpool, England.

M. & L. SAMUEL, BENJAMIN & CO.,

General Hardware and Metal Merchants.

26, 28 and 30 Front St. West, and 9 Jordan St., Toronto, Ont.

Tin Plates. Tinned Sheet Iron. Milk Can Fixtures. Galvanized Sheet Iron. Iron Pipe and Fittings. Iron Wire, bright and annealed. Iron Wire, tinned and galvanized. Iron and Steel Wire Coppered. Barbed Fence Wire. Brass and Copper Wire. Ingot Tin and Copper. Half and Half Solder. Sheet and Bar Copper. Lead Pipe and Sheet Brass. Brass and Copper Tubing. Sheet Lead. Bar and Pig Lead. Sheet and Block Zinc. Spades and Shovels. Harvest Tools. Garden Sets and Tools. Garden Shears. Lawn Mowers and Rakes. Sisal and Manilla Ropes. Hemp, Soapstone and Asbestos Packing. Window Glass. Green Painted Wire Cloth. Ice Cream Freezers and Churns. Ice Tongs. Clothes Wringers and Mangles. Brass, Copper and Enamelled Kettles. Enamelled and Tin Saucepans. Agate and Granite Iron Ware. Pressed Tin and Copper Wire. Japanned Tinware. Bird Cages. Wire Dish Covers and Fly Traps. Electro-Plated Ware. Cutlery and Chamois Skins. Lamps and Lamp Goods. Gas Fixtures. Cornice Pole Trimmings and Vestibule Rods. Mathieson's and American Planes. School House Bells. Cistern and Force Pumps. Glues. Guns, Amunition, etc. Kearney and Foot's and Black Diamond Files. Building Paper and Carpet Felt. Rubber Garden Hose.

Builder's Hardware, House Furnishing Goods, Tinsmith's Supplies, Plumber's Supplies, Steam Fitter's Supplies, Nickle Plater's Supplies, Brush and Broom Maker's Supplies.

Business Changes

SALES MADE OR PENDING.

Shirley and Toy and T. J. Trapp & Co, two hardware firms in New Westminister, B. C., are advertised to sell out.

The general stock of Mr. Collins, of Kingsville, Ont., has been sold to Messrs. Allan & Adams, of Essex, for 69 cents on the dollar.

John McIntosh & Co., insolvent crockery merchants of Toronto, have been unable to obtain a compromise, and their stock is advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

The Standard Foundry Co., Toronto, has dissolved.

Neve Bros. general merchants, L'Orginal, Ont., have dissolved partnership, Reginald Neve continuing.

REMOVALS AND DEATHS.

S. K. Colquhoun, Winlaw, Man., has removed his general stock to Cainsboro.

FIRES.

Ira. J. Cramer, general merchant, Aultsville, Ont., has been burnt out.

Cummins Burke, and A. D. Cormier, general merchants, Buctouche, Que., have been burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Wm. Spear, general merchant, Edmundston, N.B., has assigned.

L. A. Mongenais, general merchant, Ryand, Que., has assigned.

Joseph McPherson, general merchant, North Sydney, N.S., has assigned.

Champion Jones, stove dealer, Toronto, Ont., has called a meeting of his creditors.

E. A. Morrissy, general merchant, Mission City, B.C., has assigned to A. W. Draper, Vancouver.

John Sowerby, general merchant, Belhaven, Ont., has assigned to T. J. Woodcock, Newmarket.

T. A. Curry, general merchant, Red Bay, Ont., has assigned in trust to W. J. Ferguson, Wiarton.

C. H. L. Keep, general merchant, Brooklyn, N.S., has assigned, and his stock is advertised for sale by tender.

Sinclair & Co., crockery dealers, 239 Bank street, Ottawa, assigned on Friday last to Mr. P. Larmonth for the benefit of his creditors. The liabilities and assets are both light.

Restore goods to their proper places as soon after using as possible.

A feather duster disperses but does not remove the dust from the store.

Goods conveniently located save time, money and temper in showing.

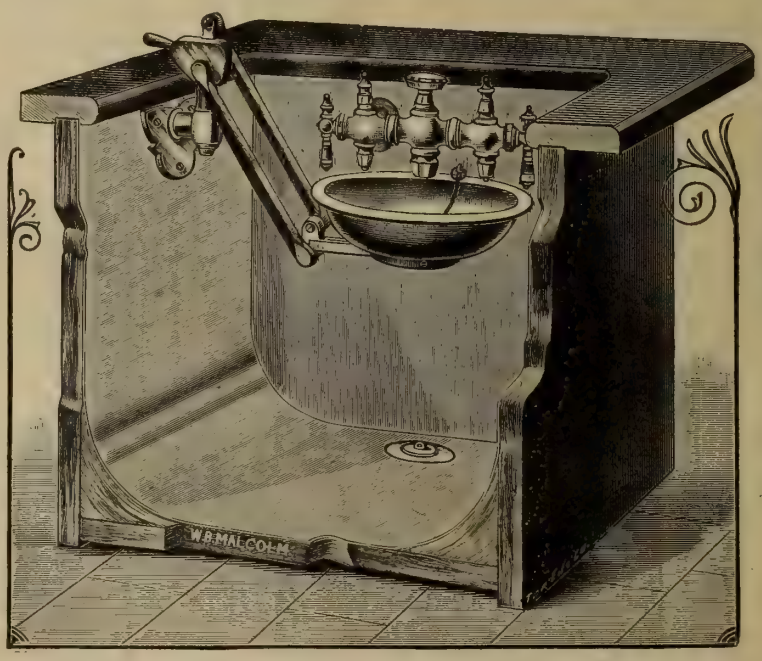
THE JAMES SMART M'F'G CO LIMITED
BELLEVILLE, ONT.



"Eureka" Sap Spouts Berlin Bronzed, with Coppered Wire Hooks 500 or 1000 in case. The Only Satisfactory Spout. Saves more sap than any other. Buy our make and get perfect goods. Full stock on hand. Immediate shipment guaranteed. Lowest Prices.

HARDWARE AND STOVE MANUFACTURERS

Malcolm's Patent Adjustable Basin Stand.



Unique, Durable, and Cheap.
Nothing like it in the Market.

It is easily adjusted to any position; is filled from the bath-taps, and when filled, can be raised to the desired height by the user, or swung to the outside of the bath by either adult or child, and will remain where placed.

FIGURING ON SMALL MARGINS.

Manufacturers of staple goods are satisfied now with very small profits. The contracts taken for large quantities to be delivered months ahead, and in some places covering an entire year, at prices which would seem to barely realize cost, show that manufacturers are disposed to forego all chances of an upward turn in values. Offers are known to have been made by manufacturers of their entire year's output at a slight advance over cost, based upon an inspection of their books. An instance has come under our observation in which a manufacturer controlling his own raw material has offered another concern in the same line his surplus production of raw material at actual cost for a fixed time, based upon an examination of the cost sheets by a disinterested party. Concern No. 2 had been figuring on an addition to the works covering this point, but the scheme was quickly abandoned on receipt of such an offer. This condition of affairs indicates almost a revolution. Matters have been shaping for it for a long time, but only within the past few months has their full force been felt. the requirements of the country are now more than met in almost every line of production, and it will take a very heavy increase in consumption to bring the demand up to anything like the supply. Manufacturers are losing hope that this will soon occur, hence their willingness to take such contracts as are above set forth.—Iron Age.

OFFICES: 100-102 Reade St., New York, U.S.A.
CAPACITY OF WORKS: 1,200 doz. per day.

K&F

KEARNEY & FOOT CO

WORKS Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

Illustrated Catalogue Price Lists mailed on application.



PLEASE MENTION THIS PAPER WHEN WRITING US.

BUSINESS CHANCES.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

HARDWARE, TINWARE, AND STOVE BUSIness in Western Town at a bargain. Stock and Tinner's Tools about $5,000. Correspondence solicited. Address, HARDWARE Office.

FILE BUSINESS CHEAP—SEVEN HUNDRED dollars will purchase all the plant, a large quantity of unfinished stock, office and store outfit; good-will thrown in; present owner not understanding the business. Files, 150 Front street east. Also a lot of new files for sale cheap

SHELF HARDWARE AND HOUSE FURNISHing stock, in central part of Toronto, for sale at a rate on dollar. About $3,000. Handsome store; low rent. Apply C. J.—HARDWARE. 9

FOR SALE.

HARDWARE, STOVES, FURNITURE, AND house-furnishing business for sale, in a Northern village, centre of a lumber region; no opposition; doing a business of about ($18,000) eighteen thousand dollars per year. Liberal terms to the right person. This is a chance of a lifetime, write for particulars. Address D. C. M., care HARDWARE, No. 6 Wellington Street West, Toronto, Ont.

FOR SALE.—THE OLDEST HARDWARE business in the Town of Windsor, Ont. The best location in the town. Can give a long lease of premises if required. Stock will inventory about $15,000. Retiring from business is reason for selling. Address, Box 464, Windsor, Ont. 10

TELEPHONE 2164.

H. D. SIMMONS,
Manufacturers' Agent,
74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware Specialties, Iron Pipe, Hot Water Boilers and Fittings, etc.

Send for Prices.



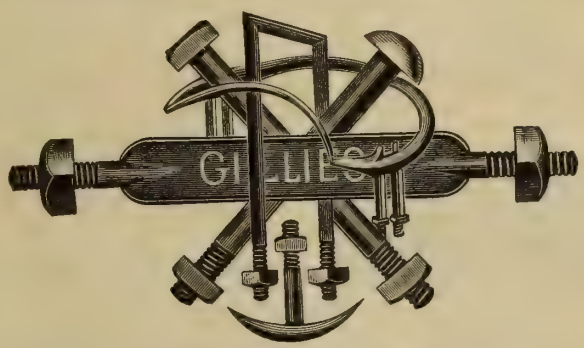
A. B. JARDINE & CO.,
Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

BOLTS



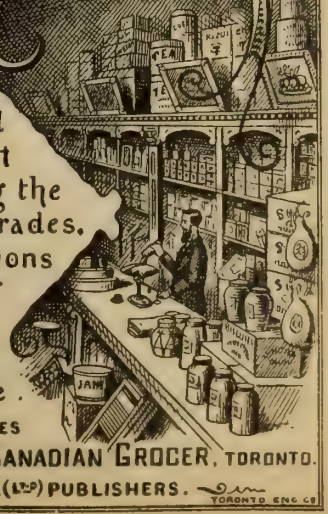
FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER



which will keep you informed on all important questions affecting the grocery & allied trades. Its market quotations are full & reliable which alone are worth the Subscription price.

SEND FOR SAMPLE COPIES

Subscription $2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS.

STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.



"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices ; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is HARDWARE, issued weekly, subscription price $2.00 per year.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	22, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

Bradley M.L.S.	Per box	
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 50	8 75
D.C., 12½ x 17	4 00	4 25
D.X., "	5 00	5 25
D.X.X. "	6 00	6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

essemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 25	8 50
I.X. Terne Tin	10 50	10 75
Old process I.C.	13 00	
" " I.X.	16 00	

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates.

72x30 up to 24 gauge	6¾	7
26 "	7¼	7½
28 "	7¾	8

Iron and Steel.

	Base	Price.
Common Iron, per 100 lb	$2 10	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6	6¼
" ¼ " "	5¼	5¼
" 5-16 " "	4¾	5
" ⅜ " "	4¾	4¾
" 7-16 " "	4¼	4¼
" ½ " "	4	4¼
" ⅝ " "		3¾
" ¾ " "		3 1-5
Trace, per doz. pairs	$3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz yards	0 13	0 50
Jack chain, double, per doz yards	0 15	
Jack chain, brass, single, per doz yards	0 20	1 10

Copper—*Ingot.*

English B.S. "	0 14	0 14½
Lake Superior	0 13	0 13½

Bolt o" Bar.

Cut lengths, round, ½ to ⅞ in.	$0 22	$0 25
" round & square 1 to 2 in	0 2	0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17	0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18	0 19
Planished and tinned, 14x 48 and 14x60	0 28	0 29

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20	0 22
" 35 to 45 " "	0 19	0 21
" 50 lb and above per lb	0 18	0 20

Boiler & T. K. Pitts.

Plain Tinned, per lb		0 23
Spun " "		0 27

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 25	0 27
From 20 gauge, up	0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21	0 23
" " 27 to 30 "	0 23	0 25
" " 30 and up	0 26	0 28
Sheets, hand-rolled 2x4 ft.	0 23	0 25

Zinc Spelter.

Foreign, per lb	0 05½	0 06
Domestic "	0 05½	0 05½

Zinc Sheet.

6 cwt casks	0 06⅝	0 06¾
Part casks	0 06¾	0 07

Lead.

Imported Pig, per lb	0 03½	0 04
Domestic "	0 03¾	0 04
Bar, 1 pound		0 05
Sheets, 2½ lbs, per square ft, by roll	5 00	5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75	5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17	0 19
Crown	0 16	0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 15½	0 16
Other makes "	0 14½	0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½	5½
No. 1 Do. "	0	5
No. 2 Do. "	0	4½
No. 3 Do. "	0	4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre "	0 06
French "	0 05
Marine Black "	0 09
" Green "	0 09
Chrome "	0 08
French Imperial Green "	0 14

Colors, Dry

Yellow Ochre(J.C.) bbls,p.cwt	1 35	1 40
" " (J.F.L.S.) " "		2 75
Venetian Red (R.C.2) " "		1 50
Ven. Red, Cookson's "	1 80	1 90
English Oxides " "		3 25
American " " "		2 25
Canadian " " "		1 75
Paris Green, Berger's ex. deep, per lb		0 15
Burnt Sienna, per lb		0 08½
Burnt Umber "		0 05
do pure		0 08
Drop Black "		0 09
Chrome Yellows "		0 12
" " Lemon pure, 8 lb. tins, per lb		0 19
Chrome Greens "		0 12
Golden Ochre		0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
do Turpentine "	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56	0 58
Boiled "	0 59	0 61

Turpentine (in bbls)

Selected Packages, per gal	0 54 0 55

Castor Oil.

Best, per lb	0 10	0 11

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 12
Cabinet makers	0 17	0 18
White	0 16	0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000 ..... $0 25 $1 60

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing	per gross	0 65	1 59
Pegging,	"	0 65	1 25
Brad,	"	0 85	1 60
" handled	...	3 60	7 30
Saddlers',	"	0 45	1 60

Awl Hafts.

Patent Peg, per gross ... ... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 pe cent.

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best. ditto, 37½, 40 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits—*Auger.*

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's,	per doz	0 65	0 90
Diamond, Shell	"	1 00	1 50
Nail and Spike,	per gross	2 25	5 20

Blind Rollers.

Annex	..... per doz.	1 25	1 75
Mascot	..... "	1 35	1 85
Erminie	..... "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis, 70 to 70 and 10 per cent. dis.
Tire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Butts—*Brass.*

Wrought Brass dis. 60 and 10 o 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70. 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz..	3 75	4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	....

Carpet Sweepers.

Bissell, per doz	...	22 50
World "	....	21 75
Daisy, "	....	24 00
Star, "	....	18 00
Crown Jewel, per doz ...	....	29 00
Grand Rapids, "	....30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	....	2 70
Thorold "	....	1 10
Queenston "	....	1 10
Napanee "	....	1 10

Chalk.

Carpenters' Colored, per gross	0 90	1 10
White, lump, per lb	0 01¼	0 01½
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	....	2 0
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 30 to 33⅓ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz.	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz		1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.45	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.

1st break	.....	$3 65
2nd "	.....	3 90
3rd "	.....	4 60
4th "	.....	4 95
5th "	.....	5 40
6th "	.....	5 90
7th "	.....	0 50

Picture Glass.

Pilkington's ordinary.

1st break	.....	4 30
2nd "	.....	4 70
3rd "	.....	5 40
4th "	.....	5 90
5th "	.....	6 50
6th "	.....	6 90
7th "	.....	7 70

Glue Pots.

Tinned, each	0 30	0 90
Enamelled "	0 55	1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe	per doz	00	3 50
Store door	"	1 00	1 80
Chest, per doz pairs	.....	0 40	2 50

Chisel.

Firmer	per gross	3 00	4 50
Socket Firmer	"	3 25	8 00
Socket Framing per gross		3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross..	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO., London, Ontario.

Write us before you place your orders for

SPRING IMPORTATIONS OF WINDOW GLASS

Our prices will be right and quality of glass and packages A 1. Also Enamelled, Cathedral, and Muffeled Glass in all tints, supplied from stock or Imported direct to customers.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 50 and 5 to 50 and 10

Horse Shoes,

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.

Bronze, Berlin, per doz ..	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava "	8 75	10 00
Shutter, porcelain, F. & L screw, per gross	$1 30	4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass "	4 00	4 50
All glass, "	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp't'rs', hickory "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut, American basis, per keg base, price 2 30
Brads & Moulding Nails, 75 per cent. from new list.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon	3 38 4 00
Diamond.....	12 00 15 00

Oil.

Canada Refined Oil (Toronto)	15	16
Carbon Safety "	0 17	0 18
Canada W.W. "	0 20	0 22
American W.W. "	....	0 25
S. R Seal .....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, "	40	1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 50 to 52½ per cent.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 per cent.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 12½ to 15 per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 7 40 10 25
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz.....	55	1 00
Axle	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set...	....	72
" hollow, per inch	....	1 00

Putty.

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot....	3	3½
Sliding Door, "	3¼	3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to 50 p.c.
Iron " " 40 to 45 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10½ 10¾	12½ 13
¼, 5-16, ⅜ in.....	11 11½	13 13½
3-16 in	11½ 11¾	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	0 85	0 90
" N P. "	1 15	1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 2¼ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each....	1 75	2 75
" frames only		75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz	2 10	4 50
Foot, "	40	3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.

Bench, wood, per doz....	3 25	4 00
Bench iron per doz.....	4 25	5 75

Terms—4 months or 3 per cent. cash.

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned,	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, "	1 80	2 25

Snaps.

Harness, German, p. gro.	1 65	5 50
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ½ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent.

Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00
Dessert " ..... "	21 00	.....
Table " ..... "	30 00	30 00
Dessert Forks.... "	24 00	.....
Medium " .... "	27 00	.....
Table " ... "	36 00	.....

Squares.

Iron, per doz	1 65	2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4¾
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		0 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz 1 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent.
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz.....	0 35	1 50
Rat "	2 00	4 50

Trowels.

Disston's, discount 10 p.c.

German, per doz.....	4 75	9 00
Brade's "	00	10 50

S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, per lb.....	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 14
" Red cap.....	.....	0 12
" Crown.....	.....	0 11
" Silver Composite		0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50½
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Tinned Wire for Broom and Mattress Makers' use, 7½ per cent. dis. from List.

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	4¾	5
" 4 " 4 & 6 " "	4¾	5
" Plain twist, 2&3 wires	4¾	5
" Steel thorn and ribbon.....	5	5½
"Lock Barb," 4 point	....	0 04½
Ditto Glidden 2 point	....	0 04½
Galvanized Barb, "Lyman," 2 to 4 points.....	.....	0 04½
Steel staples	0 04½	0 04½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.

Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON HALL MILLER & CO. QUADRUPLE PLATE HOLLOW WARE

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

Tulloch & Co'y

Manufacturers' Agents and Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmans' Stores, Linseed Oil.

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

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We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for Catalogue.

THE SUPPLY CO.,
Niagara Falls, Ont.

SASH CORD

"Peerless," "Liberty," "Harmony."

Manufactured by

TRAVERS BROS. CO., N.Y.

W. S. McGREGOR, Agent,
11 and 13 Front St. East, Toronto.



BAR-LOCK TYPE WRITER.

The Best Machine on the Market.

Secures visible writing, permanent alignment, automatic paper feed and ribbon reverse, great speed and manifold power, with easy manipulation and control of machine, etc.

A. M. COLQUHOUN,

AGENT FOR

TORONTO AND WESTERN ONTARIO,

TELEPHONE 181.

71 Adelaide St. E, Toronto.

Hardwares, Please stock Spooner's PHENYLE Disinfectant Deodorizer and Germicide Powder (Bannerman's Patent).

The most effective known to Modern Science. Prevents disease and "Sweetens things generally" urgently needed in epidemic localities. Send for information, everyone can afford it. (Brother-in-law to Copperine), good seller winter and summer. Nicely put up.

ALONZO W. SPOONER,

Maker for Dominion.
Port Hope, Ont.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST. W., TORONTO.

Telephone 1112.

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Send Ten Cents to the HARDWARE PUBLISHING Co. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods.

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

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HARDWARE.

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ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

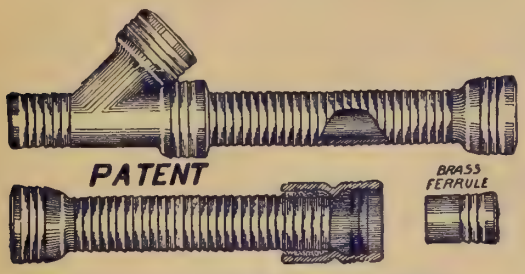
MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

CORRUGATED SOIL PIPE AND FITTINGS



MARKS AN ERA IN SANITARY REFORM.

Approved by Architects,
Plumbing Inspectors, and Master Plumbers.

No Extra Cost. Increased Strength. Perfect security against Poison from Sewer Gas.

SEND FOR CIRCULARS.

H. R. IVES & CO.,

SOLE MANUFACTURERS, MONTREAL.

A. ALLAN, Pres. J. O. GRAVEL, Sec-TREAS.
F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY

OF MONTREAL.

Capital $2,000,000.



Sole Agents and Manufacturers of the

Forsyth (Boston Belting Co'y) Patent Seamless Rubber Belting

For the Dominion of Canada.

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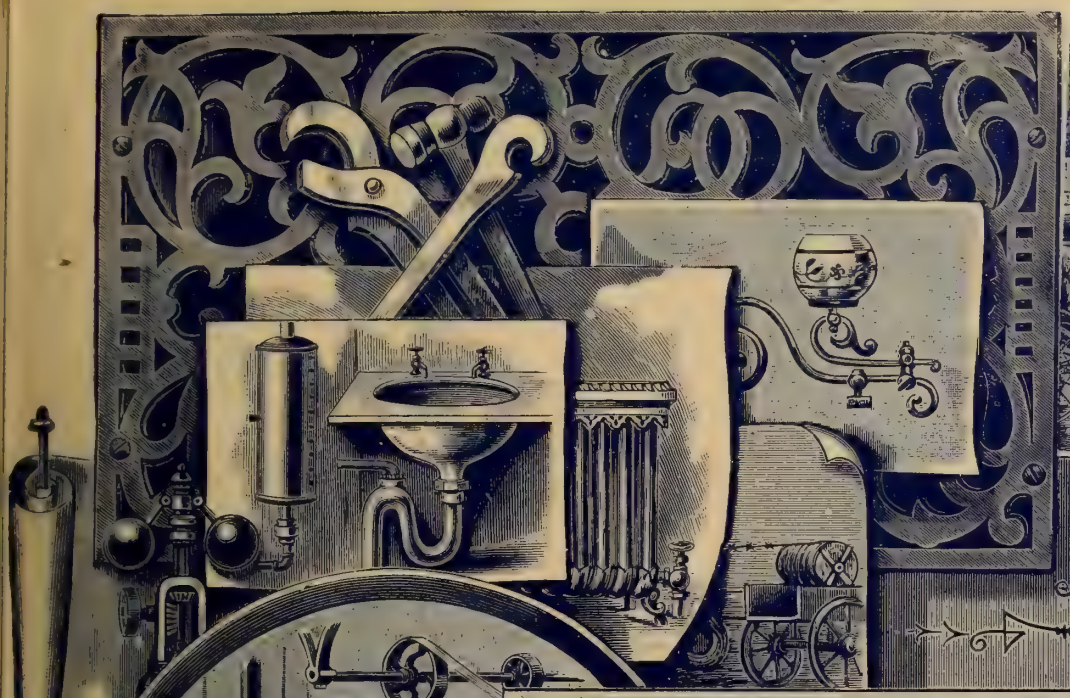
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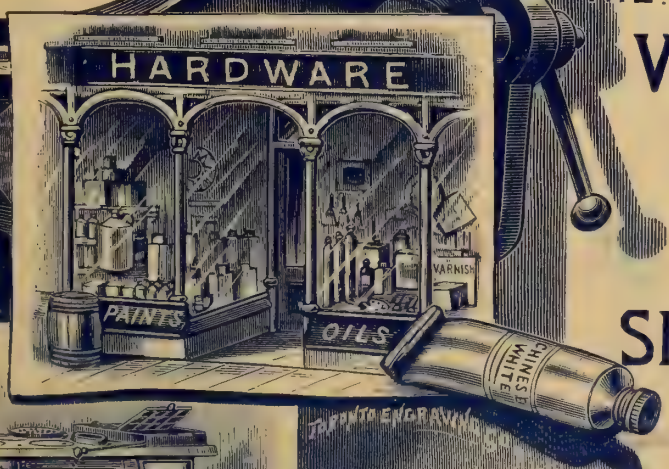
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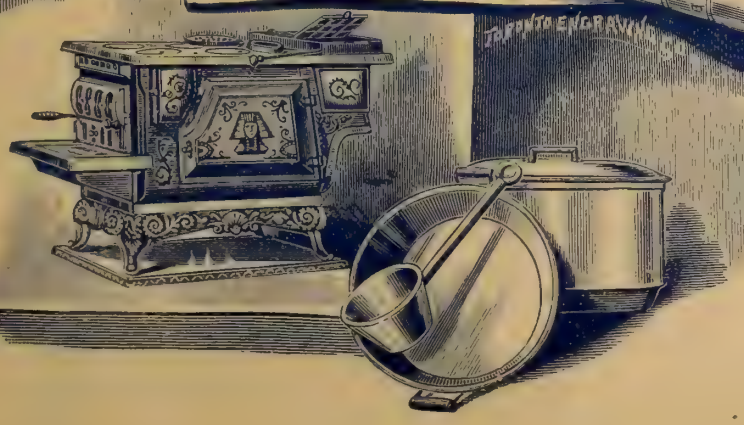
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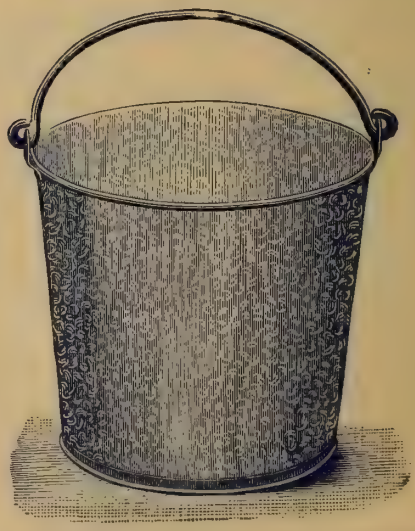
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PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, MARCH 5, 1892 No. 10

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St. A. J. Ritchie, Manager.

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A traveller who accepts an order upon the condition that it is subject to cancellation if the retailer can secure a lower price from any other house, does about as foolish a thing as it is conceivable for a business man to do. He at once gives a basis of operation to the retailer for a vigorous assault upon prices, and almost insures the latter against paying so high a price as that which the quasi-contract calls for. The traveller virtually puts the sale out of his reach when he consents to so absurd a reservation. With the refusal of such an offer in his hands, the retailer is in a much stronger position to negotiate for a greater concession from some traveller who comes after the one who has committed himself to this arrangement. If the retailer cannot prevail upon another salesman to come down to or shade the price in the open offer, he is very likely to keep this to himself, and to represent the fact otherwise and to ask an alleged equal reduction in the standing offer. Such orders are indefinite, unsettled and mischievous. A traveller ought to be above accepting them. Those who do accept them say nothing about the proviso when they report to their house, and the orders are booked in good faith. Some jobbers are very explicit in their instructions to travellers that such orders shall not be accepted. There are travellers so eager for business that in certain abnormally cut lines they will give guarantee prices—that is they will pledge themselves to sell the goods below the price of any other offer. This of course is exceptional and when competition is at fever heat.

* * *

The practice of dating ahead is another outcome of excited competition, and is carried on quite extensively at this time of year by the jobbers of paint, oil and window glass. Extreme anxiety for business puts travellers in the field long before there is any motive to the wants among consumers. The desire to outstrip rivals is the cause of this premature business. Orders are taken, not for future delivery, but for forwarding to stock at once. But the contract is dated a month or two ahead so as to time its maturity, as nearly as possible, with the going into consumption of the goods. There is no need for this. The ill effects of dating ahead are very familiar phenomena in the dry goods trade, where they have led to over-buying and its ruinous consequences. Some one may lose by this method of dating present business. Suppose a bill of goods, bought on the 15th of February but dated as if bought on the first of April, were shipped to stock a few days after the date of actual buying. In the interval of six weeks between the delivery of the goods and the beginning of the responsibility to pay for them, there is ample time for accidents. The buyer may fail or his stock may be burnt. If the buyer should assign, say on the first of March, would the house holding the future-dated paper have any claim against his estate? What document could it show to base a claim upon? Not the note or the order dated on a month ahead. That could be no satisfactory evidence of liability incurred by the insolvent. That paper would not be likely to support a claim until on and after the first first of April, when it could be presented against a man whose affairs had been wound up by other creditors, and out of whom little could be got.

* * *

A combination to maintain a fair profit cannot be objected to. In most lines of manufacture this is all a combine can do. If it attempts to kite prices to much it overreaches itself. This has been the case in the leading trusts of the United States, of which the linseed oil trust and the beam trust are fair specimens. These went in for inordinate profits and by so doing they called rivals into existence. The latter felt they might as well have a share of the wide margin and went into the industry simply because prices were high. The collapse of the trusts followed this creation of new competitors. If combines keep in view the usual object set forth in there propcsals of union, namely, the economy of production and distribution that will be gained by combination, they will realize ample returns from simply fair profits. They will extend the period of their own existence by sticking to fair profits, and will not incur that odium which makes it an easy matter for new rivals to find support. When the excesses of competition are removed and a large part of the expenses for travellers, rent and other formerly separate outlays of the members are cut down, fair profits cannot but increase capital.

* * *

The spring outlook for trade in builders' hardware does not brighten for city retailers. The building trade is not in a condition to inspire confidence in capital, which is also timid on account of the reaction in real estate. A large number of builders have failed, many with heavy liabilities, and the list is lengthened every week. Not only do these failures augur ill for future business among local hardwaremen, but they fall heavily upon the present affairs of these traders. Among the liabilities in every case of failure are debts due to hardware merchants for material supplied for last year's operations. The total amount of these debts is very large, some of the accounts running up to five and six hundred dollars. Some of the smaller builders have been able to postpone the crash by loans, but the procession of calls upon them could not be withstood. In one case a builder has been besieged in his own house by a bailiff for the past half dozen days, holding communication with the officer of the law through the keyhole.

AMALGAMATION OF PAINT MAKERS.

On Tuesday last, negotiations that had been long on foot for a consolidation of paint manufacturers, were brought to a conclusion, when the Canada Paint Co. formally took over the properties of the houses it bought out. The manufactories thus merged in the new company are the A. G. Peuchen Co., Toronto, Fergusson, Alexander & Co., and The William Johnson Co., both of Montreal. The directors of this big composite concern are the same men, with the addition of Mr. Munro, as constituted the Board of the A. G. Peuchen Co., namely: Mr. S. F. McKinnon, President; Mr. W. H. Howland, Vice-President; Mr. H. M. Pellatt, Mr. Samuel Trees, Mr. Thos. Walmsley, Mr. William Bell, and Mr. A. G. Peuchen. Mr. Munro is manager, with head office at Montreal, and Mr. Peuchen is assistant manager and will look after the works in this city. Fergusson, Alexander & Co. have got stock for their plant, but the William Johnson Co. goes. out. The company's charter limits the capital to $450,000, of which already a considerable proportion has been subscribed. A large share of the credit for bringing the big scheme to a successful close is due to ex-Mayor Howland, the vice-president of the company.

The new concern starts under promising auspices. It is in capable hands and has a strong financial backbone. There is not a dollar of debt against it, as it has assumed none of the liabilities of constituent concerns. Mr. Munro, the manager, held a like position in the business of Fergusson, Alexander & Co., in which firm he was a partner. Forty years of experience in paint manufacturing makes him a competent man to undertake the direction of the new company's affairs. He is ably seconded by Mr. A. G. Peuchen.

The company does not contemplate the raising of prices, but it aims at the cutting down of expenses. It is expected that the yearly cost of doing business will be reduced by almost $100,000. This will be the source of dividends. In the first place the work of manufacturing will be concentrated in two factories, and the division of labor between these will be with an eye to further economy. The Montreal factory will be that formerly run by the William Johnson Co. Dry colors, Paris green, heavy goods and chemicals will be made at the Toronto factory, which also will be the western shipping depot for all the lines formerly made by the three manufactories incorporated in this. The Montreal factory will make all the other goods, and the grinding will be done in Montreal as well. Many large salaries will be saved through the industrial concentration alone, as one expensive color maker, one expensive varnish maker, etc., will do where three were employed before. The number of travellers will also be diminished. The labels and brands of all the companies absorbed will be retained, as the formulas for the manufacture of all the staples and specialties, as well as the right to use the brands have been transferred from the former proprietors to the Canada Paint Company.

ADVERTISING ACCOUNTS FOR SALE.

Among the legal decisions upon appealed cases, given on another page, is that of Green vs. Minnes, which was originally tried last summer at Kingston before Justice Rose. That case was an action for damages from the defendants, Minnes & Burns, merchants, and E. S. Andrews, a collecting agent, for posting the name of the plaintiff's wife as a debtor, and offering for sale an account against her of $59. Judge Rose gave a written opinion and a verdict in the case, holding that there was no libel in the publishing in this manner of an account which every other means of collecting had failed to collect. But the verdict of the judges who tried the appeal, it will be noticed, set aside the ruling of Judge Rose and awarded $50 damages to the defendant. It is important to observe, however, that the principle set up by Judge Rose was not combatted by his learned brethren of the Queen's Bench. What they reversed was his verdict in the special circumstances of this case, not the written opinion he gave upon the matter of publishing accounts for sale. The points on which the success of the appeal was based were: that the advertising of the account was to blackmail defendant, that the debt was incurred not by Mrs. Green nor Mr. Green, but by a former husband of Mrs. Green; that the amount advertised was not the actual amount. This decision shows that when blackmail or coercion to pay are the objects of advertising an account, such advertising is libel. The difficulty of proving that such advertising is for neither purpose and has neither effect, must be sufficiently great in all circumstances to make such a mode of recourse to get payment a rather dangerous one.

THE PATRON CONVENTION.

A convention of the Ontario Patrons of Industry met here on Wednesday of last week and continued in session several days. Only such of the proceedings as it was deemed expedient to give to the daily newspaper press have yet transpired, but no doubt a considerable part of the business transacted related to questions which have no important bearing upon the retail trade of the country. It appears that the reduction last July in the duty upon salt has not allayed the agricultural discontent arising from the conditions of the trade in that article of merchandise. The Patrons aim to be independent of the combination among the manufacturers, and proposals appear to be entertained for the establishment of salt works to be controlled by the Patrons. That association cannot embark upon such an undertaking as the development of a well and the opening of a refinery. It is simply a benevolent society in the eye of the law. To go into any such business as the manufacture of salt it must be incorporated under a different act from that which constitutes it a provincial entity in Ontario. Consequently it is probable that a number of Patrons will seek incorporation for the purpose of forming a joint stock salt company, which will be run for the benefit of the association, but in the name of the company incorporated. No dividends are to be made; cheap salt is the sole object aimed at. Some $15,000 is believed to be the capital necessary for the enterprise, and this it is proposed to raise by stock sold in $1 shares. If the combination at any time lowers its price below that at which the Patron works can produce salt, the latter are to be closed down during such time. The works may be set going or they may not be; they have been proposed at all events. A resolution was passed that in the opinion of the Patrons the Government should enact a law making it a penal offence on the part of any citizen or firm to unduly raise the price of necessaries. The number of members is said to be 30,000, and the number of branch associations 1,500. A Dominion charter is being applied for.

It is in keeping with other ideas of the Patrons that they would introduce law as a factor in prices. This would indeed be an arbitrarily governed country if a trader could not be left to his own freedom in the matter of what price he should ask for his goods. Legislation that had that bent had to be swept away after Adam Smith's views began to take hold in trade. The only laws that remain for the prevention of undue advantage on the side of the seller are the local market laws that provide for the inspection of weight and quality in certain lines. Supply and demand will determine prices without the intervention of law. If law should be imported into the matter at all, it ought to be to sustain rather than to depress prices. The tendency of prices is downward in nearly all lines, and the effects of this are what the farmers themselves are suffering from. If they had to pay more for the things they buy they would be able to get more for their grain and other produce. Competition is one great agency that acts on the side of cheapness. No act of parliament would make the majority of lines any cheaper than they already are. The idea that combination unduly advances prices is perhaps more of a bugbear than it ought to be. Combines are learning that the advantages of union are in the reduction of expenses, and not in the advance of prices. The history of combines in the United States shows that the attempt to realize very high prices always brought new competitors into the field, who could perceive in the margin between a fair price and an immoderate one, a sufficient guarantee of protection to cope with the union upon.

SOME BUSINESS LAW.

In each of the following appeals, disposed of last week in Osgoode Hall, there is an important point for business men to make note of. The first relates to prefered creditors, and was heard before Chief Justice Armour and Justice Street in the Queens Bench Division, of the Divisional Court. It was the case of Lane v. Dungannon Driving Park Association.—Judgment on appeal by the unpreferred creditors of one Henderson, who had assigned to the plaintiff for the general benefit of creditors, from an order of Galt C. J., in chambers, directing distribution of a fund in court to certain holders of orders in priority to the appellants. This fund was paid into court by the defendants and was the fund charged by Henderson by means of orders upon the defendants in favor of creditors. Galt, C. J., held that these orders were equitable assignments pro tanto of the fund. The appellants contended that the orders were bills of exchange, not validly accepted, and that the fund should be distributed ratably. The appeal was argued on the 21st May, 1891. Judgment was then reserved, and on 19th June, 1891, the court held that the affidavit evidence was not satisfactory and directed that further evidence should be taken at the Goderich Autumn Assizes, 1891. This was done, and instead of the case being re-argued orally, written arguments were put in by agreement, and the case stood for judgment. Street J., held that the orders were not good equitable assignments by themselves, but looking at the evidence that they were good equitable assignments. Armour, C. J., came to the same conclusion on different grounds. Appeal dismissed with costs, here and below to be paid by the appellants. W. H. Blake for the unpreferred creditors. Garrow Q. C., for the holders of orders. Hoyles, Q. C., for the plaintiff.

In the Common Pleas Division were three important decisions. One was in the following case of fraudulent conveyance of goods, heard before Chief Justice Galt, and Justice Rose.

Masuret v. Stewart.—Judgment on appeal by the plaintiff from the judgment of Meredith, J., who tried the action at the Chancery Sittings at London, in November, 1891, dismissing it with costs as of a demurrer. The plaintiff sought to recover the value of a stock of goods transferred by the defendant Stewart, a judgment debtor of the plaintiff, to the defendant Lampman, who in turn disposed of it for value to a bona fide purchaser. The learned judge found for the plaintiff on the facts, holding that the transfer of the goods to Lampman was not bona-fide, and might have been set aside as fraudulent, but that the purchase money paid to Lampman could not be recovered, and that the plaintiff had therefore no remedy. Held (referring to a judgment of Lord Romilly in Cornish v. Clarke, L. R. 14, Eq. 184) that the moneys in the hands of Lampman are subject to the claims of the creditors. Judgment accordingly declaring the arrangement between the debtor and Lampman to have been a fraudulent scheme to defeat the creditors, and ordering Lampman to pay the proceeds of the sale of the goods in question into court to be subject to further order ; and to pay the costs of the action and of this motion. Further directions and costs reserved as respects the distribution of the moneys to be paid into court. Gibbons, Q. C., for the appeal. W. R. Meredith, Q. C., for the defendants contra.

An action before the same judges to recover on a non-negotiable bank check was that of

Wolters v. McLaughlin.—Judgment on motion by the defendant to set aside the judgment of Street, J., who tried the action without a jury at Toronto, and to dismiss the action, or for a new trial, and on motion by the plaintiff to increase the plaintiff's recovery to the full-face value of the instrument sued on. Action on a non-negotiable bank cheque drawn by the defendant and handed over by the payee to the plaintiff, who gave value for it in the presence of the defendant as alleged. The trial judge gave the plaintiff judgment for the value of the goods of the plaintiff, which the defendant received in the transaction, which value was less than the face value of the cheque. Both motions dismissed with costs. W. R. Meredith, Q. C., and F. McPhillips for the defendant. H. Symons and D. W. Saunders for the plaintiff.

McLean v. Clark, before the same judges was a partnership case. Judgment on appeal by the defendant Clark from the judgment of McMahon, J., who tried the action at Perth. The appellant had carried on business at Smith's Falls, and had sold out to his co-defendant Maitland, taking as part of the consideration a chattel mortgage dated 15th June, 1887. The defendant Maitland wished to use Clark's name in his business, and Clark consented to allow him to carry it on under the trade name " Clark, Maitland & Co." on condition that a partnership memorandum showing Maitland to be the sole owner of the business should be registered. By oversight, the memorandum was not registered till the 26th of February, 1888. The plaintiffs, a firm of merchants in Montreal, gave credit to Maitland, and in this action sought to make Clark liable for the indebtedness of Clark, Maitland & Co., first, because Clark by his action in allowing his name to be used had held himself out as a partner, and second, on account of an alleged subsequent contract of guarantee entered into with them by Clark. The appeal is dismissed with costs, the court being of opinion that Clark's actions were sufficient to fix him with liability to the plaintiffs: and that he should have notified them of the change in the ownership of the business. B. M. Britton, Q.C., for the appeal. McCarthy, Q.C., for the plaintiffs, contra.

A well-known collecting agency case was appealed before Chief Justice Armour and Justice Falconbridge. It was as follows:—Green v. Minnes.—Judgment on motion by the plaintiffs John Green and his wife Sarah Green to reverse the judgment or verdict of Rose, J., in favor of the defendants or for a new trial. The action was brought against Minnes & Burns, shopkeepers, of Kingston, and E. S. Andrews, doing business as the Canadian Collecting Association, for libel in advertising for sale an account of Minnes & Burns for $59 against "Mrs. J. Green." The action was tried at Kingston, and by consent the jury was dispensed with and the judge tried the case as a jury and found a verdict for the defendants. He gave a written opinion, in which he held that the mere advertising of an account for sale was not libellous. The plaintiffs contended that the advertising of an account for sale was simply a device for blackmailing them and endeavoring to coerce them into paying the debt, and that at all events the account should not have been advertised the way it was, inasmuch as the liability to the defendants Minnes & Burns was incurred by the first husband of Mrs. Green or by his estate, and that certainly the plaintiff John Green had nothing to do with it, though the publication tended to bring him as well as his wife into contempt. It was also contended for the plaintiffs that the evidence of the gentleman who acted as junior counsel for them was improperly rejected, and also that the plaintiffs were entitled to a new trial on the ground of surprise. The court held that the action was maintainable, that the poster was libellous, and that the libel was not justified, because the amount advertised as due was greater than that actually due. Motion granted and judgment to be entered for plaintiffs for $50 damages and costs. Aylesworth, Q. C., for the plaintiffs. John MacIntyre, Q.C., for the defendants.

In the Court of Appeal, before Judges Hagarty, Burton, Osler, and Maclennan, the following case was heard :

McKittrick v. Perry.—Judgment on appeal by the defendant from the judgment of the junior judge of the County Court of York in favor of the plaintiffs in an action brought in that court and tried before the junior judge without a jury. The action was brought for the price of a furnace sold to the defendants for the purpose of heating his dwelling house, the defence being that the furnace did not heat the house as it was warranted to do, and there being also a counter claim for damages by reason of the defective heating. Judgment was given by the judge below for the amount claimed by the plaintiff with costs, and dismissing the counter-claim with costs Appeal allowed with costs, and judgment for the defendant upon his counterclaim for $50 damages and costs ; the plaintiffs to be allowed. to have their furnace. Fullerton, Q. C., for the appellant. Bigelow, Q C., for the respondents.

In the same court and before the same judges, with the exception of Justice Olser, the following case was disposed of :

Osler v. Mutter.—Judgment on appeal by the plaintiffs Osler, Teetzel & Co. from the judgment of the County Court of Wentworth pronounced in favor of the defendant in answer to questions agreed upon by the parties and submitted by way of special case. The plaintiffs were execution creditors of the defendant, and the question at issue was whether or not a receiver appointed at their instance was entitled to receive under their judgment and to pay over to them certain insurance moneys payable to the execution debtor in respect of goods exempt from execution which had been destroyed by fire. The insurance company had the option of restoring the property or paying the loss sustained, and chose the latter alternative, though the defendant requested that the goods be replaced. The court below held that moneys receivable by an execution creditor under the circumstances indicated were not available by way of execution at the instance of a judgment creditor ; that sums so received might be used by the debtor in the restoration of the property exempted as against a judgment creditor, and that the debtor might receive the insurance moneys and reinvest them in goods similar in nature to those destroyed. Appeal dismissed with costs. McBrayne (Hamilton) for the appellants. Bell (Hamilton) for the respondents.

ANOTHER EXAMPLE.

Melville & Co., general dry-goods merchants, of Owen Sound, have made an assignment of their affairs to John McClung, of 18 Wellington street east, Toronto. The liabilities are at present unknown. This firm courted failure by its alliance with the Patrons of Industry. The reaction against the Patrons cannot but be hastened by such results of signing their trade compact. Failure appears to be the inevitable and speedy destiny of those whom the Patrons once fasten upon. They do immense injury to trade in this way, and the extent of the injury is not to be measured by the failures which overtake those merchants who have subscribed to their conditions. Those merchants do fail, many of them already have failed, but the free competitors whom they drag down with them are numerous, and represent the loss which is especially to be deplored. Take a neighborhood where there are three or four stores under the thumb of the Patrons. When a man has maintained his independence against the competition of three or four Patron merchants within the range covered by his custom, he is next beset by a new form of irregular opposition in the sacrificing of the bankrupt stocks from the stores of these Patron merchants. He survives the Patron merchants, but he has almost certainly to succumb to the slaughtering of their bankrupt stocks. This is how they demoralize business They make use of the weaklings to sap the strength of the sturdy men in the trade. Wholesalers who sell to Patron merchants are parties to this injury to trade. They ought to have a little real concern for trade to moderate their eagerness to do business.

HARDWARE MEN AT DINNER.

(Specially reported for HARDWARE.)

The members of the hardware and metal trades in New York met last night, February 23rd. The particular subject of the dinner was the disposition of same by the use of cutlery. Sherry furnished the dinner,also the cutlery, and 400 diners enjoyed the viands spread for them in the white and gold parlors and dining-rooms. It was just thirty-two years since the last celebration, and this event was talked over and commented upon by the older members. Three dinners were given between 1858 and 1860, but after that time the hardware merchants were so busy selling gunpowder, guns, etc., to give any attention to the subject of re-unions as the war was the subject of all efforts.

At the head of the table sat the chairman, Webster R. Walkley in company with Wm. H. McElroy, of the New York Tribune, David M. Stone, of the Journal of Commerce, ex-mayor Hewitt, the Rev. James M. Buckley, David Williams, of The Iron Age, Geo. H. Sargent, J. B. Sargent, mayor of New Haven, W. W. Supplee, R. R. Williams, of The Iron age, and other gentlemen, representatives of the hardware trade in New York and surrounding country.

A bronze relief panel ornamented the table, representing the original smith leaning on his anvil.

A novel feature of the dinner was the singing of the Orpheus Society, this being one of the leading quartettes in New York among amateur circles. At 9 o'clock the chairman opened the oratorical part of the programme. David Williams answered the first toast, "Hardware Dinners," by saying: "In view of the history of the trade as to dinners, this toast reminds me of the story of the snakes in Ireland. How much the trade has lost by the absence of these dinners, no one can tell. How many a man who has carried in his heart a bitter feeling against his competitor might have found him the jolliest of good fellows if he could have met him at a hardware dinner." Mr. Williams spoke of Peter Cooper, one of those who partook of the last dinner, and at the close the applause was loud and long. In conclusion the speaker said that he hoped never again in the history of the trade would it be necessary to use the words of the Governor of New Hampshire to the Mayor of New York, "It's a long time between meals."

Ex-Mayor Hewitt next spoke on the "Iron and Steel Industries." Hewitt was heartily cheered. Some of his remarks were: "We are called together to honor a trade that began when Adam delved and Eve spun, for after that unfortunate first meal in Paradise I imagine that the first thing sought were tools with which to earn an honest living. If hardware was the first it would also be the last, lasting until the final syllable of recorded time." In closing he said: Our future progress depends on the solution of certain great problems. We are in a great ferment. We trust and hope, but the future is not certain. We must first have honest money. Any proposition that seeks to degrade the currency 30 per cent. must be frowned upon. The right of labor, where and for what price they choose, must be secured even in the face of combinations of ignorance and jealousy. I do not deny the right of association. It is a sacred right. As sacred as the right not to associate."

"The Past and Present of the Manufacturer was the next toast replied to by Mayor J. B. Sargent, of New Haven. The Rev. Dr. Buckley then talked on "Iron and Theology" and was most interesting. The text was: "As iron sharpeneth iron, so doth a man sharpen the countenance of his friend." For fifteen minutes the Doctor kept a smile on the faces of the diners, and he concluded by saying: a man who has iron in his blood never moulds public opinion. Unless a man has iron in his blood he can't be a moral man. It was so with Cromwell's Ironsides, with the Quakers and the Puritans, but the trouble with many men and institutions to-day is that they are part iron and part clay.

W. H. McElroy made an amusing speech on "Subjective Hardware," saying among other things: "As I have been sitting here I have been overcome with the thought that the hardware trade is the most shrinking flower that blooms. Mayor Hewitt says that all modern civilization is due to the iron trade. Another said that Dante and Milton were not 'in it' with Peter Cooper, because the latter was an iron man. I am not a hardware man, but I venture to except to the statement recently made that the screw dates from the 16th century. Unless my Biblical education is at fault,the way Pharaoh played it on the Israelites established the existence of a well-developed "screw" in the early Egyptian history."

"As to subjective hardware there is a story, that one day at St. Helena, Napoleon stood looking out over the sea, and when asked what his thoughts were, replied that he was thinking that if all the iron that had entered his soul could be made objective he could start the biggest hardware store in Europe. This story somehow has escaped all the biographers of Napoleon. The trouble now is that we give too much time to objective hardware as a means for making money and that we forget all the things that make life sweet and worth living. In conclusion I congratulate you for three reasons —first because your presence here after so long a dinnerless interval is a proof that business is prospering; second, because you have to do with iron—it is a base metal; but after all, silver and gold are at the bottom of most of the baseness of the world; third, because the hardware store is a prefiguration of the millenium, for in it spears are beaten to ploughshares and the nations of the earth forget to make war on Chili.

The other toasts were: "The Future Manufacture," by David Goodell; "The Ethics of trade," by Foyett R. Plumb; "Pins and Needles," by W. H. Williams; "Our Commercial Obligations," by F. B. Thurber; "Our Commercial Travellers," by Saml. A. Haines; and the "Distribution of Hardware," by Wm. W. Supples.

ENDORSING NOTES.

The practice of endorsing notes to oblige friends or going security on bonds occasions quite as much loss to easy going business men, as that which came from bad debts. Some merchants find it quite impossible to refuse requests of this kind, even though well aware of the risk involved. As regards becoming security on bonds, there is no legitimate occasion for such an operation, as there are now scores of incorporated companies of large capital that undertake this business. As to endorsing notes, this should never be done without the most ample security. The fact that a borrower of money finds it necessary to secure such a guarantee is in most cases evidence of his financial weakness, and when such a request is made, the greatest caution is warranted. In reference to this, an eastern contemporary says:

Endorsing notes is a feature which has caused more or less trouble. Endorsers are not always protected by collateral, and many a man lends his name out of pure friendship, though never expecting to be called on to pay. This is a practice that is all too common in the every day run of business. Men endorse commercial paper which a bank will not take without such endorsement. The explanation is made, "Oh, it's only a matter of form to comply with the custom of my banker. It is as good as wheat," This may go on month after month, the notes being promptly met by the maker, and all uneasiness on the part of the endorser allayed. But experience has proved that it is a dangerous custom, without, of course, proper collateral security, and one which should be discouraged on just as strong grounds as that of the bondsman.—Ex.

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THE PATRONS OF INDUSTRY AND CASH TRADE.

ALLISTON, Feb. 29, 1892.

Editor HARDWARE,

SIR,—I am indeed glad to read the several items in your valued paper on the above headings, and as the saying goes, Kash is Kash, and the sooner we get into a cash system the better. Farmers are the principal ones that ask for credit from retailers, but when they call at the bar they are always able to pay cash for their glass and to treat the fellows around them. They sell all their grain, pork, poultry, eggs, butter, and a number of other articles for cash. They call on Mr. A., who sells for cash, and leave him what they can spare. A few days later they want something else; they are now a little short of money, and so they call on Mr. B., who gives credit, get whatever they want with a promise to pay in the fall or as soon as they sell their grain, but that time never comes. They are then billed by the retailer for the amount, but they say to themselves, "Oh, we do not owe him much, let him wait." But it is these small amounts that swell to hundreds, and so the retailer is left to meet his demands as best he can, and unless he has capital to do so he must sooner or later close his doors. There are several lodges of Patrons of Industry formed around here. They can secure from certain wholesale houses anything they want, but must pay cash for the articles. One of my customers called on me a few days ago, bought a five gallon oil can and said he was going to get it filled at their store. On enquiry I found that members get their oil for 14½ cents per gallon by the single gallon or by the barrel, and that they can buy everything they want in the same way. Now when they can pay cash at their own stores why not pay cash to the retailer? We could then afford to sell cheaper, as they would have no bad debts to pay for and a great relief would be off the retailers' minds. But there are several ways that the wholesale people could protect the retailers, viz.: 1st, by selling goods to nobody outside of the retailers in business; 2nd, by selling goods to those only in their respective lines, or in other words, keep the retailers in their own harness; 3rd, by selling goods only for spot cash or 30 days. Then the retailer, unless he had a good capital, would have to sell for cash, and farmers and others would not look for credit, but would look to banks or money lenders where they could raise money at from 7 to 10 per cent. per annum, and at the end of the year each individual would be better off. But unless the wholesale people commence, I for one fail to see where the retailers can gain any footing whereby we can better the cash system or do away with the Patrons of Industry. I remain,

Yours respectfully,
WM. B. CLIFTON.

CASH TRADE.

LISTOWEL, Feb. 29, 1892.

Editor of HARDWARE:

SIR,—I have seen in the HARDWARE of late some good letters on the question of the cash system, but the one in the last issue is to my mind the best yet. I have always said, and do now say, that the wholesale men are the ones to make a start. As long as the wholesale men will keep on selling to men that will cut prices and sell goods at anything they can get for them, and then after a year or so obtain a settlement at from 25c. to 50c. on the dollar, with 3, 6, 9 and 12 months to pay in, men that pay dollar for dollar will have to put up with this sort of so-called business. I could say much more, but as Mr. John Lorentz made it so plain, I trust many retailers will give this thing a square look in the face. Thanking you, Mr. Editor, for the space,

I remain yours truly,
D. BOWYER.

RUBBER GOODS IN HARDWARE STORES.

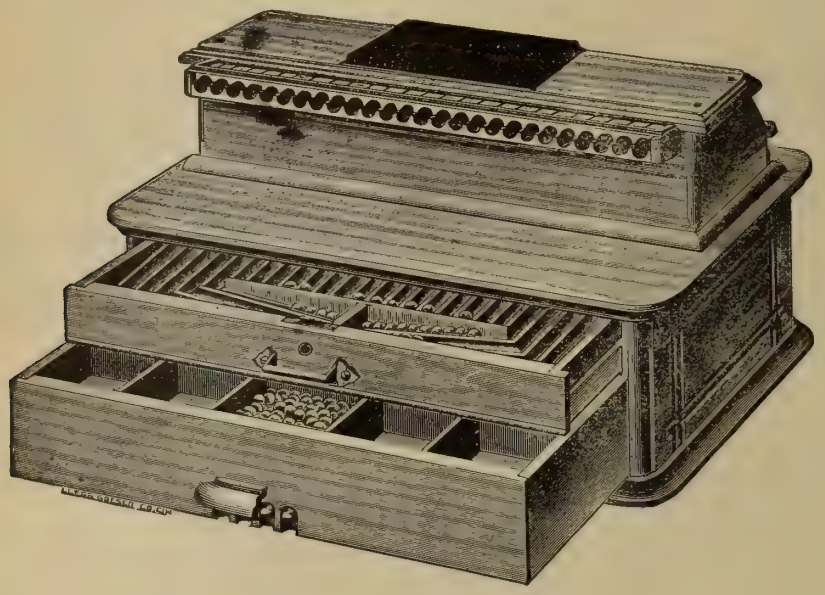
At this season of the year the hardware man is looking around for a stock of garden hose, and such rubber goods as he can profitably carry in stock in the season that is approaching. The profit on rubber goods is worthy of the attention of the retail dealer in these days of small margins, and fifty or sixty per cent. on rubber articles is not to be lightly passed over. The trouble with the hardware man seems to be to get an article of good quality, the demand being such for cheap goods that it is impracticable to furnish it except in a miserable way that is really expensive in the end. Good hose may seem dear, but one must remember that rubber in itself is sixty-five cents per pound for the best sort, and judgment ought to be used in purchasing articles which are palpably too low. No rubber manufacturer can afford to sell an article for ten, fifteen or twenty cents per pound, when the chief ingredient of it apparently is worth three or four times that sum. What does he do? He simply loads down his compound with lead, barytes, whiting or any of the hundred adulterants known too well to the mixer in the factory, puts a lot of shoddy with it, and the customer gets something that does not last through the season, when really four or five years or longer ought to be its life.

There are many articles which the hardware man could now introduce with profit, some of them now proving to be good sellers. The rubber mat is having a great run. It seems to be better than the steel mat, which for a time was the proper thing; but the rubber has every advantage, will wear as long, is more cleanly and is justly more popular. Packing sells well in manufacturing districts. There are also martingale rings, curry combs, gaskets, ice-aprons, cuspidores, force cups, wagon springs, etc., etc—a business in one or more of which could be evolved in any community, especially if it were not favored with a rubber store. It seems in some localities to be a valuable business as an adjunct to the hardware line, and even in New York city in some localities is carried on as such.—N. Y. Hardware.

NEW GOODS.

THE SIMPLEX CASH REGISTER.

The Simplex Cash Register and Indicator is the latest invention of its class and is constructed on different principles from all other Registers. In its production every detail has been carefully scrutinized, resulting in the embodiment of simplicity throughout. Space will not be spared herein to give a full description of the Register, and it is hoped that anyone contemplating the purchase of a Cash Register will carefully read each line. There should be no misunderstanding between the purchaser and the seller. The "Simplex" is extremely simple, and therein lies the secret of its low price and long warranty. Register No. 1 is designed to be used on the counter. The indicators are exposed to view in front of the purchaser. This Register cannot be used back of the counter. It is 26½ inches long; 20 inches wide; and 16 inches high. Register No. 2 is designed to go back of the counter on shelving suitable or made expressly for it. The indicators are exposed to the view of the purchaser and employee. It is 26½ inches long; 19 inches wide; and 17 inches high. No. 2 cannot be used on the counter. Both style Registers are finished in Quartered Oak with hard-oil polish.

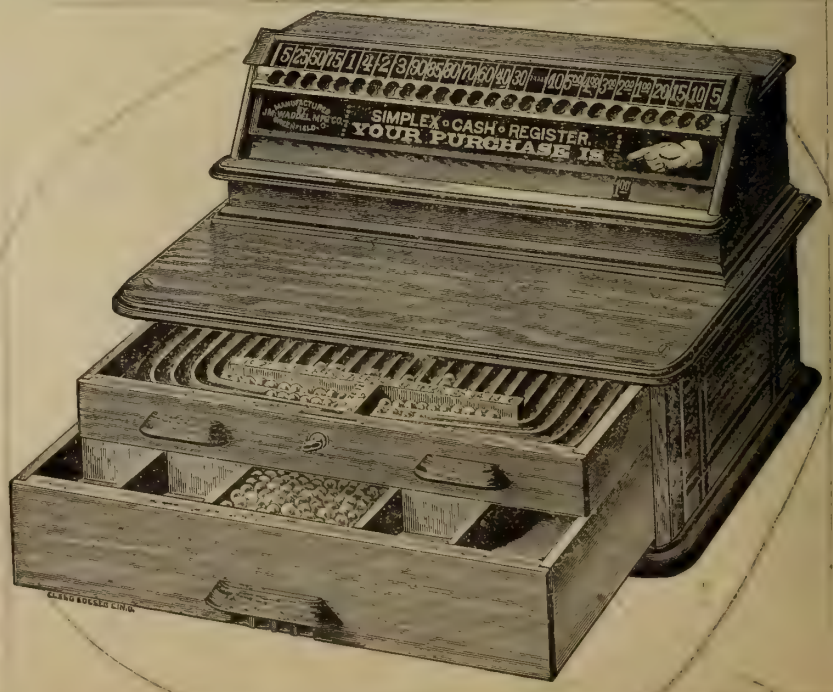


No. 1.

The cash drawer has a combination lock—simply four latches and two catches, and by reversing the latches a different combination is made. One latch may unlock while another would lock against it. This drawer has six hoppers for coin, three for bills and one for marbles.

When the cash drawer is opened a beautifully toned Cathedral Gong is sounded.

The Marble Tray or register drawer is located directly above the cash drawer, and has 26 troughs, the longer ones being used for the denominations of money most frequently used during the day. In the bottom of each trough is pasted a paper strip, on which is printed the respective denominations of money in multiple. For example: the 5c. trough would begin at 5c.; then 10c., 15c., 20c., etc., the marbles taking up the space between each figure, and the last figure visible showing the total amount of sales in each denomination. The marble tray is kept locked, and the proprietor only should have access to it. The indicators are made of metal, stamped and formed to hold a neatly printed card bearing the amount of a purchase at one end, which is exposed to view when a sale is made, while the other end is formed to retain a marble when dropped into it. There are 26 of these indicators which are strung on a wire rod and separated by screw-eyes secured to a cross bar firmly held in the Register cabinet. A swinging bar prevents the escape of the marble until the cash drawer is opened. A simple trip and trigger operates the swinging bar. The indicators are numbered from right to left respectively; 5c., 10c., 15c., 20c., $1, $2, $3, $4, $5, $10, Ticket, 30c., 40c., 60c., 70c., 80c., 90c., 3c., 2c., 4c., 1c., 75c., 50c., 25c., 5c. If preferred we can substitute $20, $40, $60, $80, by omitting four of the regular denominations. Thus it will be seen that odd and even amounts, such as 17c., 87, $1.49, etc., may be indicated and registered in the "Simplex." Directly over the marble tray, at the top of the Register, is a trough board or a series of conduits, which project from the Register, and each conduit is designated by large plain figures denoting the different denominations, which are covered by a glass frame inclining from the top of the cabinet.

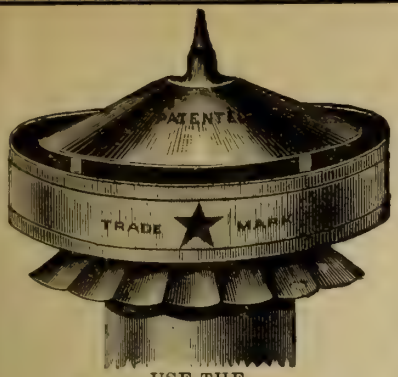


No. 2.

THE SECRET OF A GOOD MEMORY.

Whatever may be said in regard to training the memory, it must be remembered that memory is not, as used to be supposed, an independent faculty of the mind that in some mysterious way may be directly strengthened by exercise, as the blacksmith strengthens his arm; but that memory as relentive is due to the plasticity of nerve substance, and to the property of nerve centres by which they retain, in growth, their functional modifications; and that recollection depends upon physiological conditions, such as the cerebral circulation and the proper functioning of nerve cells; moreover, that a complete act of recollection is a complex process involving comparison, inference and the like

Hence, whatever in general is conducive to vigorous health, and whatever tends to habits of clear and orderly thinking—such conditions will aid recollection. And whatever is detrimental to the normal functioning of the nerve-cells—fatigue, intense emotion or the like—and whatever blinds the judgment, will hinder recollection. In short, all psychological beatitudes are on the head of him who has good health, sane emotions and trained power of attention. But no amount of study, nor all the prescriptions mnemonic doctors, from Simonides to Loisette (except so far as they train attention) can atone for anemia of body or lack of the power of attention.—Scribner.



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Home Wall Colors

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Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

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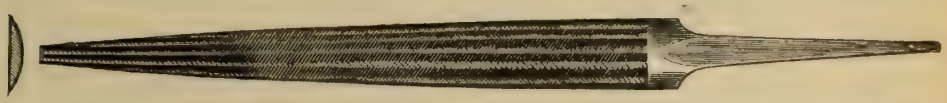
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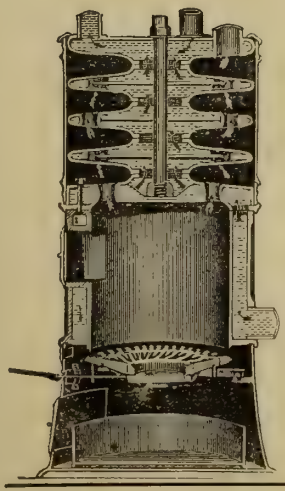
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Broad Hoop and Iron-Clad Pattern
Creamery Cans and Fixtures,
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Dairy Pails and Pail Bottoms.

Tinned Iron for Above, All Gauges.



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All Sizes, Hardwood Oil finish, best in the Market.

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MANUFACTURED BY

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

TRADE CHAT

H. C. Russell & Co., iron railroad supplies, Montreal, have assigned.

Fire broke out in Hardy & Dunn's brass foundry, London, Ont., on Monday evening and did about $200 damage.

Toronto has sent enough orders to the malleable iron works at Windsor to keep them at full pressure until June.

Customs officers at Montreal have effected an important seizure of special tools for a shoe sewing machine factory on account of gross undervaluation.

A project for starting a binding twine factory at West Toronto Junction was unfolded, it is understood, before the Patrons of Industry, by a person whose name was not given to the public.

Wedges to fasten axes or hammers into the handles should be sold in dozen packages; they are wanted, and would find a ready sale. There are many similar commodities made, but not put up handy enough, and therefore not so extensively used as they might be.

Bottled sewing-machine oil is now retailed all over; it comes so cheap that it created itself a market everywhere where the hum of the sewing-machine is heard. Even small manufacturers use it and mechanics buy it now for their tools in preference to the loose oil.

Tenerty's Patent Socket Shovels and Spades, made by the Halifax Shovel Company, are growing in popularity wherever used. A letter from the Chief Engineer of the Cape Breton Railway, published in this week's issue, says they have given every satisfaction in railway work, for they never break and they wear well.

At a general meeting of the shareholders of the Thunder Hill Mining Company held in Victoria, B. C., it was resolved to increase the stock of the Company to $500,000. Of the extended capital between $5,000 and $10,000 worth was taken up before the close of the meeting. It is hoped that the works will be running in July next.

The Tin Plate Supplement of the American Manufacturer and Iron World deserves more than the passing notice which can be crowded into the compass of a paragraph. Great enterprise is shown by the publishers in getting out so useful an issue, and the timeliness of the information will greatly enhance its value to readers.

Taking it all around, everything and everybody seems to predict a good spring business, for in the country there is no reason why it should not be so. All the bye-elections, which have engaged the attention of so many of late will soon be over, so that the merchants and farmers will again return to their old haunts. Then there is this fact to be remembered, namely, that we have had good sleighing nearly all winter, which has enabled the farmers too make money in some places by hauling logs for the sawmills, also in many other ways. And it is hoped that what is predicted may come true.

Mr. Gavin Browne, manager of John Milne & Co.'s house furnishing store on Yonge street in this city, has resigned that position.

Supplementary letters patent issued to the North American Mill Building Company of Canada give that organization power to operate works for the production of electricity for light, heat and power.

Messrs. Berger Bros., Philadelphia, Pa., dealers in tinners' supplies, are about to issue 20,000 of their new catalogues. It would pay each of our subscribers to drop a card to these people for a copy.

Mr. S. Matthews, of Rat Portage, has been in Montreal for some little time past getting out patents for Canada, the United States, and a number of countries across the water, for an electrical governor for hydraulic engines.

Contracts for supplying the copper and galvanized iron for the new Athletic Club building on College St., in this city were open to tender till the 27th. ult. The contract for the plumbing work was open up till the same date.

Merchant & Co., 517 Arch St., Philadelphia, Penn., have patented a method of making Spanish tiles from copper and tin. Some important advantages are claimed for these tiles, notably lightness, durability, and weather-proof locking.

The Hamilton moulders' strike still drags on, and the moulders have succeeded in coaxing away a large number of non-union workmen, but others come in and supply their places. The end cannot be predicted, as both sides are still confident. Most of the firms are working, but under serious difficulties.

The Massey, Harris Co., of Toronto, have just placed with the B. Greening Wire Co., of Hamilton, one of the largest chain orders on record. The order is for fifty thousand feet of thin number O Brown's patent steel wire chain, which has a gauranteed breaking strain of twelve hundred pounds. The Massey, Harris people intend using this chain on their seed drills.

A company is in process of formation with the object of boring for natural gas in the vicinity of Hamilton. The intention of the projectors is to spend $10,000 or $15,000 in a search for natural gas, with a view to determining, once for all, if it can be found here in paying quantities. In order that the cost of this undertaking may be distributed as widely as possible, so that the burden of expense may not fall too heavily on a few individuals, and the benefits, if any accrue, may be shared as generally, subscribers to the stock are asked to chip in only $100 each. By this means over $2,000 has been raised already, and the ever-hopeful C. R. Smith, who is one of the engineers of the project, says the balance will be obtained without difficulty.

Mr. D. McKillop, for the last twelve years manager of the Toronto branch of the McClary Manufacturing Co.'s business, has resigned that position, on account of ill health, we are sorry to learn. His place has been taken by Mr. A. D. Kennelly, whose connection with the same firm is of about as long standing as Mr. McKillop's. Mr. Kennelly is an active, energetic man, and will be certain to win a reputation as an able business man in the broader sphere of action to which he has been raised.

The following tenders for supplies were accepted by the Hamilton City Council: Coal 1,500 tons of Scranton, Thomas Myles & Son; iron pipes, A. Gartshore; castings, S. J. Moore; stop valves, Wood, Vallance & Co.; stop cock boxes, Nie & Lynch; pig lead, Bowman & Moore; lead pipe, Wood, Vallance & Co.; brass castings, Hamilton Brass Company. It is claimed that the acceptance of the latter tender is irregular and that Adam Hope & Co. should get the contract.

A meeting of the creditors of Haggart Bros. Manufacturing Company of Brampton, in liquidation, was held recently. Mr. Smith the liquidator, submitted a statement of the business done, showing that $13,000 profit had been made in the season 1891, only five and a half months long. It was unanimously decided that Mr. Smith continue the business for another year. He expects to get the foundry running in three or four weeks. The prospects of a large trade this season are good.

A petition to the Provincial Assembly is being circulated in Eastern Ontario asking that an exploration of mineral formations carrying magnetic iron ore, phosphate of lime, nickeliferous ores, galena and other economic minerals be undertaken by the province, to the end that scientific data necessary to guide capitalists and miners may be as readily procured in this as in other countries where the mining industry is fostered by scientific investigation and education under Government auspices.

A novel, and as far as Canada is concerned a new machine, has just been brought out by the Cant Bros. Co., Galt, Ont. It is an automatic, hollow square chisel-morticer, capable of making mortices in hardwood, thus rendering it invaluable for car, carriage, wagon and furniture factories. The novelty of this machine consists in the peculiar formation of the chisel, which is square, and is fitted with an auger, made to revolve inside of it. The end of the augur projects slightly beyond the edges of the chisel, and when brought up to the timber it bores a round hole, the chisel following it, and simultaneously squaring out the four corners and sides, and no jarring to the machine. A finished mortice, from one inch to one and a quarter inches square, free from chips, is thus made.

MONTREAL HARDWARE CHAT.

Mr. J. McKenzie, of Megantic, was in town last week on business.

English manufacturers' agents report large orders for spring delivery.

The demand for liquidation has been filed upon La Compagnie Conduits d' Eau of Three Rivers.

P. K. Dederick, the hay press manufacturer, was burnt out last week. Total loss $5,000, fully insured.

Messrs. R. H. Buchanan & Co. are putting in a powerful Worthington force pump for the Dominion Wadding Co.

The general feeling of the retail trade is quiet, and will be so till the builders start operations in the spring.

The French wholesale houses say trade will be flat till after the election is over, when if the right party gets in it will pick up.

The commercial travellers hold their last monthly at-home this month at the Athletic Club house, where a good time is anticipated.

The partnership existing between Geo. Smith, Harry Bagg and Thos. Donnelly, under the name of the Smith & Bagg Chemical Co., has been dissolved.

The receipts for the Custom House for the month of February, 1892, amounted to $581,983.26. The receipts during the corresponding month of 1891 were $671,005.53.

A ship's carpenter, who resides in Quebec, has invented an ingenious hydraulic machine which he, when fitted in a ship, will navigate the largest ocean vessel at a rate of from forty to sixty miles per hour.

The St. Lawrence branch of the Society of Stationary Engineers met last evening in Mechanics' Hall. Mr. Ryan, of Toronto, gave a short talk on the manner in which the Upper Canada branches were conducted, his remarks being listened to with deep attention.

H. C. Russell, of Cote St. Antoine, iron and steel merchant, has assigned at the instance of A. P. Kirsop & Co., of Glasgow, with liabilitiess of about $12,000. The principal creditors are the Board of Temporalities, C. R. Chisholm, Bank of Scotland, and A. P. Kirsop & Co.

A French branch of the Society of Stationary Engineers has been formed, with the following officers: Messrs. J. Guimond, president; P. C. Turgeon, vice-president; second vice-president, J. Ferteau; secretary, Wm. Gendron; assistant secretary, A. Latour; treasurer, J. Martineau; committee, Messrs. J. Bissonette, H. Brenier, T. Langlois, W. Leclerc, R. Drioun, and J. Gauthier. The society has already 102 members.

The movement noted in last week's issue, for the establishment among jobbers of a common basis of quotations upon linseed oil and turpentine, is progressing. It is expected to be successful.

We are glad to hear that Mr. A. E. Youmans, western traveller for the Toronto Lead & Color Company, is again on the road. He had a severe attack of typhoid fever and was laid up for several months. We wish him continued success.

TELEPHONE 2164.

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Manufacturers' Agent,

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TACKS, SHOE NAILS, ETC.

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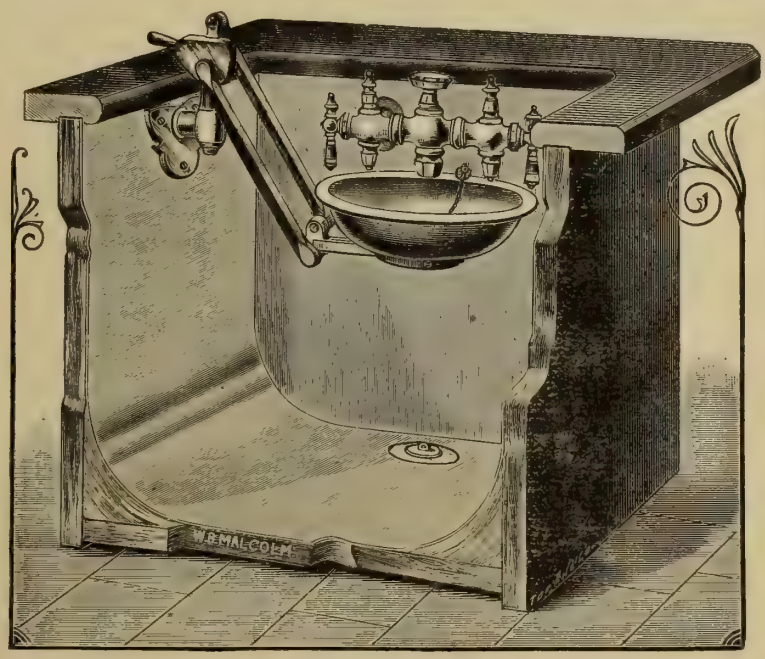
BOOKS, CATALOGUES, PRICE LISTS. Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

Malcolm's Patent Adjustable Basin Stand.



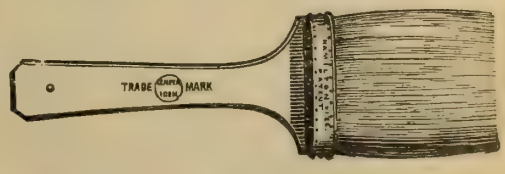
Unique, Durable, and Cheap.
Nothing like it in the Market.

It is easily adjusted to any position; is filled from the bath-taps, and when filled, can be raised to the desired height by the user, or swung to the outside of the bath by either adult or child, and will remain where placed.

PAINTERS' BRUSHES.



TRADE MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

MARKETS

MONTREAL MARKETS.

MONTREAL, March 4, 1892.

It is practically the same position we have to report in heavy iron as noted last week. The iron market is dull both in Great Britain and the States, and the spot market is the same, only more so. Warrants are unsettled and local prices on pig iron easier, the main feature of the week in the iron trade has been a demand for liquidation upon La Compagnie Conduits de'Eau, of Three Rivers, a branch of a Belgium firm. This company was engaged in the manufacture of iron pipe and the construction of water works, and recently had a good deal of trouble with their contract at Galt, Ont.

PIG IRON.

Iron does not pick up any, and the conditions at present rather preclude than induce improvement. With high freights ruling spot business is restricted to a small movement for immediate requirements. While the unsettled condition of primary markets does not cause any anxiety on export account. Pig iron is very weak, as indicated by the low offers from Great Britain, Summerlee being equal to $21 and Carnbroe at $19.50. Accordingly previous quotations are reduced 50c. per ton, in accordance with the above offers, for it is understood that orders for Scotch iron have been closed at a very low figure for delivery in the near future at Ontario points via New York. Advices from Great Britain state that the speculative market is very unsettled, and that the London syndicate having ceased buying other holders are commencing to realize. The statement of stock in Connal's stores last week shows 502,000 tons, which is about the average for some time past, but additional furnaces have been lighted and there are now 78 in blast. This increased production, along with a slow shipping demand, makes the situation critical.

BAR IRON, ETC.

Bar iron locally is quiet, there is nothing particular to mention, we quote the old basis $2.00 to $2.10.

TIN AND TERNE PLATE.

Tin and terne plate are quiet and unchanged, and there has been nothing positively doing on which to base a quotation. Advices from the other side state that business continues moderate and is still confined chiefly to regular sizes and light gauges. No further concessions are noted in makers prices.

SCRAP IRON.

There is nothing new to note in scrap iron since our last. There is a fair consumptive demand from the mills, and we quote prices at $15 to $16 for wrought and cast $13 to $17 per ton according to grade.

CANADA PLATES.

There is nothing doing but a small jobbing business in this line, and with the light stocks here values rule steady. We quote $2.65 to $2.75.

NAILS

Nails are having a better movement lately, and the dealers who are heavily stocked talk firm. As soon as spring opens this line will be in better demand on account of building operations. We still quote the old figure, viz., $2.45.

STEEL WIRE NAILS.

10 dy to 60 dy	per keg	$3.05
9 dy to 60 dy	"	3.35
8 dy to 60 dy	"	3.60
7 dy to 60 dy	"	3.90
6 dy to 60 dy	"	4,20
5 dy to 60 dy	"	4.20
4 dy to 60 dy	"	4.50
3 dy to 60 dy	"	5.40
3 dy fine,		6.50

GENERAL HARDWARE.

There has been no change in this line since last week. The travellers are doing fairly, and some dealers say that they are satisfied with business, while others have cause to complain. Payments on a whole are not up to the average, but any extensions that are given are only for a short time. In the French section of the country trade is quiet and dull, and will be so till after the 8th of this month, when it will no doubt pick up. English manufacturers agents here report big spring orders, which goes to show that the wholesale trade here must be low in some special lines.

CHEMICALS.

Chemicals are still dull, and beyond a few small lots moving ex-store there is not much to note. Some dealers say they have had enquiry for spring delivery and that a few small deals were closed. Values are still unchanged at the old basis.

OILS.

Oils move along without any change since our last and with nothing new to note. Linseed, seal and castor are steady at old figures.

GLASS.

Stocks of glass here are light and business has been of a fairly staedy character, holders generally talking steady. We quote prices steady and unchanged at $1.35 to $1.40.

NAVAL STORES.

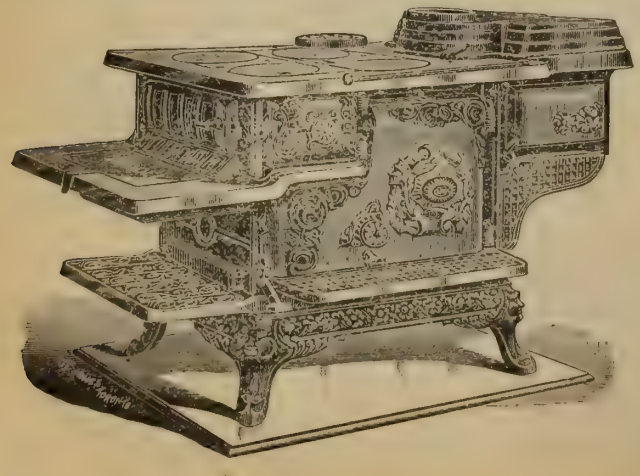
In naval stores there is nothing doing and will not till the opening of navigation. Turpentine and other lines are dull and unchanged. We quote as follows: Turpentine, 55 to 56c; rosin, $2 to $4.25, as to brand; coal tar, $4 to $4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady and very dull, with Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

CEMENT AND FIRE BRICK.

The stocks of cement on spot are very heavy and holders are very weak in their ideas, the market having a decided lower tendency. There is still enquiry for spring delivered from the west, and a few small deals closed. Advices from abroad indicate a weakness on the part of holders on account of the big output since the close of navigation, and as the prospects are for lower freights and heavy receipts, early in the season prices are expected to be lower than they have for years. In consequence holders are easier in their views, and while prices are but slightly changed concessions would no doubt be made to induce business. Firebricks are still in good demand, and with the light stocks here prices are firmly held at $20 to $25 per 1000. We quote as follows:—Belgian cement, $2.30 to $2.40; Newcastle, $2.40 to $2.50; London, $2.45 to $2.55; fire bricks, $20 to $25 per 1,000

PETROLEUM.

The demand for petroleum is slow. Dealers are pretty well stocked up, and refiners agents are not looking for any improvement in business till the opening of navigation. American moves along quietly with no change to note. Crude is quoted at $1.30 per barrel at Petrolia, but the price of refined is unchanged. We quote: Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 15c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.



IMPORTANT.

Dealers will kindly observe that we are now RE-INSPECTING OUR STOVES before shipment, as a precaution against possible shortage, breaks or misfits. Although this is an additional cost to us it will be satisfactory to customers to know our Stoves can be relied upon to be perfect in every respect. We are also taking increased precautions to improve the quality of our goods so as to maintain our pre-eminence in the Stove trade.

There are more of McCLARY FAMOUS STOVES made and sold annually than any other make, and the demand is always increasing. By recent addition to our premises we hope to keep the supply up to the demand.

Besides some other new patterns, we are making patterns for a larger size of the "MODEL" WOOD COOK, which will complete the finest line of Wood Cooking Stoves on the market.

McCLARY M'FG CO.,

London, Toronto, Montreal, Winnipeg, and Victoria, B. C.

London, February 1892.

TORONTO MARKETS.

TORONTO, March 4, 1892.

HARDWARE.

The times just now are not teeming with motives for business in hardware lines. There is nothing happening to make any strong line of demarcation between one week and another—that is to say there is nothing to break the continuity of dulness. Builders' hardware usually shows symptoms of activity before this time of year, but there is little warrant for expecting it to amount to much locally this spring. Some large sales have been made on western account, notably in locks and hinges, but the state of trade is not to be gauged by any such meteoric flashes of activity. Future business in spades, shovels, harvest tools, etc., proceeds at a moderate rate. The tendency of prices in some special lines is downward. Among these are the following: Wire hooks, wood planes, wrought steel butts, loose pins, machine bolts. Certain descriptions of cartridges are higher. All these changes will be found noted in Prices Current.

BARB WIRE—Little business has been done, as the retailers would not give orders for delivery on the first of March, inasmuch as they had no need of stock before the first of April. They prefer to order from stock, but it is improbable that they will make more by doing so.

BOLTS—The discount on machine bolts has been increased 5 per cent., lowering the price by so much. They are in fair demand. Carriage bolts are 70 to 70 and 10 per cent. from the list.

CORDAGE - The manufacturers have made a move to effect uniformity in jobbers' prices, but its primary result has been to check business. They have concluded to hold back a rebate of 5 per cent. and pay it at the end of six months to all houses which have sold at a price. This the jobbers object to, on the ground that the margin is already too small without reducing it further by six months' interest upon it. Consequently some of them refuse to place orders on such terms. Manilla is steady at a basis of 12¼c., Sisal at a basis of 10¼c., and tarred lath yarn is 8¾c. The sale of binding twine for delivery has been fairly good.

HORSE NAILS—Quotations are now 50 and 5 per cent. from the list for C.'s and 60 and 5 for P., B. and M.

HORSE SHOES—Manufacturers appear to have been unsuccessful in the effort to fix a jobbers' price for Toronto, but they are using their influence to bring jobbers to a common basis of quotation. Prices still range from $3.60 to $3.70, with increasing inclination to get the upper figure.

IRON AND STEEL WIRE—Business continues reasonably good, but all sales have to be forced against lower bids. The cutting in the form of conceding freight, that was complained of some time ago, has not been disproved. An attempt was made to tender the traveller alleged to have done this an affidavit denying the charge, but he could not be found. The inference generally holding is that he is guilty.

NAILS—Small orders are received. Prices are steady at list quotations.

METALS

ANTIMONY—This metal is attracting little attention anywhere just now. It has a very quiet market abroad. Cookson's is 14½ to 15c. and other brands 13½ to 14c.

CANADA PLATES—Are nominal at $2.90 to $3.10 for Blaina and $3 to $3.10 for Abercarne and Alloway.

COPPER—The New York market has been more active, though not sufficiently so to cause any advance in prices. The local market is no less dull than it was a week ago. Lake Superior ingots are 13 to 13½c. Best English selected held a shade higher, but could no doubt be bought at the same price. Sheets are 17 to 18c.

LEAD—An awaking of the demand has been experienced this week and fair sales are reported. Domestic pig is 3⅝c. imported 3⅞c.

SHEET ZINC—Sales are not expected to aggregate much at this time of year. Casks are 6½c. and broken lots 6¾c.

SPELTER—The feeling on spot is firmer. Trade is steady. Domestic is 5c., imported 6c.

TERNE PLATES—Are nominal at $8.25 to $8.50.

TIN—There is no change in tin, but an upward look in the situation outside is to be noted. Straits pig is 22 to 24c. Strips are 24 to 25c.

TIN PLATES—Jobbers report a backward condition of affairs in all sizes, manufacturers being indisposed to place business till present stocks are close to exhaustion. Prices are unchanged at: I C coke, $3.85 to $4; I C charcoal, $4.25 to $4.75; I X charcoal, $5.25 to $5.75; I X X charcoal, $6.25 to $6.75; D C charcoal, $4.

IRON AND STEEL.

The muster of pig iron orders booked this week is inconsiderable. Business will be likely to continue of the off and on description till navigation opens. The morsels that consumers have taken since our last report have been at moderate prices, the time of year being considered. Some business on a larger scale is reported to be in hand, but it will go to the benefit of United States furnaces.

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co
MANUFACTURERS TORONTO

In merchants' bar there is no change perceptible either in the price or the movement of business. The range is $2.10 to $2.15. Some special brands of manufacturers' iron have arrived this week from England. They are chiefly horse shoe and rivet iron and hoops and bands. The quotations in Prices Current show the values.

PAINTS, OILS AND COLORS

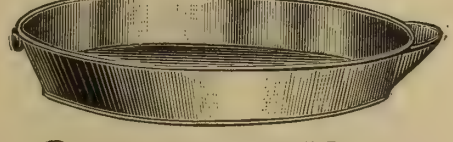
Trade shows the same aspect from the standpoint of this week as it did last week. Business proceeds at the same cautious rate, orders being sparingly granted. Turpentine after the sharp advance is on the down grade, having receded one cent per gallon in Savannah. Stocks in Toronto are light, and it is being firmly held at 60 to 62c. per gallon. Linseed oil has advanced in United States, but no change has taken place in Canadian market. Some houses asked as high as 65c. per gallon for turpentine, as the cost laid down here had reached 61½c. Orders are backward for turpentine. Linseed oil is unchanged at 56 to 58c. for raw, and 59 to 61c. for boiled. White lead is 5¼ to 5½c. English dry white lead, genuine B B, is 8¼c., and B B No. 1 is 7¼c. Lamblack, Eagle assorted, is $1.20 in barrels. Red lead is $4.50 100-lb cases. American Vermilion is 15 to 30c. per lb. in barrels, and English is 90c. in 30-lb. sacks. Whiting is 70c. per cwt.

PETROLEUM

Demand for refined is now quite low, the week's business being reported as much below that of last week. A shrinking business is now to be looked for. The prices are steady and unchanged on a basis of 15c.

The Petrolia Advertiser reports: Petrolia crude $1,29 per barrel, Oil Springs crude $1.29½ per barrel. Although prices for our raw material are somewhat on the droop, the trade expansion looked for is coming slowly. There is no doubt but that buyers would be-

BATHS OF ALL DESCRIPTIONS.



Japanned Ware. Stamped Ware. Pieced Tinware.
Milk Can Trimmings, Creamer Trimmings, Dairy Pail Bottoms, etc., etc.
THOS. DAVIDSON & CO.,
474 ST. PAUL STREET, MONTREAL.

MARKETS—Continued.

come a little uneasy if there were any further break in the price of the refined article, and jobbers and retailers in all places would feel the same as to their future investments. One thing there can be no doubt of, however, and that is the fact that the Canadian crude oil business, as far as the producers are concerned, never was in a more satisfactory condition and on a more solid and substantial basis. Of course money is not as plentiful as many would desire, but anyway, with this as a drawback, enterprise is scarcely halting, and those that are in a position to do so continue their drilling operations and other investments with their usual confidence.

GLASS.

The price of glass is steady at a basis of $1.40, and the demand continues good, threatening to deplete stocks before spring supplies are forward.

OLD MATERIAL.

The general feeling of the city trade is better than it has been for some time, and the volume of trade is somewhat greater. The foundry demand has increased slightly, but prices are not very firm, and in some cases are lower as follows:—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES—A diminished supply does not strengthen prices, which are on a basis of 4½c for green. Cured are dull at 5c.

SKINS—Sheepskins are taken freely at $1.15 to $1.25. Calfskins are more plentiful at 5 to 7c.

TALLOW—Refined is 5½ to 6c. Rough is 2c.

WOOL—No improvement has taken place, 18c. being the best price going for fleeces.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Feb. 3, 1892.

The situation in the iron and steel trades is practically the same as it was a week ago. Pittsburgh advices note that more or less curtailment of output in that vicinity has been forced by unfavorable conditions, and rumors are current of unenviable experience that is liable to lead to something of the same nature elsewhere, which would lend emphasis to the fact that production all along the line is excessive and that a phenomenal increase in consumptive requirements is necessary to prevent further restriction of output or a downward movement in values. In brief the general market looks depressed and weak.

Pig iron prices are somewhat irregular, with standard Northern brands quoted at $16.50 to $17.50 for No. 1 X foundry, $15.00 to $16 for No. 2 X foundry and $14 to $15 for gray forge. Southern brands $16.25 to $17 for No. 1, $15 to $16 for No. 2 and $14 to 14.50 for gray forge. Scotch is slow $20.50 for Coltness, $20 for Summerlee, $19 for Eglinton and $18.50 for Carnbroe. Foreign spiegeleisen remains at $23 to $23.50 for 10 to 12 per cent and $27 to $27.50 for 20 per cent, and 80 per cent. ferro-manganese about $62 to 62.50 delivered here. Old iron tee rails $21 to $21.50, and No. 1 wrought scrap iron $18.50 f.o.b. cars at Jersey City.

The combine price for heavy section steel rails remains at $30 f.o.b. mills. Billets and slabs sell at $23.50 to $24 in Pittsburg, and wire rods at $32.50 to $33. Eastern mill prices are relatively as low, and the market weak.

COPPER—Lake Superior copper is quoted at 10.65 to 10¾c., and momentarily offered with apparent indifference by the leading producers, but demand runs light and sales of any considerable quantity at over 10½c. seem to be out of the question at present. Casting brands are quoted at 10¼ to 10⅜c., with merely a fair business passing and the demand hesitant. London advices quoted merchant bars at £44 2s. 6d. for prompt and £44 15s for future delivery, indicating a fairly firm market there.

TIN—In the London market pig tin prices have dropped 5s. to 7s. 6d. during the past few days, but the local market for the metal has remained decidedly flat, with scarcely a shadow of movement in values. Straits may be secured at $19.60 cash in ten ton lots and 19¾ to 19⅞c. regular terms, in jobbing quantities. The latest London quotations were £89 7s. 6d. for future delivery.

LEAD—Pig lead has remained very quiet, and both buyers and sellers still appear disposed to quietly await the outcome of the labor difficulties at the Idaho mines. in the absence of business of any magnitude, about 4.20 to 4¼c. stands as apparent market value.

SPELTER—Spelter has been sold for export at prices on the basis of 4.55c. delivered here, and some parcels went at 4.55 to 4.57½c. for home account also, all of which would indicate a rather weak market.

TIN PLATE—Tin plate on the spot has remained very quiet, and for future delivery the movement makes only a fair showing, with prices practically the same as they have been for some time past.

SCOTCH PIG-IRON INDUSTRY.

Within the last three years, says the Scottish American there has been quite an alarming falling off in the great pig-iron industry of Scotland. Fifty years ago Scotland produced one-fourth of the whole pig-iron smelted in Great Britain; last year it only produced about one-twelfth of the total. In 1859 Scotland was even credited with one-third of the entire output, and in the following year its production reached the grand total of one million tons. Last year its total production was only 674,000 tons, and the prospect is that it will be still less in the future. At the beginning of last year the blast furnaces of Scotland were, with the exception of some half-a-dozen, all damped-down on account of a dispute between the ironmasters and their men; and at the beginning of this year the stocks of Scotch pig-iron were practically all in the hands of a syndicate of English speculators, and this quite destroyed the "open market," which hitherto has been the life of the trade. The future prospects of this industry—one of the oldest existing in Scotland—are certainly not bright.

A brief outline of the history of this old Scottish industry cannot fail to be interesting. That smelting and casting of iron was carried on in Scotland so far back as 1686 is evident from an act of that date, which refers to the industry, though it does not mention the names or localities of the furnaces. The first blast furnace in Scotland, of which mention is made in history, was at Bunawe, Loch Etive. It was erected in 1750. Another furnace was erected about the same time at Goatfield, Argyllshire. In modern times furnaces are erected because of the iron ore in the locality, but the furnaces at Bunawe and Goatfield were erected because of the charcoal to be found there, while the ore had to be brought from Lancashire, and, for a time, from Ayrshire. These two furnaces turned out in the latter half of the eighteenth century about 1400 or 1500 tons per annum.

It was in 1760 that the first furnace to smelt native ore was erected at Carron, and was the beginning of the famous Carron Ironworks, still flourishing. The site was selected on account of the abundant water supply, as well as because of the deposits of coal, ironstone and limestone to be found in the immediate neighborhood. Within thirty years five furnaces were in blast there, besides appliances for forging. In 1879 the first cannon was cast there, and was called a "Carronade," after its place of manufacture. Naturally the works were much spoken of, and many in Scotland were eager to see them. Among the rest was the poet Burns. In 1801 he and his friend William Nicol went out of their way to visit them, but were refused admittance to the work. Burns felt much disappointed, and on the window of the inn in the neighborhood he scratched the now well-known lines:—

"We cam' na here to view your warks
In hopes to be mair wise,
But only, lest we gang to hell,
It may be nae surprise.
But when we tirl'd at your door
Your porter dought na hear us;
Sae may, should we to hell's yetts come,
Yon billy, Satan, sair us."

The Carron Works were quickly followed by other establishments at Cramond, Balgonie, Glenbuck, Muirkirk, Cleugh, Calder, Omoa, and other places—all before the close of the eighteenth century, the Clyde Ironworks, even, being established in 1786. Then at the beginning of this century the Shotts Ironworks were erected, as also the works of Wm. Dixon & Co. at Govan and Calder. In 1839 followed the works of William Baird & Co., at Gartsherrie. About that time also were erected the Summerlee Works (Neilson & Co.), the Monkland Works, and the Coltness Works. These again were quickly followed by others in Ayrshire and elsewhere, till by 1843 there were in all 103 blast furnaces in Scotland' producing about 311,000 tons of pig-iron per annum. Thereafter the production rapidly increased, till in 1870 it touched the maximum, 1,206,000 tons, and, until the last three years, the production was always either a little over or a little under one million tons.

Statistics shew also that the Scotch consumption of pig-iron has fallen off by 372,000 tons annually, and the foreign consumption by 141,000 tons—a total loss, as far as Scotch pig-iron is concerned, of 513,000 tons. At the sametime Scotland has increased her demand for English iron by nearly 270,000 tons, and is now importing considerable more than she is making.

Indeed from every point of view the prospects of the pig-iron industry in Scotland are at present very depressing.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Manufacturers of

COACH and CAR COLORS IN JAPAN.

Graining Colors in Oil, Oil Stains, etc., etc.

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BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

FILE BUSINESS CHEAP—SEVEN HUNDRED dollars will purchase all the plant, a large quantity of unfinished stock, office and store outfit; good-will thrown in; present owner not understanding the business. Files, 150 Front street east. Also a lot of new files for sale cheap

FOR SALE.

HARDWARE, STOVES, FURNITURE, AND house-furnishing business for sale, in a Northern village, centre of a lumber region; no opposition; doing a business of about ($18,000) eighteen thousand dollars per year. Liberal terms to the right person. This is a chance of a lifetime, write for particulars. Address D. C. M., care HARDWARE, No. 6 Wellington Street West, Toronto, Ont.

FOR SALE.—THE OLDEST HARDWARE business in the Town of Windsor, Ont. The best location in the town. Can give a long lease of premises if required. Stock will inventory about $15,000. Retiring from business is reason for selling. Address, Box 464, Windsor, Ont. 10

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson, F.C.A.
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BROWN & CO.,

Manufacturers of

Square and Hexagon HOT PRESSED NUTS.

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A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

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Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

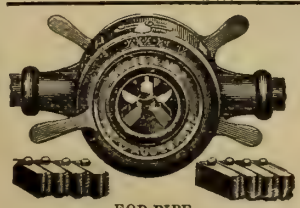
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

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WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

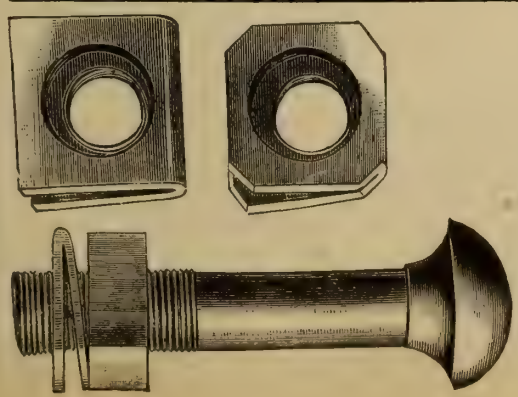
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

BRONZE-PLATED GOODS,

That the sale for bronze plated door sets has greatly increased within the last few years no one will deny, and no doubt every merchant who has sold the above style of goods will agree, when it is said that this is a question which should have the serious consideration of every thinking hardware man of the country who intends doing anything along the line of builders' hardware. But you ask: What is the matter with bronze-plated goods, and why do you try to discourage the use of them in buildings? The answer is, that there is nothing wrong with them if used in their proper place, but to sell such goods as front door sets and knobs in that finish is a great mistake, the evil results of which are sure to fall back on the merchant. Of course sometimes competition is so keen that the dealer is compelled to get the cheapest thing in the market, and herein lies the temptation to sell this class of goods, as it is seldom the customer can tell by looking at, say a knob, whether it is real bronze or just plated. Thus a man who is about to finish a house goes to one dealer who gives him an estimate of the cost of the hardware needed to do the job, and as this dealer wishes to get his trade in the future, he figures on nothing that is not going to give satisfaction to the customer, consequently he must include the cost of bronze knobs and a few other items. The customer not being satisfied, however, with this quotation tries somewhere else, and now he receives an estimate which he thinks is far better than the first one, and so he accepts it, but he is left by the second dealer in blissful ignorance of the fact that in a year or so the door-knobs on his house and everything else that is handled will gradually change from their former bright appearance to a dark, ugly-looking article, and he will not be able to recognize anything in them but the shape, for the simple reason that the second dealer has put in bronze-plated goods all through. Now, while the second dealer received the order, who will not say but that sort of dealing will do the merchant more harm than good? Nothing can be said against the use of these goods in many cases, as they are used by contractors on the very best of houses, but only of course for certain purposes, as in the care say of hinges and escutcheons for inside doors, when the goods are not subjected to any handling, and will therefore answer the purpose as well as the real bronze. Now no doubt as competition grows keener —for while the edge seems about as sharp as it is possible to get it, there will always be some one to get it a little sharper,—bronze-plated goods will be used even to a greater extent than they are at present, but the retailer makes a great mistake who does not try to persuade his customer to buy the real bronze goods which will be sure to give satisfaction.

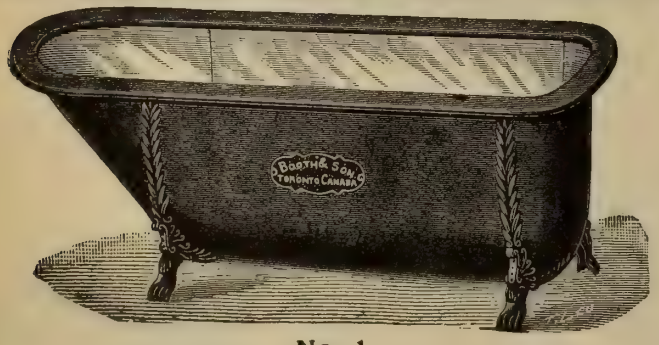
PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

Wm. McNally & Co
Offices, 50 & 52 McGill Street,
Yards:
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MONTREAL.

JOHN WILSON'S
Butcher Knives
and Steels,
Farriers' and
Shoe Knives
Are the best in the World.
Trade Mark.

SOMETHING NEW
IMPROVED SANITARY BATH



No. 1
PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,
TORONTO, CANADA.

Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

The Art Metropole

131 YONGE STREET, TORONTO,

IS HEADQUARTERS FOR

Artists' and Decorators Colors in Tubes, Artists' Canvas, Academy Boards, Brushes and Materials of every kind, being direct Importers from every manufacturer of repute in Artists' supplies, and giving our entire attention to this special trade.

If you handle this line of goods, it will certainly pay you to get quotations.

FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,

INTERNATIONAL EXHIBITION JAMAICA 1891

LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

Halifax Shovel Co., Ltd., Halifax, N.S.

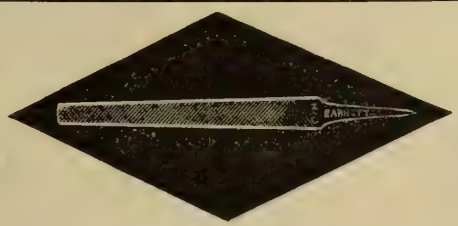
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HALIFAX SHOVEL CO., Ltd.

Dear Sirs,—Your make of shovels, "Fenerty's Patent," that we have been using for Railway construction have given every satisfaction, never breaks and wears well.

Yours truly, HIRAM DONKIN, Resident Chief Engineer, Cape Breton Railway.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

——MANUFACTURERS OF——

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

——AND——

EVERY OTHER DESCRIPTION OF SAWFILES.

SAMUEL SONS & BENJAMIN, No. 1 Rumford Place, Liverpool, England.

M. & L. SAMUEL, BENJAMIN & CO.,

General Hardware and Metal Merchants.

26, 28 and 30 Front St. West, and 9 Jordan St., Toronto, Ont.

Tin Plates. Tinned Sheet Iron. Milk Can Fixtures. Galvanized Sheet Iron. Iron Pipe and Fittings. Iron Wire, bright and annealed Iron Wire, tinned and galvanized. Iron and Steel Wire Coppered. Barbed Fence Wire. Brass and Copper Wire. Ingot Tin and Copper. Half and Half Solder. Sheet and Bar Copper. Lead Pipe and Sheet Brass. Brass and Copper Tubing. Sheet Lead. Bar and Pig Lead. Sheet and Block Zinc. Spades and Shovels. Harvest Tools. Garden Sets and Tools. Garden Shears. Lawn Mowers and Rakes. Sisal and Manilla Ropes. Hemp, Soapstone and Asbestos Packing. Window Glass. Green Painted Wire Cloth. Ice Cream Freezers and Churns. Ice Tongs. Clothes Wringers and Mangles. Brass, Copper and Enamelled Kettles. Enamelled and Tin Saucepans. Agate and Granite Iron Ware. Pressed Tin and Copper Wire. Japanned Tinware. Bird Cages. Wire Dish Covers and Fly Traps. Electro-Plated Ware. Cutlery and Chamois Skins. Lamps and Lamp Goods. Gas Fixtures. Cornice Pole Trimmings and Vestibule Rods. Mathieson's and American Planes. School House Bells. Cistern and Force Pumps. Glues. Guns, Amunition etc. Kearney and Foot's and Black Diamond Files. Building Paper and Carpet Felt. Rubber Garden Hose.

Builder's Hardware, House Furnishing Goods, Tinsmith's Supplies, Plumber's Supplies, Steam Fitter's Supplies, Nickle Plater's Supplies, Brush and Broom Maker's Supplies.

Business Changes

SALES MADE OR PENDING.

The general stock of Mills & Co., Holland, Ont., is for sale.

The general stock of Fred Fuller, London, Ont., is for sale by tender.

The general stock of A. E. Goodeve, Hanover, Ont., is to be sold by auction on the 10th inst.

Mr. D. H. Grand sold the insolvent stock of R. J. McLaughlin, of Wallaceburg, yesterday afternoon for 65 cents on the dollar. Mr. Brunton also sold a bankrupt stock at 39½c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Douglas & Phenkett, galvanized iron and copper workers, Toronto, have dissolved partnership.

E. Cairncross & Co., general merchants, Shakespeare, Ont., have been succeeded by Mowat & McLean.

Brown & Beattie, general merchants, Campbellville, Ont., have dissolved. Matthew Beattie continues.

Fullerton Ross & Gordon, hardware merchants, N.W.T., have dissolved and C. R. Gordon continues the business.

FIRES.

Samuel McKay, general merchant, Beaver Harbor, N.B., has been burnt out.

The general stock of C. F. Stickles, Stirling, Ont., has been badly damaged by fire.

REMOVALS AND DEATHS.

J. R. Backhouse, general merchant, New Ross, N. S., is dead.

Walsh Bros., general merchants, Alameda, N.W.T., have removed to Oxbow.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Wm. Spur, general merchant, Edmunston, N. S., has assigned.

Jas. Lobbe & Co., wholesale merchants, Quebec, have assigned.

V. E. Ashdown, hardware dealer, Toronto, is in financial difficulties.

J. L. Doyle, general merchant, Bridgewater, N.S., has assigned.

Smith & Boothley, general merchants, Collingwood, Ont., have assigned.

R. R. Young, general merchant, St. Andrew's Parish, N.W.T., has assigned.

Thompson & Lee, hardware merchants, Ottawa, have assigned to C. H. Carrier.

A demand of assignment has been made of J. H. Knapton, general merchant, Bedford, Que.

Howard A. Munroe, general merchant, Bridgewater, N. S., is asking for an extension.

The insolvent firm of J. B. Allen & Co., hardware, Toronto, is said to have declared a dividend of 2c. on the dollar.

H. C. Russell, iron and steel merchant of Cote St. Antoine, has been obliged to assign at the demand of one of his Scotch creditors with liabilities $12,000.

Owing to the dull times, Thomas S. Armstrong, general storekeeper, Fergus, has placed his affairs in the hands of Henry Barber & Co., Toronto. His assets and liabilities are nominally equal at about $7,500.

"The Best Mining Paper in the World."

THE ENGINEERING AND MINING JOURNAL

RICHARD P. ROTHWELL, C. E., M. E., Editor.
ROSSITER W. RAYMOND, Ph. D., M. E., Spec. Contributor.

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THE CANADA PAINT COMPANY, Ltd.

MONTREAL and TORONTO.

S. F. McKINNON, President. W. H. HOWLAND, Vice-President.
ROBERT MUNRO, Managing Director.

MONTREAL, QUE., March 1, 1892.

We have now the pleasure to announce that we have acquired and will conduct under united management, the businesses heretofore carried on by

Fergusson, Alexander & Co., Montreal.

The William Johnson Company, Montreal.

—AND—

The F. G. Peuchen Company, Toronto.

These businesses will be carried on by us under the style of the

Canada Paint Company, Ltd.

At the various factories presently occupied, and mainly by the same staff.

Mr. Robert Munro, hitherto resident partner of Fergusson, Alexander & Co., undertakes the active management of the Company as managing director, and will be assisted by the leading officers of the companies.

We feel confident that the arrangements made will ensure thorough efficiency in the Company's operations. We also venture to point out to the trade that the combined management of the three firms, while it ensures economy, also affords some guarantee that the excellence of the goods hitherto manufactured by the firms seperately will be not only maintained, but, where possible, improved.

The range of manufactures will be widened, and will include the preparation of such raw materials as have hitherto been imported in a prepared state.

A special department will be opened for the manufacture and supply of varnishes of the highest class.

We have acquired not only the good-will and all the rights and privileges of the three companies, but also the brands, labels and formulas, so that the trade will suffer no inconvenience from change of names or labels, which will be continued as at present.

Every possible economy consistent with efficiency is being introduced so as to enable us, while attaining the highest possible standard of quality, to supply our manufacturers at the most favorable prices.

Prompt fulfilment of orders will be a prominent feature of the Company, and, with this view, a fully assorted stock of each brand of goods will be carried, both at Toronto and Montreal.

We beg to refer to our list of specialties, and while assuring the trade of our best services, we venture to anticipate their continued support. (Signed.)

THE CANADA PAINT COMPANY, LTD.

OFFICES: 100-102 Reade St., New York, U.S.A.

CAPACITY OF WORKS: 1,200 doz. per day.

KEARNEY & FOOT CO

WORKS Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

Illustrated Catalogue Price Lists mailed on application.



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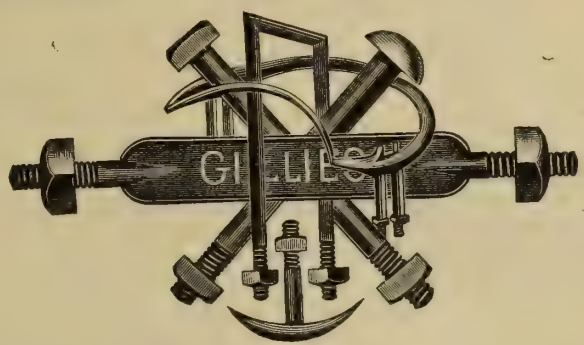
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THE SHEDDEN CO., Ltd.,
184 Front St. East,
TORONTO

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

THE JAMES SMART M'F'G CO. LIMITED
BROCKVILLE, ONT.



"Eureka" Sap Spouts

BERLIN BRONZED.

With Coppered Wire Hooks. 500 or 1000 in case.

The Only Satisfactory Spout.

Saves more sap than any other.

Buy our make and get Perfect Goods.

Full stock on hand. Immediate shipment guaranteed. Lowest prices.

HARDWARE AND STOVE MANUFACTURERS

GENERAL STOREKEEPERS

WHO DEAL IN GROCERIES SHOULD SUBSCRIBE FOR

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which will keep you informed on all important questions affecting the grocery & allied trades. Its market quotations are full & reliable which alone are worth the Subscription price.

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Subscription $2 THE CANADIAN GROCER, TORONTO.

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STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.



"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices ; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is HARDWARE, issued weekly, subscription price $2.00 per year.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	22, 23½
Strip "	25, 27

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S.	Per box
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X., "	5 00 5 25
D.X.X., "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

essemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6¾c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6¾ 7
26 "	7¼ 7½
28 "	7¼ 8

Iron and Steel.

	Base Price.
Common Iron, per 100 lb	$2 10 2 15
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 50 2 65
Hoop " "	2 60 2 65
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 12
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina ½ bright	2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6¼
" ¼ " "	5¼ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4¾
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S. "	0 14 0 14½
Lake Superior	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ¼ to ½ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 28 0 29

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 21
" 50 lb and above per lb	0 18 0 20

Boiler & T. K. Pitts.

Plain Tinned, per lb	0 23
Spun "	0 27

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 06½
Part casks	0 06½ 0 07

Lead.

Imported Pig, per lb	0 03½ 0 04
Domestic "	0 03½ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Crown	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 15½ 0 16
Other makes "	0 14½ 0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre "	0 06
French "	0 05
Marine Black "	0 09
" Green "	0 09
Chrome "	0 08
French Imperial Green "	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides " "	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, Berger's ex. deep, per lb	0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure "	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56 0 58
Boiled "	0 59 0 61

Turpentine (in bbls)

Selected Packages, per gal	0 65

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 12
Cabinet makers	0 17	0 18
White	0 16	0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis.40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000 ..... $0 25 $1 60

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50,50 and 10

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each.	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled	3 60	7 30
Saddlers', "	0 45	1 60

Awl Hafts.

Patent Peg, per gross ... } 7 25 8 00
" Sewing, " ... }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 pe cent.

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits—*Auger.*

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex	per doz.	1 25	1 75
Mascot	"	1 35	1 85
Erminie	"	1 12	1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis, 70 to 70 and 10 per cent. dis.
Fire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8 "	....	6 00
" No. 9 "	....	7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Butts—*Brass.*

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz..	3 75	4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	....

Carpet Sweepers.

Bissell, per doz	. ..	22 50
World "	....	21 75
Daisy, "	....	24 00
Star, "	....	18 00
Crown Jewel, per doz ...	....	29 00
Grand Rapids, "	....30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	....	2 70
Thorold " ...	....	1 10
Queenston "	....	1 10
Napanee "	....	1 10

Chalk.

Carpenters' Colored, per gross	0 90	1 10
White, lump, per lb	0 01½	0 01½
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	....	2 0
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 30 to 33⅓ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz.	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz		1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0.60 2 00

Forks.

Hay, Manure, etc, dis.40 p.c.

Freezers, Ice Cream.

Gem, dis, 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.45	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.

1st break		$3 65
2nd "		3 90
3rd "		4 60
4th "		4 95
5th "		5 40
6th "		5 90
7th "		0 50

Picture Glass.

Pilkington's ordinary.

1st break		4 30
2nd "		4 70
3rd "		5 40
4th "		5 90
5th "		6 50
6th "		6 90
7th "		7 70

Glue Pots.

Tinned, each	0 30	0 90
Enamelled "	0 55	1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per ¢
Heavy, per lb. 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross..	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware, Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware. Orders promptly filled.
Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 50 and 5 to 50 and 10

Horse Shoes,

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F. & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut, American basis, per keg base, price 2 30
Brads & Moulding Nails, 75 per cent. from new list.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15 16
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... .... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 per cent.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 per cent.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 12½ to 15 per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 7 40 10 25
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent: dis to 50 p.c.
Iron " " 40 to 45 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c,

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10½ 10¾	12½ 13
¼, 5-16, ⅜ in.....	11 11½	13 13½
3-16 in	11½ 11¾	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90
" N P. " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 2¼ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75
Terms—4 months or 3 per cent. cash.

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ⅛ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4⅔
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 38⅓ p. c

Ties.

Cow, per doz ..... 1 [illegible] 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent.
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, per lb..... 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 14
" Red cap..... ..... 0 12
" Crown..... ..... 0 11
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Tinned Wire for Broom and Mattress Makers' use, 7½ per cent. dis. from List.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart 4¾ 5
" 4 " 4 & 6 " " 4¾ 5
" Plain twist, 2&3 wires 4¾ 5
" Steel thorn and ribbon..... 5 5¼
"Lock Barb," 4 point 0 04¾
Ditto Glidden 2 point 0 04¾
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04¾
Steel staples 0 04½ 0 04¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.







We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for Catalogue.

THE SUPPLY CO.,
Niagara Falls, Ont.

SASH CORD

"Peerless," "Liberty," "Harmony."
Manufactured by
TRAVERS BROS. CO., N.Y.
W. S. McGREGOR, Agent,
11 and 13 Front St. East, Toronto.



BAR-LOCK TYPE WRITER.

The Best Machine on the Market.

Secures visible writing, permanent alignment, automatic paper feed and ribbon reverse, great speed and manifold power, with easy manipulation and control of machine, etc.

A. M. COLQUHOUN,
AGENT FOR
TORONTO AND WESTERN ONTARIO,
TELEPHONE 181.
71 Adelaide St. E, Toronto.

SPOONER'S

COPPERINE

Best Box Metal Extant For Machinery Bearings. Stands any Weight or Motion. Solid Comfort for Engineers. Most Favored Metal in Canada Used and Recommended by the Best Manufacturers and Owners of Machinery in this country. It admits no Competition. COPPERINE will do all your work.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,
72, 74, and 76 KING ST W., TORONTO.
Telephone 1112.

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HARDWARE.

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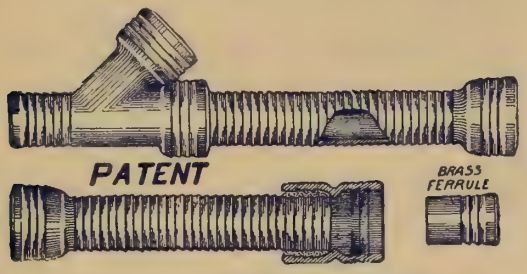
MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

CORRUGATED SOIL PIPE AND FITTINGS



MARKS AN ERA IN SANITARY REFORM.

Approved by Architects,
Plumbing Inspectors, and Master Plumbers.
No Extra Cost. Increased Strength. Perfect security against Poison from Sewer Gas.

SEND FOR CIRCULARS.

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SOLE MANUFACTURERS, MONTREAL.

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MAR. 12, '92

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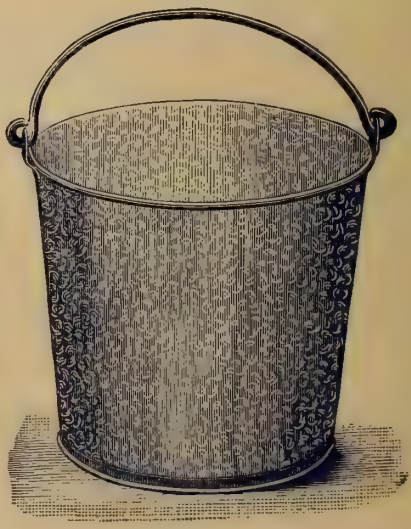
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ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, MARCH 12, 1892 No. 11

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St. A. J. Ritchie, Manager.

NEW YORK OFFICE: Room 105, Times Building, Roy V. Somerville, Manager.

A common basis of terms and prices for the wholesale trade in spirits of turpentine and linseed oil seems likely to be adopted by the jobbers of these commodities. Some progress has already been made. At a meeting held in Toronto, at which were present the local wholesalers and representatives of those in Montreal, it was agreed that these goods should be sold on a net 30-dav basis. Another meeting is to be called for Saturday, when the details of the arrangement will be given consideration. These will include the question of discount and the price. It is expected that an advance of about 5c. per gallon will be made. It is time that something were done. The jobbers have waged competition so sharply with one another that it was seldom any of them made more than a cent and a half per gallon, and very frequently they had to be content with less. This slender margin was realized at the end of four months. If present arrangements go through, and they are moving forward under the auspices of the whole jobbing trade in Montreal and Toronto, there is reason to believe that the prices will be higher and the time shorter before the month is out, and that purchases made now will be to to the advantage of the buyer.

* * *

In a larger proportion of cases than usual the orders taken by travellers this winter for future delivery were booked at open or guarantee prices. This is an indication of how sharply competition had whetted the cutting proclivities of jobbers. In instances where a price has been specified retailers occasionally ask the order to be cancelled. Not always do the jobbers decline to do that, but ask to be given a chance to meet the price of a competitor who is supposed to have influenced the retailer against the specified price. There is a complaisance about that way of dealing which augurs ill for profits. Surely everybody has had a surfeit of cutting this year. The London jobbers, or at least some of them, show a disposition to unite with those of Toronto in an arrangement to limit the excess to which competition has run. Toronto jobbers seem unlikely to acquiesce in such an arrangement. An effort made by a manufacturer to establish community of prices for horse-shoes here failed, because some jobbers were mistrustful of the success of such an attempt. The retail trade have little to gain by a continuance of irregular prices, because no trader can be satisfied that he has got to the bottom quotation in such a state of trade.

* * *

So far the Minister of Customs has taken no action upon the petitions presented some time ago to secure uniform rulings at the different ports of entry. One of these petitions, submitted by the merchants of Montreal and signed by the majority of the importers in the country, asks for the appointment of a special agent to visit all the ports. The appraiser of Montreal was recommended as a fit man to fill this position, but as the usefulness of such an officer would depend upon his being actively engaged in the work of appraising in order to make him a competent authority to others, the petition asked that he be also retained as appraiser at Montreal. The impossibility of his being always at Montreal and always among the other ports would make such an arrangement unworkable. The petition of the hardware section of the Toronto Board of Trade is practicable, and moreover asks for no change. It prays that the Board of Appraisers meet regularly for the purpose of securing uniformity in classifications and valuations at the different ports. The Board of Appraisers would suffice for the settlement of the matter if it would meet often enough.

* * *

Calculations of the value of turpentine often perplex retailers because they forget that those calculations involve the conversion of a measure expressed in wine gallons into one expressed in Imperial gallons. Roughly speaking, six wine gallons are equivalent to five Imperial gallons, and though this is not exact, and may be worth looking into sometime, still it is the basis of practical reckoning. Since, therefore, the relation of the wine gallon to the Imperial gallon is assumed as five is to six, the price of the wine gallon can be got at when the price of the Imperial gallon is given by taking 5-6 of the latter; and the price of the Imperial gallon can be got at when that of the wine gallon is given by taking 6-5 of the latter. Thus, suppose the price of the Imperial gallon to be quoted at 72c.; ⅙ less represents the price of the wine gallon; the jobber therefore divides by 6 and gets 60c, as the price per wine gallon. Or, if the wine gallon is quoted at 60c., that represents 5-6 of the value of the Imperial gallon, and 1-5 of it will yield another sixth, or 12c., which added, gives 72c., the price of the Imperial gallon.

* * *

In the article which appeared two weeks ago, headed "Protection that does not foster," HARDWARE must plead guilty to an error upon a matter of fact. Wrought scrap does pay a duty of $2 per ton, unless it is recovered from vessels wrecked in waters subject to the jurisdiction of Canada. This correction, which a reference to the tariff would enable anybody to make, and which several of our readers have kindly made, does not impair the force of the objection that the tariff does not foster the radical production of bar iron in this country.

SEE-SAW IN PRICES.

It is undoubtedly an arbitrary thing for any assemblage of men to constitute themselves an authority in prices, and to assume the power of prescribing the margin of other men's liberty as salesmen. The only legitimate authority there is is the resultant of supply and demand. Any attempt to supersede that requires widespread and genuine unanimity among those who control the supply or the demand. Such an unanimity it is hard to effect. It is seldom attempted on the part of the demand because it is seldom necessary; it rarely succeeds on the part of any controlling agency in the supply, and for the same reason. The eagerness of sellers to do business usually makes the one sort of combine unnecessary and the other impossible. It is a noteworthy fact that prices are lower since combines became the popularly condemned thing they are. The centre of gravity lies in that body of traders who are determined above all things to sell goods. It is these who are the arbiters of prices, and it is largely to them the public owes it that everything is so cheap to-day. It is also to them that trade is to credit a great part of the disaster that overtakes it every year. Their influence is on the whole a baneful one. The public, however, will never cry out against cheap goods, no matter what the consequences may be. It is not the right or the wrong of an influence in prices that the people consider. The question with them is, What side is it on? If it is for cheap goods it is desirable; if it is for higher prices it is wrong. That is the sort of morality that too commonly exclaims against combines. Like a good many other things, combines have to be looked at individually, and each is right or wrong of itself, not on account of its nature as a combine. The desire to do a stirring trade appears to be supplanting the money-making instinct, which, however it may be declaimed against, must be deemed one of the most steadying influences in trade. So long as that instinct could be preserved without recourse to combines, trade flourished and failures were few.

LEAP FROG ON THE ROAD.

The "advised" visit is rarely on time. The calendar and the map of a given route may be gone over in joint conference between the head of the house and the traveller who is to cover that route, places and dates may be matched, and notice sent to each trader in that particular circuit, of the day when the traveller is to call. But he doesn't call on that date, at least hardly ever. The reason is, that he departs from the course staked out for him and goes chasing after other travellers whose whereabouts he hears of. That is what deranges the plans of which the advice cards are tokens. A, representing one house is in a certain town to-day and learns that B, the representative of a rival house is to be in another place the day after to-morrow. Two or three towns intervene between where A now is and the place where B is to be, and A is booked for every one of those towns before he is to go to the more distant place. That however, does not dissuade him from leaping over the intermediate towns and making his way to the place where B is heading for, and getting to that place to-morrow, or one day ahead of B. If he can leave the trade of that town in the condition of a squeezed orange for B, he feels that he has amply recompensed his house for the extra expense necessitated by retracing his steps to take in the omitted towns. But there is no saying when he will take in the omitted towns. He is like a luminary without a fixed orbit, and prides himself upon his unexpectedness. His aim is to checkmate his rival, not to carry out the plans of his house. A general does not plume himself more upon the fulness of his intelligence as the enemy's movements than does the traveller upon his thorough knowledge of what his rival's plans are. All this requires sharp observation, alertness and promptness, but there is equal room for the application of the same qualities to the business of selling goods. There is such a thing as becoming so deeply absorbed in the game of forestalling competitors as to neglect the real objects of travelling. As some men are cleverer at checkers than others, so some travellers are cleverer at effecting combinations and bringing several points into line where a series of jumps can be made, each one over a rival. But it is not always the man who gets ahead of his opponents that sends in the largest sheaf of orders. The best travellers on the road are men who keep the even tenor of their way as "advised."

The trouble with this leap-frog business is that it disappoints the retailer. Traders frequently complain to wholesalers that, relying upon the "advice" of the traveller's visit, they allowed the travellers of other houses to go through without giving them in order. In this way opportunities to make an advantageous purchase probably were let go by, because the notice of the traveller's visit was depended on. In some instances the six weeks, or whatever other set time the traveller is to be on the road, slip away before he has had time to catch all the places he has missed. In one case, a retail merchant reports that he had not been called upon for a year by the traveller of a house he dealt quite extensively with.

CATALOGUES RECEIVED.

The James Smart Manufacturing Co.'s catalogue is an ornament to any office library. The issue of such trade publications is in fact the very best means of inducing traders to keep an office library. Such handsome books, the business man feels, ought not to be stowed away, and proper shelves are pretty certain to be provided for them. Thus is established the habit of keeping the trade information they contain, and that is the first step towards the habit of frequently consulting them. The very appearance of the James Smart Co.'s Catalogue indicates an outlay of care, taste and money that is seldom expended on any but the best of books. It contains 252 pages, about 8 x 10 square inches in area. The binding is strong, the cover being of linen boards. The pages are edged with red. The matter was compiled from the very full and varied stock of hardware lines always carried by this house. It has all the advantage of presentation that good paper, good ink, excellent type, concise arrangement and liberal illustration can give it. A trader cannot but feel more than ordinarily favored by having such a book bestowed upon him.

The Halifax Shovel Company's Illustrated Price List is a reference book that the hardware trader cannot afford to be without. The staple lines of shovels, spades and scoops made by that company find wide sale all over the country. There is a great diversity of sizes, forms of handle, point, surface, etc., that makes it absolutely necessary for the trader to have a catalogue before he can clearly define the order. There should be one in every hardware store.

VALUE OF A HARDWARE JOURNAL TO A HARDWARE DEALER.

What does it matter whether or no our names are on the subscription list and our card in the advertising pages of our representative journal? This question has often been asked and its answer has been given by men who have had the practical experience, and it is only such persons who are capable of deciding a question of this importance, and the answer is this: The trade paper serves to keep you in touch with the times, its pages keep you informed of the doings of the men who are closely allied with you in your business and whose movements are intensely interesting; its market reports are important and always worth filing as reference; it keeps you advised in regard to the wants in your line; it keeps up with the times in regard to new goods that have merit and should be on your shelves or counters, and finally affords you a breathing space while you glance over its pages, and perchance the editorial column may contain some statement that justifies a past idea or the humorous column may liven you up for the day.

The wants of a hardware dealer are many. He needs a thorough knowledge of the hardware trade, and no one so well as the successful dealer appreciates how necessary it is to keep abreast of the times. To do this he must be in touch with his brother dealers, and he must know of the doings of the manufacturers. There is only one satisfac-

tory way of doing this, and that is to read the trade paper when it comes and then put it on the desk for future reference.

In the work of helping and instructing the dealer the hardware paper must be relied upon and appreciated as one of the most potent factors to be found. New goods are being constantly put upon the market. Old styles are being put upon the bargain counter, and the merits of the new goods are here discussed from an unprejudiced standpoint by competent judges. Our business is progressive. Great improvements have been made. The hardware store of to-day and that of ten years ago are radically different. The publishers can without any show of egotism claim a large share of the credit that such progress has been made. It is safe to say that no marked move has been made in the hardware line that has not been predicted, and if beneficial, encouraged by the hardware journal.

Independent of a thorough knowledge of the business, the greatest need of the average hardware dealer is a detailed aquaintance with the best lines of goods needed to complete the stock and make it equal to that of his most active competitor, and at this point the hardware journal is a never failing source of information. In its columns are found the announcements of the best manufacturers in the country, and why are they here? Simply because these leading producers know that through its columns they can reach the live dealer, and the live dealer in turn realizes that the progressive manufacturer will "cry his wares" in this way. Every branch of manufacture is represented from the barb-wire fence to agricultural tools and fine firearms. He who closely scans the advertising columns of his trade paper has the motto "Success" written over his office door. It is an old saying that judicious advertising pays. This applies to the reading of the advertisement as well. What is the experience of successful business men in this respect? It is a rule almost without the proverbial exception, that a man of success, is a man who has by judicious and proper advertising built for himself the granite steps whereby he has ascended to the point when success holds out her hand. The man who does not advertise, the man who does not subscribe to or read the journal that chronicles the progress in his line of business, is the man who is forever complaining of hard times; is the man who lives up the earnings of his store, the man who is buried by the society he belongs to, and the man who leaves a family to fight the battles of life without a cent of aid from a line of business carried on for years, a business that never produced more than enough to drive the wolf from the the door.

There are none so able to speak as those who have crossed the bridge, and not one having made the journey over the troubled waters of business life, but would advise the young business man in the following words: "Place your advertisement in your representative journal; read the advertisements that others have placed there; keep up with the times and you must succeed. The hardware journal is the standard bearer of the hardware trade. It is foremost in all that tends to benefit the dealer, aggressive to all things that tend to injure him, and at all times is a guide and a reference that will instruct the uninformed and second the ideas of those who by its earnest efforts have been helped to a point of business prosperity."

THE DISCRETION OF TRAVELLERS.

A travelling salesman needs to be a very self-sufficient man in these times. He often is called upon to act before other men would have time to think, and to use his own judgment where others would be advised. The work he is in clearly calls for special talents, and the wide-awake jobber who needs a man for the road knows just what parts the appointee to the position should have. A man may have excellent abilities, may be active and strictly upright, but may not possess all the requirements for success on the road. He must have, in addition to a suitable business training, a a degree of self reliance that is not called for in the house salesman. It is his capacity for doing business without the guidance of a principal or head of a department that is his strong distinguishing point. Unlike the house salesman he can not, when confronted with a problem, repair to a superior for instruction; he has to be his own mentor. He is hemmed in by what the retailer wants him to do, what he would do himself in the given circumstances and what he feels that his house would do. The step he usually takes may be called the average result of these influences, and gets as close as possible to the satisfying of all of them. It requires judgment, self-restraint, diplomacy, to get the traveller successfully through some of the situations he is placed in.

It makes his task much harder when prices are irregular to know when he is being "bluffed," and to know when the alleged lower prices of rivals are genuine ones. When to resist and when to yield are hard questions very often. Just now, for example, there is endless perplexity for the traveller in the rumors and the facts of cutting. It is hard for him to know when he is leading or following in a cutting campaign. Yet the brunt of determining has to fall upon the traveller alone. He must have the promptness and decision to decline or close an order that is offered on some debateable ground. There is a heavy responsibility upon him, quite as heavy as upon one of the principals of his house. Selling goods, realizing a profit and following a conservative course in prices are very hard things to reconcile; the traveller is called upon probably more than anyone else to reconcile them. This training cannot but serve him in good stead, and that is the main reason why so many men who were formerly travellers are among the chiefs of commerce to-day.

THE STORE SALESMAN.

Selling goods is an art that many strive for and few attain; there are salesmen and salesmen, some born with the gift, others trained to the work, and still again others forced into it by pure necessity. A man is likely to have the idea that, if he cannot make a success at bookkeeping, clerking or invoicing, that he can sell goods. Oh yes! anyone can sell goods in a store where a person comes in with his mind all made up as to what he wants; a very simple job to take his order; anyone can sell goods in the store.

The person who allows himself to be carried away with this idea makes a large and ragged-edged error. In this age of close business competition the average customer has not made up his mind as to what he wants; the buyer of to-day expects to have the merits of the goods, in a certain line, brought out lucidly, he expects the salesman to be able to explain mechanical details, advantages in using a certain make or brand of goods, and to clinch the whole matter by convincing him that the article offered is just the thing he requires. The customer of to-day goes out with the idea in his head that he requires such and such goods and he expects the salesman to decide the quality and grade that is most suitable for his especial case. Why is this so? Because the many people engaged in any particular line of business must make a living, the living must be made—generally speaking—by the art of persuasion, and only the man who has the peculiar faculties for the persuasiveness and intelligent descriptive qualities can ever hope to be successful behind the counter.

The necessary qualities in a man to be able to make a success in this line are these: Capability to judge human nature, tenacity and politeness, and with these abilities he must combine a thorough knowledge of the goods he is selling. By this is meant not merely a superficial acquaintance with the goods, but a detailed knowledge of construction, application and comparative merits. Take for instance a man as a customer who comes into your store after a lock. He states that he requires a lock for a closet door; as to the style, quality, make and price he expects the salesman to be able to settle these points, and so he should be. The embryo salesman has the superficial knowledge, which by the aid of the catalogue he applies to the case in question, and in all probability will be able to take the order; he may go so far as to persuade the buyer to purchase a mortice instead of a rim lock, and the customer goes away pleased. It will be rather unpleasant for that salesman if he happens to be in when the customer returns

and informs the proprietor that the lock he has purchased is ⅞ inch thick and that the door is also ⅞ inch. What is the trouble? The inexperienced salesman in his anxiety to sell a more expensive lock has forgotten or perhaps never knew that there are a number of details in reference to lock application, such as hand, thickness, level, etc., that are very necessary in selling this description of goods. This might, and in fact does occur in various other lines connected with the hardware business. A very common fault coming under this head is to show the cheapest grade of goods first. It is easier to fall than it is to rise.

If a buyer wants a barb wire fence and is looking for the wire, it is poor policy, on account of eagerness, to show the cheapest grade, simply for the sake of selling him a bill. Show the best goods, prove your ability to sell goods by clearly showing the customer wherein he will be benefited by expending a little more and receiving a proportionately better result. Be enthusiastic, it is a necessity to be able to enthuse over your goods. The man who has not the ability to show an interest in his goods surely cannot expect interest to arise spontaneously in the purchaser. In fact most customers enter a store with an antagonistic feeling, and they expect to be "pulled up to the point." The proprietor who hires a man to sell his goods and hires him because he can be had at a low figure per week, does himself and his business an injury. There is an art in selling goods. Few possess it. Get the man that has it if you have to pay double. It will pay in the end.

THE HAMILTON BOARD OF TRADE.

The Hamilton Board of Trade at its meeting on the 3rd inst resolved :—"That pending the settlement of the issue between Canada and Newfoundland, this board is in hearty sympathy with the resolution passed by the Dominion Millers' Association, suggesting the arrangement of a modus vivendi whereby products might be exchanged between the two countries until diplomacy has procured a permanent settlement, and that Mr. W. B. Robson be appointed a delegate to wait on the Government at Ottawa in connection with the deputation from other Boards of Trade and the Millers' Association." A committee was appointed to consider the insolvency bill as drafted by the Montreal Board of Trade, and to report at the next meeting. The council of the board was empowered to ask Parliament for an amendment to the charter so as to enable the council to consider applications for membership before they come up at the board meetings. The question of bonusing manufacturers was fully discussed, and it was resolved :—"That this Board of Trade recommend that all Boards of Trade in Ontario be asked to co-operate with this board in obtaining legislation to prevent any municipality from granting any bonus to manufacturers."

TRADE CHAT

The manufactory of sewer pipes is likely to be started in Winnipeg.

The Moulders' Union threatens to start a co-operative stove-making business in Hamilton.

Mr. James Craig, of Craig, McArthur & Co., was in Montreal this week on a brief business trip.

A tinsmith of Langton, named Bouncer dropped dead in Simcoe last week from heart disease.

Mr. A. E. Micks, Sunderland, Ont., has sold out his hardware business to J. H. Glendinning & Co. Mr. Micks is removing to Peterborough.

W. A. Gunn, secretary of the McClary Manufacturing Company, London, returned home last Wednesday night from a business trip to the coast.

Next door to Berger Bros., the manufacturers of tinners' hardware, Philadelphia, stands the building in which the first American flag was made.

William Johnson, lately of the William Johnson Company absorbed by the Canada Paint Company, has gone into the paint business again in Montreal.

The death is announced at Windsor, of Mr. John Edwards, tinsmith, after a long illness. Deceased kept a tin store on Richmond street, London, for several years, and was well known.

The Kingston News says Sir Richard Cartwright intends starting up the Napanee brush factory soon, and will ask the council to exempt the property from taxation for 10 years and grant a bonus of $1,000.

Mr. S. M. Brookfield, President of the Halifax Shovel Co., was here this week for a few days and went on to New York. He is very much pleased with the hold the goods of his house are taking on the market.

Mr. H. E. Kyle, the representative of of Messrs. Loyd, Read & Co., manufacturers of the Overstone Cycles, was in town this week calling upon Messrs. H. S. Howland, Sons & Co., the representatives of his house here for the sale of the Overstone Bicycle.

W. R. Hobbs, President of the Hobbs Hardware Company, London, Ont., has been taking a tour through the North-West and British Columbia, en route to California. He was favorably impressed with the possibilities of the trade in the Western provinces.

The Patrons of Industry petitioned Parliament declaring that the agricultural interests of the country are not in so prosperous a condition as is desirable, and that tariff legislation for the purpose of assisting the manufacturing interests has been taken advantage of to enhance the prices of many articles indispensably necessary to the farmers. The patrons, therefore, ask that the matter be taken in consideration, and that coal oil, binder twine, and iron and its products be placed on the free list.

In the article upon the Simplex Cash Register published in HARDWARE last week, through an oversight the names of the agents were omitted. Mr. Walter Grose is sole agent for the Dominion, and Mr. H. D. Simmons represents him in Toronto at 74 York St.

The new British steamer Massachusetts Capt. Williams, arrived at Swansea, on Sunday night, where she will load, for New York, 3,000 tons of tin plates. This will be the largest shipment of tin plates to the United States since the McKinley bill went into effect.

The B. C. Iron Works Company, Vancouver, B. C., in addition to new moulding shops is now erecting a building two stories and a half high for their general offices. The ground floor which is rather below the level of the street, will be used for the stock of brass and other small fittings for machines, and the other floor for the offices and drafting rooms.

James P. McQuaide, secretary-treasurer; E. S. Pewt, president, and C. Gallagher, of the New York Conduit Pipe Company, were in Hamilton on Monday. They are contemplating establishing a branch manufactory in Canada, and were on their way to Toronto when Mr. Smith induced them to stop over there for a few hours. What they want is two or three acres of land, and if they can get it they will locate in Hamilton.

Every painter and decorator in Canada should have a copy of the March, 1892, issue of The Decorator and Furnisher. There is a very practical article on the decorative uses of Anaglypta, in which they will be particularly interested. This article is from the pen of a well known London decorator, who is practically acquainted with the decorative uses of this new material for walls and ceilings. There are twelve illustrations of adaptable ceiling wall, dado and frieze designs in the Renaissance, Gothic, Pompeian, Elizabethan and Adams decoration, and the practical hints given as to the use of the material are invaluable to decorators.

Both Mr. Mulock and Mr. Watson are early to the front this session with a proposal to place binder twine on the free list. Mr. Mulock will introduce his resolution to that effect, which was voted down last year, and Mr. Watson has also proposed a resolution to the same purport, setting forth that while the farmers of the Dominion pay a tax of $400,000 yearly on binder twine the fisherman of Canada are allowed to import twine for use in their business free, which they do to the value of $424,023. The resolution goes on to declare the duty of 25 per cent. ad valorem on binder twine is doubly unjustifiable.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

AGENTS IN CANADA FOR

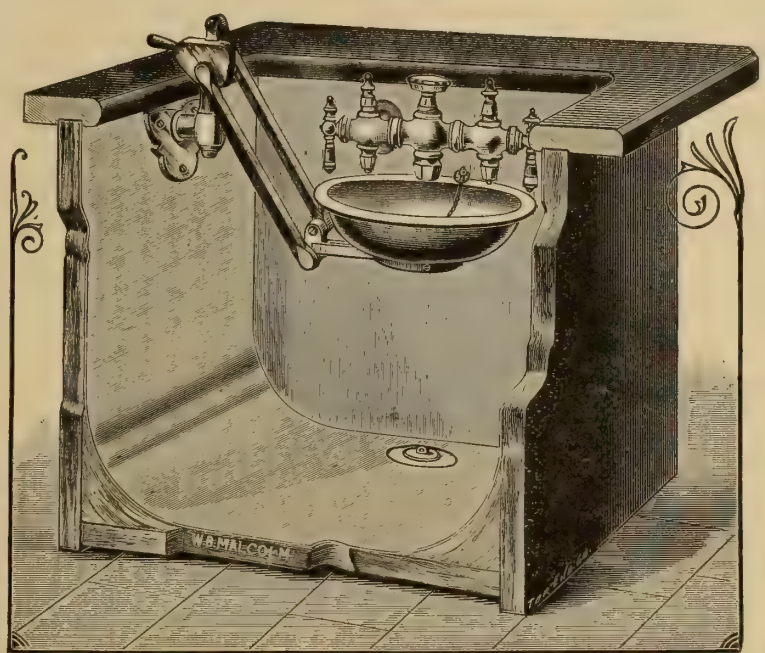
Joseph Elliot & Sons', Sheffield Eng.,

Table Cutlery, Razors.

THE MOST FAVORED NATION CLAUSE.

The following is a despatch from Hamburg to the London Times: The diversity of opinion entertained by the mercantile press and public as to whether the most favored nation clause, by which Great Britain shares in the recent German treaty arrangement, extends also to British colonies and possessions has now been definitely settled in the affirmative. In consequence of an attempted levy of the old duty of 5 marks per 100 kilos by the Altona customs authorities upon a cargo of wheat just arrived from India, a telegraphic appeal was at once made by the receivers to the Imperial chancellor, claiming payment on the reduced treaty rate of 3 marks 50 pfgs. This has now been answered by the Minister of Finance in favor of the receivers. Instructions have at the same time also been addressed to the various provincial customs authorities of the empire to the effect that the most favored nation clause applies in its entirety to all British colonies and dependencies

Malcolm's Patent Adjustable Basin Stand.



Unique, Durable, and Cheap.
Nothing like it in the Market.

It is easily adjusted to any position; is filled from the bath-taps, and when filled, can be raised to the desired height by the user, or swung to the outside of the bath by either adult or child, and will remain where placed.



W. H. BEATTY,
President.

ALFRED GOODERHAM,
Vice-President.

E. G. GOODERHAM,
Manager.

JNO. C. COPP,
Sec-Treasurer.

DIRECTORS:

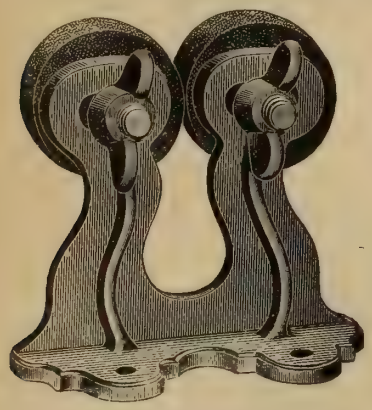
GEO. GOODERHAM. JAMES WEBSTER.
WM. T. KIELY. WM. THOMSON.
W. H. PARTRIDGE. FRANK TURNER, C. E.
THOMAS BIGGAR.

Paid in Capital Stock, $100,000

NEW GOODS.

THE DANDY KNIFE SHARPENER.

The accompanying illustration represents the "Dandy" which the makers claim is the newest, cheapest and best knife sharpener that has ever been placed upon the market. Its construction and its operation are the acme of simplicity; there is nothing to get out of order and a child can use it as effectively as an adult. It consists, as the cut shows, of an iron frame carrying two emery wheels, between which the blade of the knife is drawn. The wheels are held in place by set screws and the slots in the frame allow



of their adjustment to compensate for wear. These sharpeners are practicably indestructible and will do perfect work until the wheels are absolutely worn out. They are designed to be fastened to the wall, post or table, in any convenient place and the knife is drawn between the wheels: two or three times through will put a keen edge upon the dullest blade. The "Dandy" when once used will prove to be indespensible in the kitchen, market, packing house or wherever knives are used.

Send 35 cents for a sample by mail.

Manufactured by F. C. Christy & Co. 38-40 South Jefferson St. Chicago Ill.

SUCCESS ROPE CLAMP.

The accompanying engravings show the Success Rope Clamp, and the methods of using it on horse and cattle ties. Fig. 1 shows the clamp before being applied to the rope,



FIG. 1.— SUCCESS ROPE CLAMP.

Fig. 2 the clamp as it appears when closed, showing the method of applying snap, Fig 3 the snap as applied on a cattle tie, and Fig. 4 the same arranged for a horse tie.



FIG. 2.—CLAMP WHEN CLOSED.

This clamp is of light weight and neat in appearance. As clearly shown in the cuts, it is made in two parts, which are joined with a loose joint hinge on one side and se-



FIG. 3.—AS APPLIED ON CATTLE TIE.

cured with a screw on the other side. As shown in Fig. 1, one part of the clamp is provided with a sharp spur to enter the rope. This spur renders slipping impossible and



FIG. 4.—AS APPLIED ON HORSE TIE.

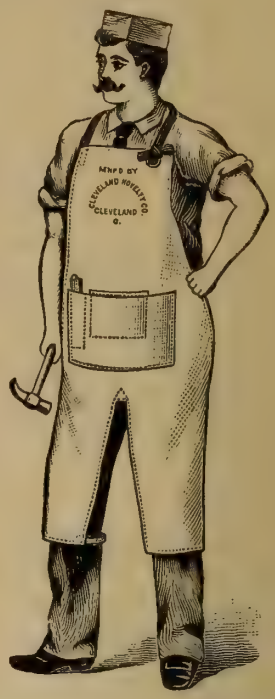
obviates all danger of choking the animal. The thimble, being made in two parts, is very easily applied, as it can instantly be placed on any desired point on the rope. These clamps are finished in japan and C. plate. They are made by the E. Covet Manufacturing Company, Farmer Village, N. Y.

THE BIEDER ADJUSTABLE GRASS CATCHER

Being adjustable the Bieder Adjustable Grass Catcher accommodates itself to any size lawn mower, and the dealer has a complete assortment without the necessity of carrying a large stock made in different

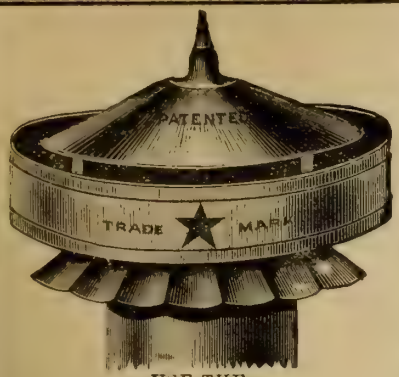


sizes. It does not interfere with the working of the mower and catches all the grass. It is light (weight one pound,) attractive, durable and cheap. It saves the unpleasant part of the care of the lawn and leaves the turf as smooth as a velvet spread. It is made of bright fancy duplex canvas on a heavy galvanized frame. Made in two styles. No. 13, for Pennsylvania and Continental Mowers list, $18.00 per dozen, No. 7, for all other mowers list, $12.00 per dozen. The Cleveland Novelty Co., 402 Society for Savings Building, Cleveland, Ohio.



THE MECHANICS' HANDY APRON.

This apron will fit any man-short or tall, thick or thin. It is made of canvas and will wear a life time. It is so made that it does not interfere with climbing or working in any position, and when kneeling, protects the knees, and is as convenient to wear as a pair of pants. With tool, nail and rule pockets it is indispensible to carpenters, lathers, machinists, masons, tinners, printers and every class of artizans. It is put up one dozen in a package, assorted colors. Price, $7.20 per Dozen. Clevelaud Novelty Comp'y 402 Society for Savings Building, Cleveland, Ohio.



—USE THE—
STAR * VENTILATOR
For the VENTILATION of
Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Send for our Book on Ventilation.

MERCHANT & CO.,
PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY

EVERY HARDWARE

Man handling Fine quality goods, should have in stock for

Spring Trade

Home Wall Colors

Manufactured by H. M. Johnston, Brooklyn, (the original inventor of Wall Colors.) These colors are far in advance of the cheap kalsomine generally sold for walls.

Apply to the Agents,

Walter H. Cottingham & Co., Montreal.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

GLOBE FILE MFG. CO., Port Hope, Canada.

—MANUFACTURERS OF—

FILES AND RASPS

OF SUPERIOR QUALITY.



Capacity 600 dozen daily. We manufacture everything from a small Dental File to a 16 inch Bastard or Block File. Every File Tested and Warranted equal to the best imported. Write for Prices.

TORONTO WAREHOUSE, 74 YORK ST. MONTREAL WAREHOUSE, 432 ST. PAUL ST.

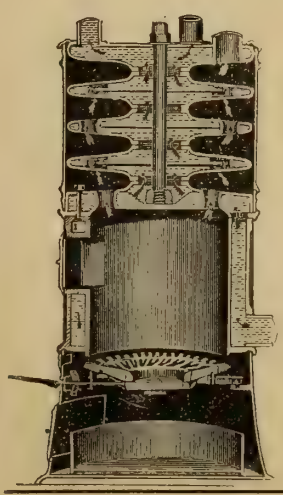
JAMES ROBERTSON CO.,
TORONTO.

Send to us for Revised Prices,

MILK CAN TRIMMINGS

Broad Hoop and Iron-Clad Pattern
Creamery Cans and Fixtures,
Jersey Creamery Guages,
Dairy Pails and Pail Bottoms.

Tinned Iron for Above, All Gauges.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



Green Cloth and Screens--

18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40 and 42 inch in stock.

Window and Door Screens--

All Sizes, Hardwood Oil finish, best in the Market.

Write for Catalogue and Prices.

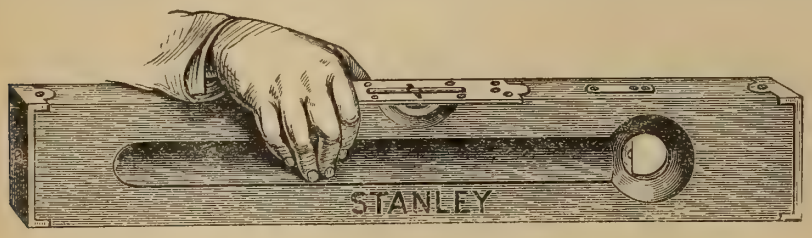
MANUFACTURED BY

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

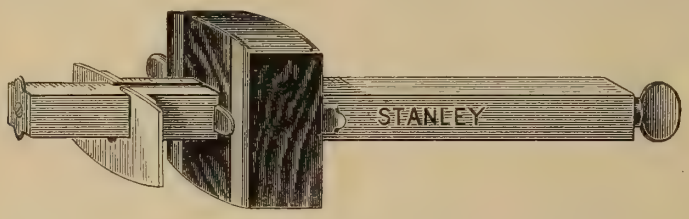
THE HANDY LEVEL.

Two novelties have been introduced to the attention of mechanics' and hardware dealers, by the Stanley Rule Level Company, of New Britain, Conn., and 29 Chambers St., New York, in their new illustrated catalogue of improved carpenters' tools, just now issued.

The Handy Level, it will be observed has a shallow groove in each side of the stock; and the increased ease with which the tool

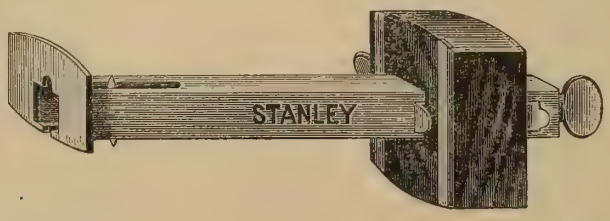


can be handled, is a matter of surprise to workmen who have to carry and use a level in many difficult places. This level will be especially useful in house-framing, bridge-building, and general out-of-door work.



STANLEY'S BUTT AND RABBET GAUGE.

So common, and yet so difficult a branch of carpentry as the hanging of doors, has found no distinctive tool to cover all perplexing features, involved in this kind of work, until the introduction of Stanley's Butt and Rabbet Guage. The complete adaptation of this single tool to do all that its name implies, can only be understood by reference to the directions for use, which accompany each guage.



The almost immediate sale of one hundred dozen of the tools, since their first appearance in January, is the best evidence the manufacturers can have of an existing want with carpenters, and that it is met in the tool illustrated by us on this page.

THE NEWFOUNDLAND TARIFF.

It is currently reported around the lobbies that steps have been taken by the Government which it is hoped will lead to a satisfactory settlement of the dispute now pending between the Government of Newfoundland and the Dominion without compromising the dignity of either. It is understood that our Government propose a reversion to the condition of affairs as they existed up to 1889, and to again allow Newfoundland fish to enter Canada free of duty, provided that the Executive Council of Newfoundland reduce the tariff on Canadian products imported into that colony, to the figure at which they stood a few months ago, and allow Canadian fishermen to obtain free bait like the fishermen of the United States. This measure is adopted pending an effort which is to be made by a conference at London between Sir Charles Tupper, acting on behalf of the Dominion, and Hon. Mr. Harvey, for the Government of Newfoundland, these two gentlemen to be assisted in their deliberations by a gentleman representing the Imperial authorities. The hope is strongly expressed that a satisfactory agreement will be reached in the matter of the Bait Act and other pending matters. It is confidently expected that the Newfoundland Government will readily accede to the proposals to revert to the statu quo, and in the event of the duties on Canadian produce being reduced the intimation will be decidedly welcomed by Canadian millers, who have hitherto done a large business in the exportation of flour to the island colony.

MONTREAL TRADE CHAT.

The Chambre de Commerce held its annual meeting last week and elected the following officers :—

President—Mr. L. E. Morin, sr.

Vice-president—Mr. H. Laporte.

Members of the Council—Messrs. L. E. Geoffrion, Alfred Thibaudeau, C. H. Catelli, J. Contant, Ovide Dufresne, E. E. de Lorme, Arthur Gagnon, Joseph Asselin, L. I. Boivin, J. Haines, Ald. Brunet, J. B. A. Lanctot, J. H. Pellerin, L. E. Morin, jr., F. Hurtubise, Joseph Lambert, P. Demers, Ald. T. Gauthier, J. A. Vaillancourt, together with Mr. A. White for the Grand Trunk. The representative of the Canadian Pacific Railway will be hereafter named by the company.

The receipts at the Inland Revenue office, Montreal, for the month of February, 1892, were $178,927.92, as compared with $142,-520.39 for the same month last year, an increase of $36,407.53.

The receipts at the Custom House here for the month of February, 1892, amounted to $581,983 26. The receipts during the corresponding month of 1891 were $671,005.53.

Notices have been posted in the telegraph office and other places of business at Victoria, B. C., stating that American silver coin will not be accepted unless at a discount of 5 per cent. The Post Office will take the same action.

The early closing movement went into force in Kingston on Monday night. The hour is 9 o'clock, but several of the corner groceries kept open till 10. The boot and shoe trade did not close, as some few firms refused to sign.

The Toronto Ratepayers' Association met on Tuesday night, and among other things discussed the bill now before the Ontario Legislature to relieve retail businesses from taxation. A resolution was passed asking the Attorney-General to withhold legislation on the business tax bill.

The Patrons of Industry stores are becoming less numerous throughout Canada. There were twenty-four, if not more, in existence recently, carrying all classes of goods, and from reports it seems that eighteen of the twenty-four have succumbed to the inevitable.

Sundays a gang of cursing, swearing rowdies can stand four deep around a corner store. No uniformed far-downer tells them in imported accents "to move an now." Week days the occupant of the same store would be jerked to the police court if a barrel of apples over lapped by a hairsbreadth the eighteen inch limit.—Telegram.

The Winnipeg City Council and Board of Trade are now holding conferences with regard to more equally adjusting the municipal taxation. It is proposed to place a large tax on banks, commission men representing eastern houses there, and insurance agents. There is a very vigorous opposition to the proposals, however.

The council of the Winnipeg Board of Trade met on Monday, and the president laid before the meeting the report of the committee appointed to draft instructions to the delegates who are to represent the board at the congress of boards of trade and chambers of commerce of the British empire which is to meet in London, England, on the 29th of June next. The report indicates rather strongly that no imperial federation is desired. The necessity of emigration and colonization is largely dealt with, and it is pointed out that the colonies want a system of tariff discrimination by Great Britain against grain and food products of foreign nations.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



HAMILTON & CO., 96 Clerkenwell Road, London, England.

W. H. JAGGER, ESQ., 24 Front Street West, Toronto.

DEAR SIR,—We have used Messrs. Hamilton & Co's Painter's Brushes for some time past, and find them very satisfactory, both as affecting the questions of quality and durability.

Yours truly, ELLIOTT & SON.

You can lose more than we do by not subscribing for this paper

---

ATRISTS' MATERIALS

A. RAMSAY & SON,

Established 1842.

AGENTS FOR—Windsor & Newton's Celebrated Colors and Artists' Requisites. Pitet Aine. French Brushes.

IMPORTERS OF—Plaques, Easels, Oil and Water Color Boxes, Canvas, Crayons, etc., etc., etc.

OFFICE and WAREHOUSE,
37, 39 and 41 Recollet St.,
MONTREAL.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,
74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware Specialties, Iron Pipe, Hot Water Boilers and Fittings, etc.

Send for Prices.

P. DOTY & SON,



Successors to
W. B. CHISHOLM
Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS

P. DOTY & SON
Oakville, Ontario.

THE CANADA PAINT COMPANY, Ltd.

MONTREAL and TORONTO.

S. F. McKINNON, President. W. H. HOWLAND, Vice-President.
ROBERT MUNRO, Managing Director.

MONTREAL, QUE., March 1, 1892.

We have now the pleasure to announce that we have acquired and will conduct under united management, the businesses heretofore carried on by

Fergusson, Alexander & Co., Montreal.
The William Johnson Company, Montreal.
——AND——
The F. G. Peuchen Company, Toronto.

These businesses will be carried on by us under the style of the

Canada Paint Company, Ltd.

At the various factories presently occupied, and mainly by the same staff.

Mr. Robert Munro, hitherto resident partner of Fergusson, Alexander & Co., undertakes the active management of the Company as managing director, and will be assisted by the leading officers of the companies.

We feel confident that the arrangements made will ensure thorough efficiency in the Company's operations. We also venture to point out to the trade that the combined management of the three firms, while it ensures economy, also affords some guarantee that the excellence of the goods hitherto manufactured by the firms seperately will be not only maintained, but, where possible, improved.

The range of manufactures will be widened, and will include the preparation of such raw materials as have hitherto been imported in a prepared state.

A special department will be opened for the manufacture and supply of varnishes of the highest class.

We have acquired not only the good-will and all the rights and privileges of the three companies, but also the brands, labels and formulas, so that the trade will suffer no inconvenience from change of names or labels, which will be continued as at present.

Every possible economy consistent with efficiency is being introduced so as to enable us, while attaining the highest possible standard of quality, to supply our manufacturers at the most favorable prices.

Prompt fulfilment of orders will be a prominent feature of the Company, and, with this view, a fully assorted stock of each brand of goods will be carried, both at Toronto and Montreal.

We beg to refer to our list of specialties, and while assuring the trade of our best services, we venture to anticipate their continued support. (Signed.)

THE CANADA PAINT COMPANY, LTD.

MARKETS

MONTREAL MARKETS.

MONTREAL, March 11, 1892.

HARDWARE.

The week has been a quiet one for business in heavy material, the election excitement detracting materially from it. No particular new features are to note, but there is some uneasiness in regard to iron prices at primary markets owing to the labour complications. These conditions, however, are due to special circumstances, and it is quite possible that the influence will be only temporary. At least careful purchasers are working on this assumption, having the fact of heavy stocks in Great Britain and weak unsettled iron markets in the States to base their arguments on.

PIG IRON.

There has been little change in pig iron on this market since our last, as aside from some small sales business is entirely absent. In consequence there is no change in values, which, however, have a somewhat steadier tendency owing to the uneasiness at primary markets in consequence of labor complications. For instance, a week or so ago manufacturers' agents would have freely excepted orders on the basis of $21.25 for Summerlee and equal brands, but now they prefer to cable before they close any deals. Buyers here, however, do not show any change in their disposition. We quote Summerlee and equal brands $21.50 and Carnbroe $19.50 to $20.

BAR IRON.

Outside of a few small lots moving ex store there is not much doing in bar iron, and as noted a few weeks ago with the high freights ruling there is no business doing except when actual necessity demands it.

TIN PLATES.

Tin plate is dull, with no new feature to mention. Spot prices are unchanged at $4 to $4.50 for charcoals and $3.60 to $3.75 for cokes.

SCRAP IRON.

Scrap iron remains steady with no new feature. There is a fair demand from the rolling mills, and we quote prices unchanged at $15 to $16 for wrought and cast $13 to $17 per ton according to grade.

TERNE PLATES.

Terne plate is dull and easy with heavy stocks here, and there has been nothing doing on which to base a quotation. Advices from the other side state that business is fair and is confined to regular sizes and light guages.

CANADA PLATES.

Canada plate furnish some jobbing sales at $2.65 to $2.75, and with the lights tocks here, prices in this line as a rule are steady.

COPPER, ETC.

Copper is dull and quiet, and in the absence of business prices are nominal. Leads are in fair demand on a standard basis. We quote choice 6 to 6½c. No. 1, $5.50, No. 2, $5, No. 3, $4.50, dry white 6c., red ditto 4½c.

NAILS

Nails are now having a good movement and the dealers who are heavily stocked are beginning to realize on their speculation. With the spring now coming a better demand later on is expected. We still quote $2.45.

STEEL WIRE NAILS.

10 dy to 60 dy	per keg	.....	$3.05
9 dy to 60 dy	"	.....	3.35
8 dy to 60 dy	"	.....	3.60
7 dy to 60 dy	"	.....	3.90
6 dy to 60 dy	"	.....	4,20
5 dy to 60 dy	"	.....	4.20
4 dy to 60 dy	"	.....	4.50
3 dy to 60 dy	"	.....	5.40
3 dy fine,		.....	6.50

GENERAL HARDWARE.

In general hardware the houses report business fair. The travellers are sending in fair reports, and now that the election is over things will no doubt improve still more. In nails there has been a better movement lately and the dealers say that they expect this trade will be still better as the spring advances. In shelf and other lines business has been fair but might be better. The French wholesale houses report trade dull in that section of the country, but their men are doing fairly. Payments on the fourth were on the whole fair and the trade say they have no cause to complain as the extentions asked were for short dates. English and American manufacturers agents say they are just waiting for the port to open to deliver some large spring orders to the trade here, and in the west they also report trade as good as last spring.

CHEMICALS.

There is a fair jobbing business doing in chemicals which is expected to improve when spring opens. There has not been much done in the way of importations yet, and the recent labor troubles in England are a new and serious complication. We quote:

Bleaching powder,	$2 25	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.01⅛	to	0.01¼
Caustic soda,	2.65	to	2.80
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.75	to	2.00
Copperas,	0 80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of copper,	0.07	to	0.10
Bich. potash,	0.08	to	0.10
Bich. soda,	0.06	to	0.08
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	75.00	to	80.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08½	to	0.09½
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

In glass the business has been of a fairly steady character and with the light stocks here holders generally talk firm. We quote prices unchanged at $1.35 to $1.40.

CEMENT AND FIRE BRICK.

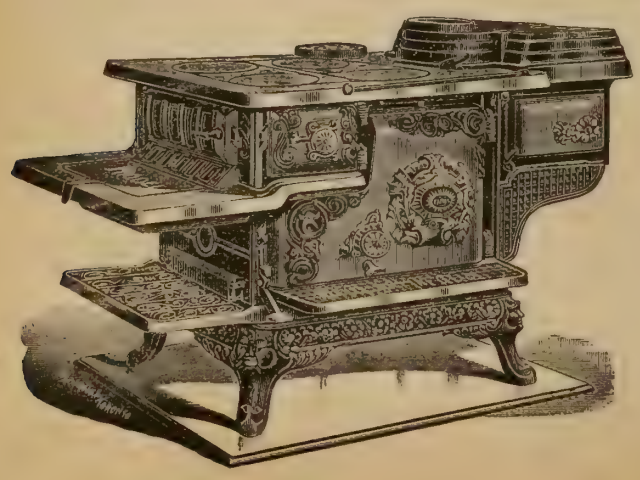
The cement market is exactly in the same position as it was a week ago, stock being still heavy the feeling of the holders weak. In the absence of business prices are unchanged. Firebricks continue in good demand and some very fair turnovers have been made lately in this line, and prices are firmly held at $20 to $25 per 1000. We quote —Belgian cement, $2.30 to $2.43; Newcastle, $2.40 to $2.50; London, $2.40 to $2.55; fire bricks, $20 to $25 per 1,000

OILS.

Oils are dull and easy and prices rule the same. Linseed cod and other lines move in a slow way. Cod Newfoundland 40 to 45c.; seal, steam refined 47½ to 50c.; linseed raw 57 to 60c.; linseed, boiled 60 to 63c.; castor oil 9 to 11c.; cod liver oil, Newfoundland 85 to $1 ; cod liver oil Norway $1.05 to $1.25.

NAVAL STORES.

The only feature in naval stores is the advance in turpentine, due to the squeeze of the shorts in the South, and the stiffening is maintained but it has not induced any freer trading here. Values are firm on the basis of 65 per gallon. There is no change in the other lines but trade is picking up somewhat in the way of mail orders. We quote: Turpentine, 63 to 65c; rosin, $2 to $4.25, as to brand ; coal tar, $4 to $4.25 ; cotton waste, 5¼c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10



IMPORTANT.

Dealers will kindly observe that we are now RE-INSPECTING OUR STOVES before shipment, as a precaution against possible shortage, breaks or misfits. Although this is an additional cost to us it will be satisfactory to customers to know our Stoves can be relied upon to be perfect in every respect. We are also taking increased precautions to improve the quality of our goods so as to maintain our pre-eminence in the Stove trade.

There are more of McCLARY FAMOUS STOVES made and sold annually than any other make, and the demand is always increasing. By recent addition to our premises we hope to keep the supply up to the demand.

Besides some other new patterns, we are making patterns for a larger size of the "MODEL" WOOD COOK, which will complete the finest line of Wood Cooking Stoves on the market.

McCLARY M'FG CO.,

London, Toronto, Montreal, Winnipeg, and Victoria, B. C.

London, February 1892.

MONTREAL MARKETS—Continued.

to 12½c. Cordage is steady with Sisal at 9¼c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

PETROLEUM.

Although there is not much petroleum selling the Canadian refiners are letting no opportunity pass to show what they can do in the way of cutting prices. No improvement in business is expected till the opening of navigation, and prices remain about the same. The American has the same steady movement as usual We quote: Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 15c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

TORONTO MARKETS.

TORONTO, March 11, 1892.

HARDWARE.

Shipping is more active. Goods bought last month are beginning to be sent forward, and orders for lines that are now coming into stock for the spring trade are causing some briskness in trade. The demand caused by lumbering operations is of itself considerable. Cable chain for booms rafts, etc., is in request and selling freely. Sheet hardware is likewise more active. A fair trade in sundries is going on. In heavy lines other than lumbermen's supplies there is little business to report. The demand for tinware, notably sap buckets, milk can trimmings and stamped goods is beginning to crop up now. There is as much cutting probably as ever, though less is heard of attempts at evading combine arrangements. Wrought butts have been selling at very low prices. No changes in the Price List has been called for excepting in the case of shot, which is lower, the discount having advanced to 10 per cent. on account of lower prices for pig lead.

BARB WIRE—A large number of orders are held back to be filled in a sorting up way, as buyers have passed the time for delivery of booked orders. A considerable quantity has been shipped, however.

BOLTS—The carriage makers and implement makers, are now taking supplies of bolts quite freely. Prices are steady.

CORDAGE—A slow demand for rope is generally reported. Prices are steady upon a basis of 12¼c. for Manilla, 10¼c. for Sisal, and 8¾c. for tarred lath. Binding twine is backward. Buying may be influenced to some extent by the fact that bills are before the House of Commons to place binding twine on the free list.

HORSE NAILS—A lighter demand is experienced. Quotations are 50 and 5 per cent. from the list for C.'s and 60 and 5 for P. B. and M.

HORSE SHOES—The attempt of a manufacturing concern to induce jobbers to agree upon a uniform price has not amounted to anything. Hence, prices are variable, some asking $3.60, others $3.70.

WIRE—Bright wire is less active. Annealed wire is now in demand. Some inconvenience is felt as the result of the manufacturers putting up catch weights instead of uniform 50 lb. parcels. The trade do not readily perceive the reason why 5c. extra is now charged for putting up in 50 lb. weights.

NAILS—Are firm but quiet.

METALS

This week's conditions introduce no new feature in the metal trade, which is generally dull, with prices weak. The market would seem to favor purchasers just now, though it may be as favorable some time hence as it is at present, nothing appearing in the range of present observation to warrant the expectation of early advance.

ANTIMONY—Prices are weaker in the primary markets. Cookson's is 14½c., other brands 13½c.

CANADA PLATES—Are nominal.

COPPER—Some sales of sheet copper for stamping have been made this week at 17c. Ingots are quiet and easy at 13 to 13½c. for Best English Selected and Lake Superior.

LEAD—Pig lead is dull and lower. Domestic is 3½c., imported 3¾c.

SHEET ZINC—Is quiet. Casks are 6½c., broken lots 6¾c.

SPELTER—A very dull market and an easier feeling in prices are to be noted. Domestic is 5c., imported 6c.

TERNE PLATES—Are nominal.

TIN—Business in pig tin has been fairly brisk. The price outside is firm. Straits pig is 22 to 24c., strips are 24 to 25c.

TIN PLATE—Several very good orders have been placed for import. A renewal of the United States demand upon the English market is helping prices somewhat. Prices are unchanged at: I C coke, $3.85 to $4; I C charcoal, $4.25 to $4.75; I X charcoal, $5.25 to $5.75; I X X charcoal, $6.25 to $6.75; D C charcoal, $4.

SHEET STEEL BRICK
ABSOLUTELY FIRE PROOF.
METALLIC ROOFING Co
CATALOGUE FREE M'F'RS TORONTO

IRON AND STEEL.

No very material progress is to be recorded in the pig iron trade. Whatever is the cause, orders are backward. Some complaint is heard of No. 2 grades becoming No. 1 before they reach the consumer, to the detriment of prices for genuine quality.

A steady trade is being done in merchants' bar at $2.10 to $2.15. In other descriptions of iron there is little activity. Steel for cant hooks, etc., is fairly active.

PAINTS, OILS AND COLORS

A quiet trade in prepared paints is being transacted. Very good orders are booked for staples, but delivery has not become general yet. Prices are in the main unchanged. Turpentine is firm at 62 to 65c. Linseed oil is unchanged at 56 to 58c. for raw, and 59 to 61c. for boiled. White lead 5¼ to 5½c. English dry white lead, genuine B B. is 8¼c. and B B No. 1 is 7¼c. Lamblack, Eagle assorted, is $1.20 in barrels. Red lead is $4.50 100-lb. cases. American vermilion is 15 to 30c. per lb. in barrels, and English is 90c. in 30 lb. sacks. Whiting is 70c. per cwt.

PETROLEUM.

There is a little unsteadiness in the price of refined. The price ranges from 14 to 15c. The latter price is for small lots delivered to city retailers. On board here for shipment to outside points the price is 14c for Canadian refined. Some cutting is reported in the west.

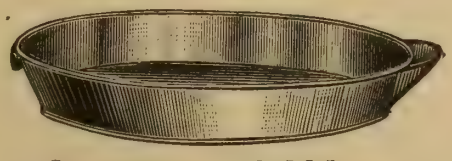
GLASS.

In view of the fact that a builders' demand is about due, according to the experience of former years, the trade in glass must be considered backward. The basis of prices continues to be $1.40.

OLD MATERIAL.

The local demand for old material has been greater this week than for some time, and the general movement has been good, with better prospects for trade. Prices are as follows:—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy

BATHS OF ALL DESCRIPTIONS.



Japanned Ware. Stamped Ware. Pieced Tinware.

Milk Can Trimmings, Creamer Trimmings, Dairy Pail Bottoms, etc., etc.

THOS. DAVIDSON & CO.,

474 ST. PAUL STREET, MONTREAL.

MARKETS—Continued.

yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c. ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

HIDES, ETC.

HIDES—The supply is somewhat lower. The stock is not now in its best condition. Prices, however, are unchanged at a basis of 4½c. for No. 1 green cows'. Cured are dull at 5c.

SKINS—Good sheepskins are worth $1.25. Exceptionally heavy ones bring 5c more. Light ones are graded lower in price.

TALLOW—Is unchanged. Rough is 2c.; refined is 5½ to 6c.

WOOL—Continues dull at 18c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
StoveGross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, March 10, 1892.

Business in nearly all forms of heavy finished iron and steel continues disappointing, and, as far as can be learned, there is not sufficient inquiry to afford manufacturers a great deal of encouragement. The lighter forms of manufactured goods also find slow movement, quite in contrast with late calculations, and when it comes to crude material, the pressure is found to be even greater, not in any particular section, but in all localities. As a matter of fact competition is becoming so keen that even those producers who derive a certain advantage from the popularity that their product enjoys, manifests some uneasiness at outside competition, and the dilitory manner in which consumers place orders and call for deliveries. In other words, evidence becomes stronger than productive capacity is largely excessive, that financially weak concerns are having a hard struggle for existence, and that some of the stronger concerns are almost driven to resorting to heroic measures in order to hold their own. From this the deduction is warranted that producers have overestimated the good things that were supposed to be in store, and are suffering the penalty of their miscalculations.

Prices for crude materials, while showing no radical change, are irregular and unmistakably weak. In fact, there are surface indications that existing outside competition will provoke a sharp "cut" in price of certain leading brands of Northern pig iron ere long, and it is no secret that "outside" iron is on the market for what it will bring. Northern brands are quoted at $16.50 to $17.50 for No. 1 X foundry, $15.00 to $16 for No. 2 X foundry and $14 to $15 for gray forge; and Southern brands at $16.25 to $17 for No. 1, $15 to $16 for No. 2 and $14 to 14.50 for gray forge. Scotch is offered at $20.50 for Coltness, $20 for Summerlee, $19 for Eglinton and $18.50 for Carnbroe. Foreign spiegeleisen is nominally, $23 to $23.50 for 10 to 12 per cent and $27 to $27.50 for 20 per cent, and 80 per cent. ferro-manganese about $62 to 62.50 delivered here. Old iron tee rails $21 to $21.50, and No. 1 wrought scrap iron $18.50 f.o.b. cars at Jersey City.

Eastern agents have secured orders for about 7,000 tons of steel rails at $30 f. o. b. mill, including 3,500 tons to go to the Pacific coast, against which foreign competition was met. Billets, rods, plates, beams, etc., are selling at low and irregular prices.

The copper market has been steady and quiet. Lake Superior ingot at less than 10¾c. does not appear to be within reach at less than 10¾c. at the moment, and 10½c. appears to have become a general price for common casting stock. While sellers are thus firm the demand is decidedly tame, which fact would leave it to be inferred that such tone as the market possesses is derived from reserved offering. In the London market prices for merchant bars have advanced to £45 10s. for prompt and £46 5s. for futures, with quite large transactions.

TIN—There have been some speculative "option" trades in pig tin, involving deliveries running as far ahead as the balance of the year, but this aside, business is still on a moderate scale and the market soft. Spot stock sold in ten-ton lots at $19.60 net cash to a moderate extent, and smaller parcels went at 19¾ to 19⅞c. regular in a jobbing way. In the London market prices have eased off to £89 5s. for prompt and £89 10s. for future deliveries.

LEAD—Pig lead has remained extremely quiet. Single carloads went at $4.20 to $4.22½, but on larger quantities bids did not go above $4.15, and, with no urgent need of supplies, the market remains barely steady.

SPELTER—has sold at 4.55c. for delivery here, and at 4.52½c. for delivery in a neighboring market. Those figures indicate a weak market, and the offering points to something in the same nature.

TIN PLATE—Light-weight coke tin plate has been sold for future delivery at variable and somewhat lower prices, but other varities remain quiet for both spot and future delivery, with prices practically as they have been for a week or ten days past.

SHEEP RAISING IN DAKOTA

Is a financial success, as is evidenced by the statements made by prominent Dakotians in a pamphlet just issued by the Chicago, Milwaukee & St. Paul Railway, copy of which will be sent free upon application to J. H. Hiland, Gen'l Freight Agent, Chicago, Ill., or to A. J. Taylor, Canadian Pass. Agent, 4 Palmer House Block, Toronto, Ont. 12

THE MINING ROYALTY DEPRESSES INDUSTRY.

A large and influential deputation of those interested in mines and mining waited upon the Government. It consisted of Mr. Conmee, M. P. P., John McKellar, Fort William ; A. Campbell, reeve of Rat Portage ; R. Bowman, Fort William ; T. D. Ledyard, Toronto ; A. McGuinness, Toronto ; A. B. McCaul, Toronto ; Arthur Harvey, Toronto John MacAree, Toronto; Dr. A S. Thompson, Toronto; W. J. Skynner, Sudbury; R. C. Caddick, Toronto; Edgar Jarvis, Toronto ; John McKay, Sault Ste. Marie ; Joseph Bawden, Kingstion ; Alex. Stevenson, Fort William; Sydney Smith, Fort William; Thomas Marks, Port Arthur ; M. J. Patterson, Webbwood ; Ald. Macdonald, Toronto. The deputation was introduced to Mr. Mowat, Mr. Hardy and Mr. Gibson by Mr. Conmee, M.P.P. He explained that its object was to persuade the Government to relieve the mining industry of the royalty now exacted. At present the royalty was calculated on the value of the ore at the pit's mouth, and it was hoped that, if taxation must be resorted to, it would be calculated on a percentage of profits. At present the 4 per cent. royalty scared away capital. Mr. Conmee was followed by Mr. Bawden and others to the same effect, and Mr. Mowat promised to consider the suggestion.

The Gutta Percha Rubber Company was given a contract by the Toronto Board of Works for 600 feet of hose at 90 cents a foot.

It is likely that the estate of the Canadian Water Pipe Company, of Three Rivers, which lately assigned, will turn out badly. It appears that the wealthy Belgian syndicate which was supposed to be backing the company appears as a creditor, and this will not leave much for the Canadian creditors. The company claim to have expended $100,000 in plant, buildings and land at Three Rivers, but on this the town of Three Rivers holds a mortgage for $20,000. The losses on the operations of the company last year are stated to have amounted to $20,000. Among the assets are $27,000 worth of patent cast-iron pipes, but the Quebec Bank has advanced on them 75 per cent. of their value. Several Montreal houses are creditors of the company.

Mr. D. Shaw's new hardware store was ready for occupation on Wednesday, and since that time the heavy task of removing his big stock of hardware, stoves, &c., has been accomplished. Customers will now find him snugly ensconced in his new quarters, and all who have called admit that his store is one of the largest and finest in the Ottawa Valley, and the fittings set it off to advantage. Mr. Allan A. Gilmour, contractor for the internal improvements, acquitted himself most creditably, and the workmanship speaks volumes for the skill and taste of his staff of assistants. The store, lit by an arc electric light, presents an attractive appearance to passers-by at night, and elicits expressions of commendation for Mr. Shaw's goaheaditiveness. In the "Shaw Brick Block" there will be greater scope for expansion, and that fact will be fully taken advantage of. The tinsmithing branch is on the second flat where the workmen will have plenty of elbow-room. There is no lack of storage accommodation; everything is laid out in the most convenient manner possible; and altogether Mr. Shaw is to be congratulated on the change he has made. Now, if he would only make another change, and—but we won't say anything on that score just at present.—Almonte Gazette.

BUSINESS CHANCE.

HARDWARE BUSINESS WANTED.—Communications private. Address, Business, HARDWARE. 12

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Manufacturers of

COACH and CAR COLORS

IN JAPAN.

Graining Colors in Oil, Oil Stains, etc., etc.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

BUSINESS CHANCES.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

FILE BUSINESS CHEAP—SEVEN HUNDRED dollars will purchase all the plant, a large quantity of unfinished stock, office and store outfit; good-will thrown in; present owner not understanding the business. Files, 150 Front street east. Also a lot of new files for sale cheap

FOR SALE.

HARDWARE, STOVES, FURNITURE, AND house-furnishing business for sale, in a Northern village, centre of a lumber region; no opposition; doing a business of about ($18,000) eighteen thousand dollars per year. Liberal terms to the right person. This is a chance of a lifetime, write for particulars. Address D. C. M., care HARDWARE, No. 6 Wellington Street West, Toronto, Ont.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson,F.C.A.
W. H. Cross, F. C. A.
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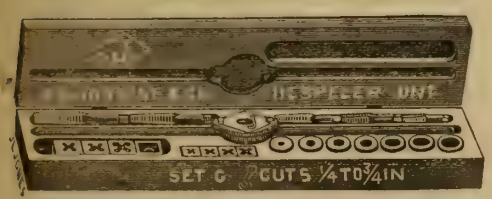


BROWN & CO.,

Manufacturers of

Square and Hexagon HOT PRESSED NUTS.

PARIS, ONT.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

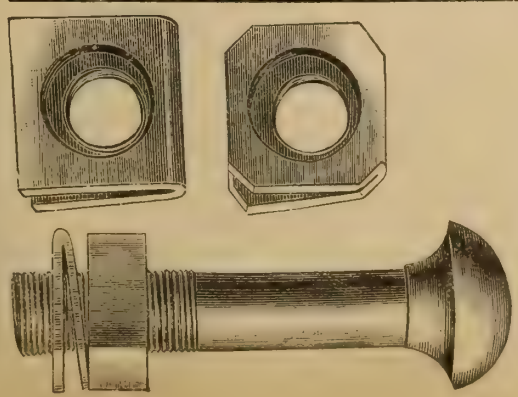
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

THROWN OUT OF A JOB.

Joe's envelope said simply :

The house regrets it can no longer offer you employment, but its reasons do not hinge upon your competency, and we take occasion to thank you for good work for us, wishing you well.

Joe thought to hide the message from John as he passed out—John had worked at his elbows for months—but he didn't. John followed him out and said :

"Stout heart, old fellow. You'll have a better job in a week. If I can do you a favor call on me. My turn next, I imagine."

Joe walked the street for hours, then went home to his wife and babies not less surely years older than when he had left them in the morning. He has fixed his purpose and will hew to it. He takes the usual trinkets to the children, a trifle of some sort to his wife, and gives her, as is his rule, the week's earnings. Then he acts for the first time in his life—he romps and carouses with Flora until she believes he is as much a child as herself, and his wife watches it all from her sewing table and wonders if she was ever as happy in the old courting days as she is now.

And Joe's heart is heavy under it all, for he determines that they shall not know of his bad luck until he has another job. He is hurt, humiliated, repulsed—he feels that the house has clipped him off because it could spare him more easily than any one of the hundred odd others that it has retained.

"But that little wife sitting there with her head full of belief in me, musn't know—she must believe me all I seem to be."

He looks for work ten hours a day for a week and doesn't find it. Saturday he pawns his watch for a weeks wages and carries it home, telling them that his watch had been stolen from him, but that he had a clue to the thief, and that Inspector Byrnes would catch him in a few days. He says to himself that fate stole it from him, but he keeps up the play bravely and with fortitude answers the evening queries of the home ones about whether they have found the watch The next two weeks are tided over by selling the building and loan stock. Then he borrows another week's pay of a friend.

Every morning he starts "to work" at the regular hour ; every evening he returns. They go to the theatre ; they buy some needed and long-promised clothes; they pay their regular missionary money and church fees—for Joe is playing a desperate hand now, but, with an insane sort of coolness. Something asks him over and over again every day: "Where will it end?" But Joe just sets his lips a little harder and don't reply, even in thought.

His encyclopedia goes next. He loans it to a friend down at the office, so he tells them at home. Joe can't eat heartily this week. He watches his wife's and children's light-heartedness something like a brute would do —stoically unmoved. He tells Amy to drink his cup of tea ; he has no appetite, and don't want it. Then he is for the first time in his life affected with Satan's specially exported article of disease—insomonia. He sits for hours watching his family as they sleep, and he feels a heavy weight slowly setting upon his brain that he cannot understand the meaning of.

Next day he finds another position, and his wife doesn't understand why he gives way so completely for the first time in his life and cries like a child while telling her of it.

There are just a few Joes in this world—not too many. Clarence Harney tells his wife about it as soon as he gets home. He is sure he knew the infernal job wouldn't hold out long anyhow. Plenty more, though —you just have to have a little gall ; and next day Clarence has another job A little less pay, to be sure, "but then," he argues, "it's only for a week or so - I'll strike a better one the first thing you know. You don't know me—not this year."

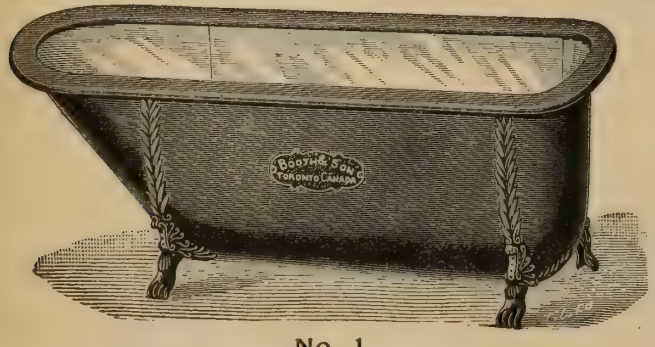
Jim Burton, the clerk, loses his job. He pitches into the whole family and tells them that there must be no more money spent for anything at all. "Understand? The goodness only knows when you will get any more from me, so make this last as long as it will." He goes down town, gets a job, tells them at home that he has not yet found one, and so spends the entire pay for two weeks on himself, the while ostensibly searching wildly for work, and making the home ones pinch and worry with the lessening cash. Then at the critical moment he suddenly "finds work," and tells them he had to take it at $7 a week or nothing, when he really receives $12. Jimmie's friends down town call him "smooth."

Harris Russell, who writes shorthand, loses a job because he is a bad speller. He studies up on his spelling, answers advertisements, gets a few encouraging replies, and, after moving to a cheaper room once and going it for a week on a diet of crackers and milk—occasionally a nickel's worth of hot waffles—he gets another place at $1 a week more salary, and determines that he will not flounder on the same old reef a second time. Harris is an average boy—a typical case.

Ernest Jenkins is discharged. No friends. Can get no work. Starves three days. The river.—Interstate Grocer.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

PRICES

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long ; 23 in. wide ; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

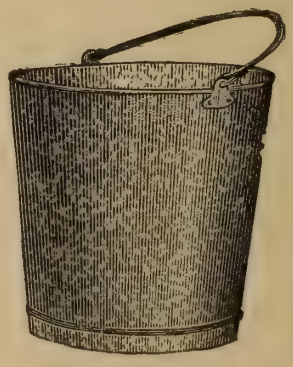
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON. Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

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SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,

INTERNATIONAL EXHIBITION JAMAICA 1891

LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

Halifax Shovel Co., Ltd., Halifax, N.S.

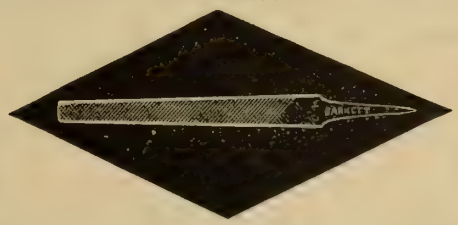
VICTORIA R. & I. AND OF JAMAICA SUPREME LADY

HALIFAX SHOVEL CO., Ltd.

Dear Sirs,—Your make of shovels, "Fenerty's Patent," that we have been using for Railway construction have given every satisfaction, never breaks and wears well.

Yours truly, HIRAM DONKIN, Resident Chief Engineer, Cape Breton Railway.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

SAMUEL SONS & BENJAMIN, No. 1 Rumford Place, Liverpool, England.

M. & L. SAMUEL, BENJAMIN & CO.,

General Hardware and Metal Merchants.

26, 28 and 30 Front St. West, and 9 Jordan St., Toronto, Ont.

Tin Plates. Tinned Sheet Iron. Milk Can Fixtures. Galvanized Sheet Iron. Iron Pipe and Fittings. Iron Wire, bright and annealed Iron Wire, tinned and galvanized. Iron and Steel Wire Coppered. Barbed Fence Wire. Brass and Copper Wire. Ingot Tin and Copper. Half and Half Solder. Sheet and Bar Copper. Lead Pipe and Sheet Brass. Brass and Copper Tubing. Sheet Lead. Bar and Pig Lead. Sheet and Block Zinc. Spades and Shovels. Harvest Tools. Garden Sets and Tools. Garden Shears. Lawn Mowers and Rakes. Sisal and Manilla Ropes. Hemp, Soapstone and Asbestos Packing. Window Glass. Green Painted Wire Cloth. Ice Cream Freezers and Churns. Ice Tongs. Clothes Wringers and Mangles. Brass, Copper and Enamelled Kettles. Enamelled and Tin Saucepans. Agate and Granite Iron Ware. Pressed Tin and Copper Wire. Japanned Tinware. Bird Cages. Wire Dish Covers and Fly Traps. Electro-Plated Ware. Cutlery and Chamois Skins. Lamps and Lamp Goods. Gas Fixtures. Cornice Pole Trimmings and Vestibule Rods. Mathieson's and American Planes. School House Bells. Cistern and Force Pumps. Glues. Guns, Amunition etc. Kearney and Foot's and Black Diamond Files. Building Paper and Carpet Felt. Rubber Garden Hose.

Builder's Hardware, House Furnishing Goods, Tinsmith's Supplies, Plumber's Supplies, Steam Fitter's Supplies, Nickle Plater's Supplies, Brush and Broom Maker's Supplies.

Business Changes.

SALES MADE OR PENDING.

The general stock of Mills & Co., Holland, N.W.T., has been sold.

E. H. Coffin, general merchant, Barrington, N.S., advertises his business for sale.

McRobie & Dunlop, hardware merchants, Petrolia, Ont., have advertised their stock for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

Isaac Schofield & Co., general merchants, Havelock, N. B., have dissolved.

G. B. Norris & Co., hardware merchants, Cuelph, Ont., have dissolved. G. B. Norris continues the business.

Maas & Fairbairn, hardware merchants, Toronto, have dissolved, and Ernest W. Mass continues the business.

Finlan & Lepage, general merchants, Biscotasing, Ont., have dissolved, P. J. Finlan continuing the business.

FIRES.

Cummins Burke, general merchant, Buctouche, N. B., has been burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

W. S. Kirkpatrick, general merchant, Lunenburg, has assigned.

Emile Leveille, general merchant, St. Agathe, Man., has assigned.

C. E. Smith & Co., merchants, Halifax, N.S., have assigned to Chas. H. Harvey.

John W. Hardy, general store, of Brookfield, N. S. has assigned to Harris H. Crosby.

Hardy Bros., general store and hotel, of Molega, N. S., has assigned to Harris H. Crosby.

Melville & Co., general merchants, Owen Sound, have assigned to John McClung, Toronto.

Hood, Mann & Co., wholesale crockery merchants, Montreal, have compromised with their creditors.

Allan Morrison, general merchant, of Big Pond, C. B., has assigned to Archibald McVicar; he owes considerable in Halifax.

Smith & Boothby, general merchants, Collingwood, are offering to compromise. The liabilities are estimated at $7,000 and the assets nominally at $8,000.

W. B. Reynold & Co., hardware merchants, Halifax, N. S., have assigned. Liabilities in the vicinity of $60,000 and assets about the same. There are large preferences.

POINTS FOR CLERKS.

The story is told of a collego-bred youth who, with no influential friends to assist him, was looking for a situation. He represented himself at business offices, wrote letters in answer to advertisements, sought interviews with men prominent in commercial and banking circles, but was everywhere met with refusal. At last he began to grow despondent and to wonder what a college education was good for any how. In his dilemma he sought the advice of a sister, his senior by many years, whose experience in the world had made her thoroughly practical. She questioned him closely as to how he had made application for a position, how he approached an employer, what he said of himself, etc. When the young man had answered, she said:

"It's just as I supposed, John. You didn't ask for a place as an employe at all. Your method is more like demanding that the employer turn over his entire business to you. You'll have to go about the thing differently. Don't attach so much importance to your college acquirements. Collegians nowadays are as thick as huckleberries down East, and some of them are working for a mere song.

"Don't say to a man from whom you expect a situation: 'My dear sir, if there is an existing vacancy in your establishment, I shall be glad to fill it, being assured that my qualifications will enable me to assume any position you may have to offer.' Just believe that there are a few things left that you don't know, and make your application accordingly.

John was sensible, and saw the force of his sister's remarks. His next request for a situation was couched in more modest terms than the others, and his college training was not mentioned until the very last part of the interview, when it was drawn out by the employer's own questions.

He got that situation after a few days without further trouble. That was several years ago, and to-day he holds a much better position in the same establishment.

Only the other day John repeated his sister's advice to a recent graduate from his alma mater, at the same time relating his own experience.—Ex.

P. CORRIDI,

Accountant, Auditor, Receiver, Etc.

EXPERT AUDITING, and ACCOUNTANCY A SPECIALTY.

Partnership Accounts Adjusted, Books Opened, Balance Sheets Prepared.

Office 139 Yonge St., TORONTO.

ONE STAR HACK SAW BLADE

Will cut Iron and Steel all day without sharpening. It will cut off an half-inch bar of steel, 200 times. Many Millions of them are now in use in all parts of the world, and many more will be used until they become as common as files, for they will do much of the work of files in one-tenth of the time, and at one-tenth of the cost. Every mechanic, every farmer, and every man can use it to advantage.

We will send by mail, postpaid, one very nice Steel Frame and one dozen 8-inch blades on receipt of $1.50.

We also make a frame to run by power for $25 each.

Our Butcher Saw Blades will cut six weeks without filing, and cost less than butchers pay for one filing of the old kind.

We are the only headquarters for these Star Saws, and warrant all goods marked with a Star and bearing our name.

Most dealers keep these Saws in stock, or will get them on demand.

MILLERS FALLS CO.,
93 READE STREET, NEW YORK.

STANLEY'S PATENT
HAND-Y LEVEL.



This Level can be used in a horizontal position, or can be brought to perpendicular for ascertaining a plumb, with remarkable ease; as the shallow grooves along the two sides afford an excellent grip on the Tool. This Level will be especially useful in House-framing, Bridge-building and general out-of-door work.

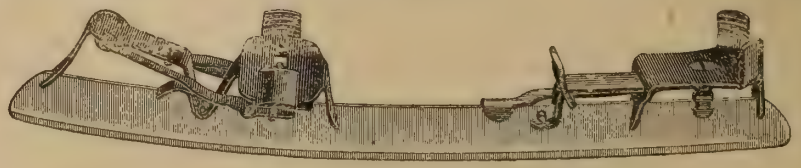
No. 16. Hand-y Plumb and Level, Cherry, Polished and Tipped..... $1.25

Manufactured by THE STANLEY RULE & LEVEL CO. New Britain, Conn.

SOLD BY ALL HARDWARE DEALERS.

Here it is again---FORBES' NEW PATENT,

ACHIEVED! ACHIEVED! ACHIEVED!!



Write for Price Lists, Discounts, Circulars.

The Forbes Manufacturing Co., Halifax, N. S.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, - Ontario.

OFFICES: 100-102 Reade St., New York, U.S.A.

CAPACITY OF WORKS: 1,200 doz. per day.

KEARNEY & FOOT CO

WORKS Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

Illustrated Catalogue Price Lists mailed on application.



PLEASE MENTION THIS PAPER WHEN WRITING US.

PORTLAND CEMENT.

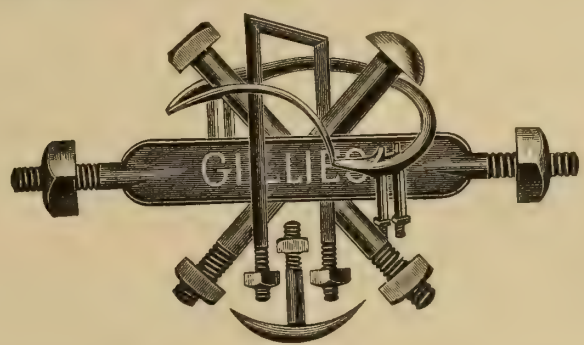
ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

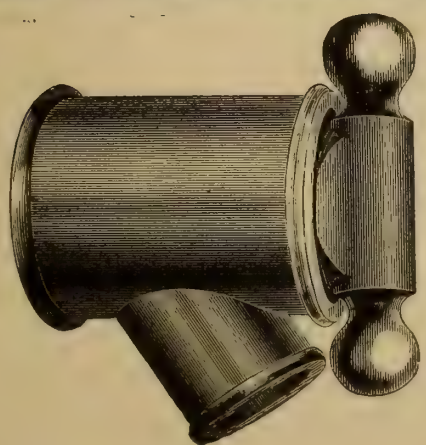


Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

THE JAMES SMART M'F'G CO. LIMITED
BROCKVILLE, ONT.

Full Size Cut.



Universally Used.

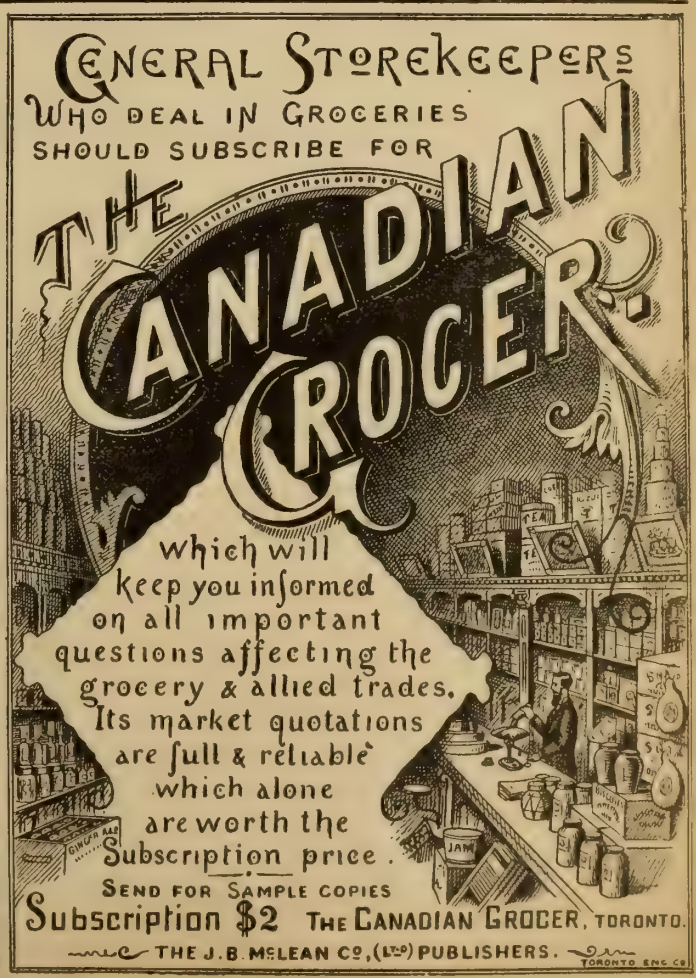
Screw Plug Creamer Gates, White Metal, Tight Key.
—ALSO—
Loose Key Creamer Gates. Lock Lever Creamer Gates. Cheese Press Screws. Cheese Vat Gates. Curd Sink Casters. Cheese Factory Force Pumps. Whey Faucets. Honey Gates.

Immediate Attention to alll Orders and Inquiries.

HARDWARE AND STOVE MANUFACTURERS

GENERAL STOREKEEPERS WHO DEAL IN GROCERIES SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER.



which will keep you informed on all important questions affecting the grocery & allied trades. Its market quotations are full & reliable which alone are worth the Subscription price.

SEND FOR SAMPLE COPIES

Subscription $2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN Co., (Ltd) PUBLISHERS.

STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

BOOKS, CATALOGUES, PRICE LISTS. Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices ; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is HARDWARE, issued weekly, subscription price $2.00 per year.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	22, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

essemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6¾ 7
26 "	7¼ 7½
28 "	7¾ 8

Iron and Steel.

	Base Price.
Common Iron, per 100 lb	$2 10 2 15
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 50 2 65
Hoop " "	2 60 2 65
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 12
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina ½ bright	2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6½
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅝ 4¾
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S. "	0 14 0 14½
Lake Superior	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ½ to 1 in	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 11x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 28 0 29

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 21
" 50 lb and above per lb	0 18 0 20

Boiler & T. K. Pitts.

Plain Tinned, per lb	0 23
Spun "	0 27

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06¾ 0 07

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Crown	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 15½ 0 16
Other makes "	0 14½ 0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5¾
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre "	0 06
French "	0 05
Marine Black "	0 09
" Green "	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides " "	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, Berger's ex. deep, per lb	0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56 0 58
Boiled "	0 59 0 61

Turpentine (in bbls)

Selected Packages, per gal	0 65

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 12
Cabinet makers	0 17	0 18
White	0 16	0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 10 p.c.

Wads.

Eley's, per 1,000 ..... $0 25 $1 60

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.... 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing	per gross	0 65	1 50
Pegging,	"	0 65	1 25
Brad,	"	0 85	1 60
" handled	...	3 60	7 30
Saddlers',	" ...	0 45	1 60

Awl Hafts.

Patent Peg, per gross ... ... } 7 25 8 00
" Sewing, " ... }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... .. 0 35 0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35, 40 pe cent.

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz.. ..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's,	per doz	0 65	0 90
Diamond, Shell	"	1 00	1 50
Nail and Spike,	per gross	2 25	5 20

Blind Rollers.

Annex	per doz.	1 25	1 75
Mascot	"	1 35	1 85
Erminie	"	1 12	1 20

Blind and Bed Staples.

All sizes, per lb..... .. .. 0 11 0 15

Bolts.

Carriage, dis, 70 to 70 and 10 per cent. dis.
Fire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8	"	6 00
" No. 9	"	7 00
Queen City		7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Butts—*Brass.*

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " .... 6 50 ....

Carpet Sweepers.

Bissell, per doz	....	22 50
World "	....	21 75
Daisy, "	....	24 00
Star, "	....	18 00
Crown Jewel, per doz ...	....	29 00
Grand Rapids, "	....30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	....	2 70
Thorold "	....	1 10
Queenston "	....	1 10
Napanee "	....	1 10

Chalk.

Carpenters' Colored, per gross	0 90	1 10
White, lump, per lb.....	0 01½	0 01½
Red	0 05	0 06
Crayon, per gross.....	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0.....	....	1 35
" No. 2.....	....	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	....	2 0
Coil, per doz.....	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent

Drill Bit.

Morse, dis. 30 to 33⅓ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz.	0 30	0 60
Wine, per doz.....	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz		1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.45	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4 50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary

1st break		$3 65
2nd "		3 90
3rd "		4 60
4th "		4 95
5th "		5 40
6th "		5 90
7th "		0 50

Picture Glass.

Pilkington's ordinary.

1st break		4 30
2nd "		4 70
3rd "		5 40
4th "		5 90
5th "		6 50
6th "		6 90
7th "		7 70

Glue Pots.

Tinned, each	0 30	0 90
Enamelled "	0 55	1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe	per doz.....	00 3 50
Store door	"	1 00 1 80
Chest, per doz pairs		0 40 2 50

Chisel.

Firmer	per gross	3 00 4 50
Socket Firmer	"	3 25 8 00
Socket Framing per gross		3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c.		

Per doz. pairs

Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross..	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware. Orders promptly filled. Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 50 and 5 to 50 and 10

Horse Shoes,

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F. & L screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut, American basis, per keg base, price 2 30
Brads & Moulding Nails, 75 per cent. from new list.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15 16
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 per cent.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 per cent.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 12½ to 15 per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 7 40 10 25
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to 50 p.c.
Iron " " 40 to 45 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c,

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10½ 13¾	12½ 13
¼, 5-16, ⅜ in.....	11 11½	13 13½
3-16 in	11½ 11¾	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90
" N P. " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 2¼ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston s, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75
Terms—4 months or 3 per cent. cash.

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ⅛ gross boxes per gross net cash..... 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross		7 50	12 00
Dessert "	"	21 00	.....
Table "	"	30 00	30 00
Dessert Forks....	"	24 00	.....
Medium "	"	27 00	.....
Table " ...	"	36 00	.....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4¾
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks. 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent.
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 14
" Red cap..... ..... 0 12
" Crown..... ..... 0 11
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Tinned Wire for Broom and Mattress Makers' use, 7½ per cent. dis. from List.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart 4¾ 5
" 4 " 4 & 6 " " 4¾ 5
" Plain twist, 2&3 wires 4¾ 5
" Steel thorn and ribbon..... 5 5½
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04¾
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04¾
Steel staples 0 04½ 0 04¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

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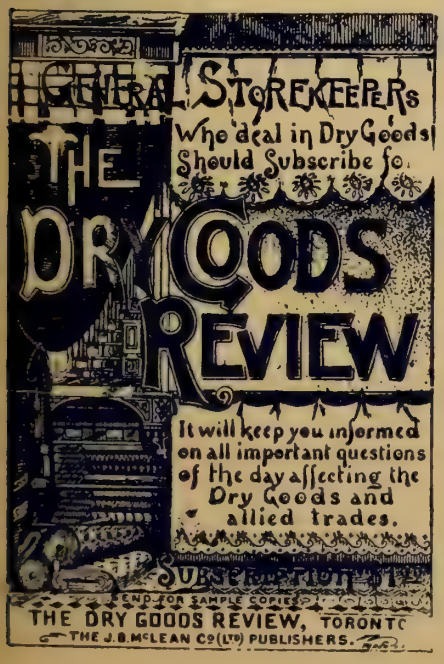
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N.B.—Correspondence invited from Canadian firms interested in any of the above lines

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Niagara Falls, Ont.

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"Peerless," "Liberty," "Harmony."

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TRAVERS BROS. CO., N.Y.

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BAR-LOCK TYPE WRITER.

The Best Machine on the Market.

Secures visible writing, permanent alignment, automatic paper feed and ribbon reverse, great speed and manifold power, with easy manipulation and control of machine, etc.

A. M. COLQUHOUN,

AGENT FOR

TORONTO AND WESTERN ONTARIO,

TELEPHONE 181.

71 Adelaide St. E, Toronto.

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The most effective known to Modern Science. Prevents disease and "Sweetens things generally" urgently needed in epidemic localities. Send for information, everyone can afford it. (Brother-in-law to Copperine), good seller winter and summer. Nicely put up.

ALONZO W. SPOONER,

Maker for Dominion.

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ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

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When writing to our advertiser please inclose the above.

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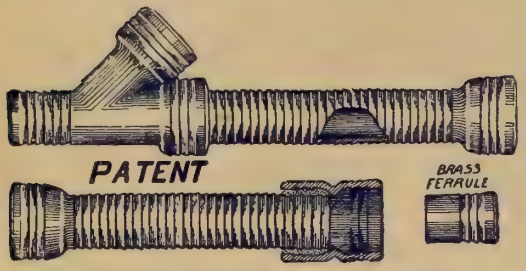
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MARKS AN ERA IN SANITARY REFORM.

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SOLE MANUFACTURERS, MONTREAL.

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F. SCHOLES, Man. Director.

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OF MONTREAL.

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Forsyth (Boston Belting Co'y) Patent Seamless Rubber Belting

For the Dominion of Canada.

Superior Qnality Rubber Goods.

Our Rubber Belting is Unequalled in America.

Il kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c.,&c.

Mould Goods of Every Description.

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J. H. WALKER, MANAGER.

ONLY RUBBER FACTORY IN ONTARIO.

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The Gutta Percha & Rubber Mfg. Co.

OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

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OF TORONTO.
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In the best mediums on the Continent, naturally brings thousands of inquiries and hundreds of orders.

We have inquiries from consumers in your section who want our goods. Why shouldn't you supply them. Ours are nice goods to handle. Every piece sold, sells a dozen.

Jobbers have them in stock.

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MAR. 19, '92

2.00 a Year.
10 Cents a Copy



HARDWARE

THE ORGAN OF

WROUGHT CAST, STAMPED SHEET & SPUN METAL TRADES.

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"HARDWARE,"

No. 6 WELLINGTON STREET WEST.

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RICE LEWIS & SON,

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SHELF, HEAVY AND FANCY

HARDWARE

MANUFACTURER'S AND MECHANIC'S

TOOLS AND SUPPLIES.

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WHITE LEAD

WE GUARANTEE OUR **PURE LEAD**

To contain no adulteration whatever. Is composed entirely of perfectly Pure Carbonate of Lead and Refined Linseed Oil, and for fineness, body and durability is unrivaled. Every package bears the annexed label.

CANADIAN STANDARD.

THE WHITE LEAD ASSOCIATION OF CANADA GUARANTEED PURE LEAD AND OIL

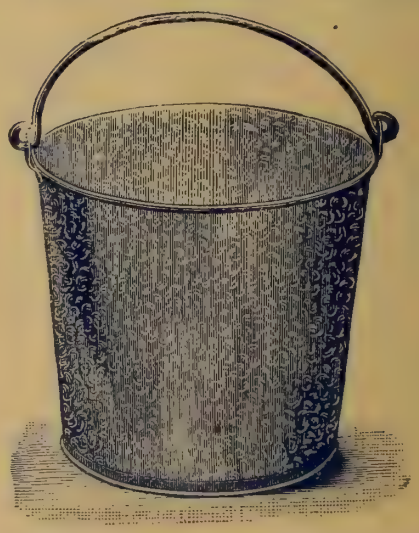
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GALVANIZED STEEL BUCKETS.

IMPROVED PATTERN.



IMPROVED PATTERN.

Something entirely new, and superior to old style Buckets, made in three sizes.
They are superior to the ordinary Flaring English Bucket, being of greater capacity.
They are stronger in shape, consequently more durable.
They will not slop over or tip over, owing to the wide bottom.
They nest very close and firm, which protects them in shipping.
The rim is in one piece with the body, consequently cannot get knocked off.
They are Galvanized and not lead coated.

For Sale by all Wholesale Hardware and Tinware Houses.

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TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, MARCH 19, 1892 No. 12

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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MONTREAL OFFICE: 115 St. Francois Xavier St. A. J. Ritchie, Manager.

NEW YORK OFFICE: Room 105, Times Building, Roy V. Somerville, Manager.

To restore the balance between the supply and the demand in the copper market, the producers have for some time been considering the details of a scheme of combination. It is reported that a basis agreeable to all but one of the big concerns engaged in copper mining has been reached. According to this report production is to be limited, in the case of the Anaconda mine to 70,000,000 lbs., and in that of the Calumet & Hecla mine to 60,000,000 lbs. The Quincy Company is the one that stands out. The tone of the market has strengthened materially since the rumored acceptance of the arrangement.

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The cessation of work by so many English coal miners appears unlikely to be so prolonged as everybody expected it to be. Consequently the effect will not be observable in enhanced prices. Coal has already declined in the English markets, the mine owners being determined they would not give so big an advantage to the Continental, and particularly the Belgian, coal men, who flocked to England upon the prospect of big prices following the action of the colliers. As things now stand, the miners are expected to return to work on Monday, so that production will have been suspended but one week, instead of two weeks as was proposed, or indefinitely as the indications at the outset promised. Hence prices are not likely to be disturbed. Tin plate will cost no more laid down here now than it would a week ago, and the same applies to every other English finished product whose manufacture involves the consumption of coal on a big scale.

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Mr. S. K. Ritchie has been the steady friend of the nickel interests of Canada, and though his efforts in this country have not borne the fruit that ten years of earnest pursuit of them deserve, he has nevertheless opened the eyes of everybody to the great wealth of the nickel deposits in Algoma district. No stronger testimony could be given to the great service he has rendered to this resource than the letters published the other day in the Mail, letters in which the Secretary of the United States Navy Department and the Chairman of Carnegie, Phipps & Co. inform him that it was his representations which led to the first steps being taken for the manufacture of nickel steel armor for the United States navy. The adoption of that alloy for naval armor was followed by the placing of nickel on the free list of the United States tariff. Mr. Ritchie's idea that the Ontario Government should aid in the building of nickel works ought to be realized, as the results of such an industry could not but be both far and wide reaching.

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The desire of municipalities to attract manufactories, and the desire of manufacturers to obtain special municipal privileges have brought the bonus system into considerable prominence. Two bills are now before the Ontario Legislature which propose to put an end to the granting of bonuses by townships, villages, towns and cities to industrial works, railways, etc. The mischief done by the system in causing the removal of factories from one town to another is especially dwelt upon by the supporters of the bills. There is no doubt a great deal of truth in their statement that bonus-hunters have very frequently harmed instead of benefited municipalities, but the objection that there is too much paternalism in such legislation is likely to prove an obstacle to the passing of it. The right of the municipality to protect or foster or encourage industry is not more questionable from a logical standpoint than the right of the municipality to impose fees for license upon certain classes of traders. The right may be abused, but it is not for the provincial legislature to set itself up as infallible because municipal bodies are sometimes wrong.

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The representatives of Algoma mining interests ask the Ontario Government to define the basis on which the cost of ore at the pit's mouth is to be calculated, in order to get at the unit on which ten per cent. of royalty is to be reckoned, according to the Act passed last session. The cost of the ore at the pit's mouth is the sum of the outlay expended in bringing it there. This involves the primary value of the ore as it lay covered in the earth, the interest on money invested and the cost of labor. Ten per cent. on this would mean that the Ontario Government puts that heavy tax of 10 per cent. on capital and labor as well as upon the value of the unmined ore. This would certainly have a very depressing effect, and surely not the one intended by the framers of the measure. The development of the mineral wealth of Algoma has been delayed in consequence of this tax and it ought to be removed, not merely mitigated.

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The question of getting the hardware trade out of the deep credit ruts in which it has been running so long is being forced on the attention of the more thoughtful members of the trade by the smallness of the margin that the retailer can make on the bulk of the goods he handles. Cash trade or a restricted credit trade appears to be the logical accompaniment of declining profits. Competition works in favor of the buyer sufficiently to more than offset the advantage of long time and uncertain collection that he would lose if cash were the basis of business. There is a great deal of cutting now going on, and the worst of it is that it is not limited to articles that have to be replaced in short intervals by consumers, but to lines that do not wear out sometimes for years. If cutting were confined to goods in which a trader's capital turns over many times a year it would not be so bad, but it is not so confined.

WHY HE WAS AMUSED.

"I was much amused the other day in reading in the Canadian journal HARDWARE, an article on the subject of right and left-hand locks, in which the writer seems to infer that the 'double-handed' lock is an American specialty, and he illustrates the great trouble involved by States' or Canadian buyers, when ordering English locks, owing to the fact that an English 'right' is an American 'left.' The writer goes on to say, 'So the retailer in Ontario should bear in mind that when he orders Carpenters' locks right-hand, he will be sent an English 'right,' but when he asks for certain mortice 'right,' he will be sent an American 'right,'" and he adds that all this trouble and confusion might be saved if Canadian ironmongers would confine themselves to 'reversible' locks of American make. He is quite correct in saying that anyone ordering a Carpenter's lock, right-hand, will be supplied with an English and not an American 'right.' Is this surprising when Messrs. Carpenter and Co. are an English firm? But the writer might have added that Messrs. Carpenter have also made 'double-handed' or 'reversible' door locks as long as the States' makers, and more than twenty years ago they took out a patent for a lock on this principle with a lifting-latch bolt, the only one known."

So writes a special contributor in the English journal "Ironmongery" of February, in reference to an article which appeared in the columns of this paper some time ago on the subject of right and left hand door locks. He objects to the statement that the Americans are the only people who make a reversible or, as the English call it, "double-handed" lock, and we say most decidedly, right you are, for how our English friend can in any possible manner prove from anything that ever appeared in HARDWARE that it was even hinted that such was the case is not manifest. If these goods had never been handled by the writer, it is only necessary to read over the "job" list of some of our wholesale houses to see them advertised, but at greatly reduced prices, for, though the English "double-handed" lock may flourish on the other side of the deep, it is out of its element here Those that do get here move about once a year—that is, if the merchant takes stock so often. The writer in Ironmongery declares himself highly amused at the statement, that when the retailer in Ontario orders Carpenter's locks right hand, he will be sent an English right. Now will our English friend please note the following? The Canadian locks are made, as he is also aware, so that the hand is the reverse to the English hand. Now with the fact staring us in the face that with the exception of the English rim locks numbers 60 and 60 A, which are commonly classed here as Carpenters' locks, no matter who the maker of them may be, all our locks are either Canadian or American, is it to be wondered at if some of our wholesale men should have at any time adopted the Canadian hand as their standard? It will be easily seen that, such being the case, a retailer ordering say some locks numbers 66 A x 6 inch right would under this rule be sent an English left. But our former article reads that the retailer will now be sent an English right, and such is generally now the case, as this subject has been debated by those interested, with the above result. Then again if the writer quoted had read the article aright he could not have failed to see that it was the retailer in Ontario that was mentioned, not the wholesale buyer, for when the English traveller sells goods here, he sells them in the same manner as he would were he selling for our English friend himself, who we now feel justified in saying was so highly amused because his sense of humor was not sufficiently on guard against his own lack of information upon the subject.

Upon reading over the remainder of the article from which this clipping is taken, it is seen that the use of the five and six inch brass door knobs is recommended. Now while such a thing could hardly be found in any hardware store in Ontario, we are not amused because the contributor to Ironmongery sees fit to recommend such an article, for he is in England and writing to the English trade, upon whose affairs we do not presume to be an authority.

THE RETAILER A PUBLIC BENEFACTOR.

The extinction of the free retailer would be a disaster, not merely to the people who make their living by trade, but to the whole community. As has been shown in former articles, it would remove a powerful pressure from prices and would banish voluntary enterprise from trade. Where capital and business individuality are hedged about by restrictions, neither will be easily induced to enter. How much of the material progress of the towns and cities of this or any country has been due to the fact that every trader was the master of his own business? In the first place, would the fine buildings in which so many of our retailers carry on business, have existed if customers had always been secured by such contracts as the Patrons ask merchants to sign? They certainly would not. Those fine buildings were put up, stocked, appointed and managed, to bid for the custom that was free in the country round. If the traders who keep store in them had always got customers by the Patrons' way, there would be no need for attractive shops and all the conveniences and refinements of modern trade. Competition would have been weeded, and a prosaic, plodding, eighteenth century style of doing business amid a disarray of boxes, barrels, etc., would be in vogue to-day. The present sprightly conditions of business are the evolution of competition that gave the consumer a choice of supply.

But our towns and cities would lack more than their fine stores, elaborate mercantile service and low prices. The greatest promoters of the growth of towns and cities have always been the merchant class. If a factory was proposed to be started, a railroad projected, any public works contemplated, the most urgent supporters of these were the merchants. A factory would employ hands, diffuse money, import wage-earners, increase the population, and in this way benefit the merchants who wanted more people to sell goods to. A railroad would increase the traffic, cause the opening up of whatever resources lay about the town—as mines, lumber regions, water-power, agriculture,—develop industry, and probably make a market for a big surrounding district. It would thus help the merchants. But these same advantages would bring other traders, mechanics, etc., to minister to the increased wants of a larger population, and thus multiply the competition in favor of buyers. Schools, churches, all the enlightening influences have been brought rapidly into existence in all parts of the country, and one of the strongest levers for the obtaining of them has been the activity, mercantile interests. Every improvement to any town has been to the advantage of the country tributary to that town. Reduce the number of the merchants, organize all the customers, tie each surviving merchant to a specified list of customers, and he will have no object in doing anything to increase the population or the wealth of his town. His spirited part in the work of keeping up the condition of roads, abolishing tolls and market fees, etc., would be a thing of the past. The very reduction in the number of the merchants would tell immensely on the public spirit of a town or city.

Thus would the decline of the free merchant affect disastrously the whole community. It would remove a powerful curb from prices and a powerful incentive from municipal prosperity Towns would wane and local markets would crumble away. The sleepy few left in trade by the will of the Patrons would be incapable of handing on the light that the swift-moving men of our times would leave burning. And the workers of this ruin would reap their full share of the general mischief. They would pay more for their goods, because wholesalers could force prices upwards against the feeble resistance of the subdued remnant who would be in trade on the Patrons' conditions, and the higher the wholesalers' prices would be the wider would be the retailers' margin. There would be fewer to bid for the farmers' produce, so that butter and eggs would go at lower prices than if there were many and keen competitors for the farmers' trade. The Patrons are the victims of a huge mistake, the effects of

which they will feel most when their idea triumphs most.

The traders, therefore, who so far have withstood the temptations, threats and debilitating rivalry that the Patrons bring to bear upon them are deserving of credit for their steady adherence to a principle that at the outset must cost them loss. Many of these steadfast men are now under a boycott, of which the object is to coerce them into unconditional surrender to their former customers, now organized into a Patron lodge. There is no doubt it takes a stiff determination to stand out against arguments that appear to be backed up by the withdrawal of the means of livelihood, and all honor is due to those who have the spine in their will to do it. The merchant of course is not always like the big manufacturer, who can let his works lie idle and starve men on strike into unwilling submission. Too commonly he is like the man who lives by his wages, and the loss of the former's custom is like the loss of the latter's situation. It seems, however, that the acceptance of the Patrons' conditions is about as speedy a way of going to the dogs as a trader can adopt. The record of failures so far goes to show this.

ON THE ROAD.

The Lay Whip Co., with head office at Westfield, Mass,, who opened a branch factory at Rock Island, P. Q., about one and a half years ago, are now employing some thirty hands. They make whips of every description, their goods being well known to the trade in Canada. Mr. T. J. Norris, the manager of the Canadian branch, is a hustler. Their travellers call on the trade regularly, carrying a full line of samples.

In conversation with Mr. Samuel Disston, of Messrs. Henry Disston & Son's, manufacturers of saws, files, etc., Philadelphia, Pa., I learned of some of the troubles his company have with the Canadian customs. The discount on goods exported to Canada allowed to the wholesale trade by this firm is 45 per cent., but when the goods arrive at the custom house, they are taxed so high that there is for our merchants only 32½ per cent. off. This makes it up-hill work for the United States company to reach Canadian trade.

The president of the Enterprise Mfg. Co., Philadelphia, says the demand for their goods last year was more than their output. They are trying to overcome this difficulty for the coming season by putting on increased help, and hope to be able to fill all orders.

The Kearney & Foot Co., file manufacturers, whose head office is at 100–102 Reade St., New York, who some little time ago presented to their patrons a handy article in the form of a pocket match safe made from aluminum. The constant receipt of requests for duplicates of the same, has caused the manager to state that they will be supplied to the readers of HARDWARE for the sum of twenty cents in coin, no stamps being accepted by the firm. This is hardly the cost price of the article named. All in need of the same should drop a line with enclosure.

Fifty hands are kept busily employed at Rock Island, P. Q., by the Butterfield Co. Their magnificent new fire proof building 153 x 30, two storys high, and heated by steam, is well planned for the manufacturing of their goods, which include all sizes of taps and dies, both pipe and bolt. Mr. Butterfield has fitted himself up one of the neatest offices we have seen. They also have a factory at Derby Line, just across the border, where immense quantities of goods are shipped to all parts of the United States.

THE PATRONS AND MERCHANTS.

The following letter appeared in the Winnipeg Commercial.

As I am living in a part of this province where the organization known as the Patrons of Industry have been at work lately, and as they are making such outrageous demands upon the country retailer with threats of boycotting unless their demands are complied with, I write this to see if it is not time for the wholesale and retail trade to come to some understanding for the purpose of protecting themselves against the unjust demands made by this organization.

The demand they are making on the retailer here is to come under contract with them, and on that contract you agree to sell them goods at an advance of 12½ per cent. on invoice price, and you also agree to produce your invoice for their inspection whenever called upon by any of their members to do so. After signing this contract they issue a charter to you, making your store a charter one, for which you pay them $13.

Now, any merchant that knows anything about his business, is well aware that he cannot supply them with goods at the above advance on invoice price and have his balance come out on the right side at the end of the year, for it takes on an average about one-half of the above percentage to lay the goods down in his store from the wholesale warehouse and from the balance of the percentage allowed he has to pay for fuel, light, taxes, insurance, dead stock, hired help, rent, interest on money invested, and make his living besides, which is simply impossible, and the country merchant that attempts it will certainly come to a disastrous end, which will inflict loss upon the wholealer that supplies him with goods, as well as injury to the honest retailer who is trying to pay his hundred cents on the dollar.

I have heard of some retail merchants that are agreeing to the above terms. Now, all that I have to say about them is this, that they are either knaves or fools, and if they are the former the wholesaler will likely be called upon to assist them in the fraud by making out duplicate invoices with an advance on actual prices,and if they are the latter the wholesaler is sure to suffer in the end, which is not far distant.

Now what I would like to see the wholesale trade do, is this, to refuse to sell goods to a merchant that agrees to such terms, unless his cash accompanies the order, and, also refuse to be a party to the above fraud of making out duplicate invoices ; and what I expect of the retail trade is, to refuse to buy goods from the wholesaler that supplies goods to the above merchants, unless he is satisfied that the above merchant is compelled to pay spot cash for his supplies.

ATTENTION TO BUSINESS.

There never was a time in the history of the industrial and commercial world when strict and personal attention to business was more necessary than at the present time. The growing competition in every line of trade and manufacture requires not only the strictest economy in every department and detail, but strict personal attention as well. This is one reason why Americans are and have been, successful in almost every enterprise they have undertaken. Instead of leaving the work to be performed by a paid manager or agent, the American manufacturer attends to the business himself, so far at least as the general management is concerned. He is a worker in every sense of the word.

Those who are inclined to think that employers are overbearing and grasping in their dealings with others, should not be too severe in their criticisms. The employee has a very easy time of it compared with his employer. His hours of labor are fixed, and his work is of a routine nature, requiring very little thought or care, except that necessary to the faithful performance of his duties. He knows just how much he is making, and when his day's work is done he can lay aside all care without fret or worry.

But with his employer it is quite different. With him it is constant, unceasing work, and his mind can never be entirely free from his business cares. He has to meet and overcome competition. He must watch the markets, both as a purchaser and a seller of goods. He must plan and devise, direct and control everything pertaining to his business. Not for a moment can he rest, for in that moment he may lose large sums of money which years of patient industry have accumulated.

The life of a successful business man is one constant round of work from morning till night, and often far into the latter. His hours of labor are not fixed by an arbitrary law, nor his labor that of fulfilling a duty to another for which he is paid a stipulated price.

The young man who, ambitious to enter business upon his own account, chafing at the position he holds or the wages he receives, will do well to give the matter careful consideration before undertaking the responsibilities and risks which are a part of every business man's life.

There is too much competition, too many shrewd and prosperous men already in the field for a young man to combat with, unless he be endowed with pluck and perseverance sufficient to carry him through a long and severe struggle, willing to work, not for day wages, not a certain number of hours per day, but for recognition as a successful business man, whether it call for one hour or twenty-four each day, whether the pay be one cent or $1.00 per hour.

In any case or under any conditions, either as the man of business, who works for his success through the employment and direction of others, or the laborer who gains his livelihood by working for another, strict attention to business, the faithful performance of the duties involved, and the considerate adaptation of means to an end is the only sure method of winning success.—Manufacturers' Gazette.

OUR LONDON LETTER.

LONDON, March 1, 1892.

THE COMING PARALYSIS IN OUR COAL TRADE

By the time this letter reaches you and is placed before the readers of HARDWARE, the coal industry of this country will be struggling with the most severe difficulty which it has yet had to encounter. What I am now about to relate has never presented itself to any industry in England, and is therefore intensely interesting as a labor dispute—if such it can be called.

Since the autumn of 1888 the miners of Yorkshire, Lancashire, Derbyshire, and adjacent counties, have compelled the colliery owners—by means of strikes, threats, or other methods—to grant an increase in wages amounting, in all, to 40 per cent. This increase was not, of course, granted in bulk, but in driblets of 10, 15, and 5 per cent. advances at different times. The colliery owners now say that prices do not permit of this 40 per cent. increase being retained and that the men should accept a lower wage. This has not been distinctly formulated as a demand by all owners, but rumors to that effect have reached the men, who know that matters are not over prosperous with many colliery owners, because the latter are compelled to make such poor contracts with the railway and gas companies, who are their largest customers. These customers being extremely rich and powerful can compel the comparatively poor colliery owner to sell to them his coal at very low rates. It will thus be seen that the coal owner is not altogether a free agent. He has on one side the big purchasers, whom he hardly dare offend, and on the other the men who insist on retaining every cent of advance granted to them in better times.

Strictly speaking the present movement is one to keep up wages by limiting the output, which will, of course, maintain the prices of coal. It is a ring of owners and men. The owners are forced to accept this assistance from the men who otherwise see very clearly that wages will fall. The men say to the masters: "If you won't fight for us and for yourselves we will fight for you. We will have no more sliding scales which were supposed to regulate wages by the market price of coal. It is your business—or has been hitherto—to keep up prices and thus be able to pay us a reasonable wage. We find that, in consequence of pressure put upon you from outside, you think of lowering prices and therefore wages. We say, in return, that you shall not do this. It is no concern of ours if you like to accept low prices so long as you pay us our 40 per cent. increase gained during the last four years, but when you imply that low prices mean correspondingly low wages, then we say we shall force you to send up and maintain those prices, simply because we shall restrict the output of coal by leaving off work for a sufficiently long period to bring about that result. As wages depend upon prices we now purpose making it our business to keep them up. If overproduction causes prices to fall, why we shall simply leave off work and let prices right themselves by the natural process of lessening the supply."

The masters have a combination for the purpose of maintaing rates called the Coal Owners' Association, but unfortunately several of these have turned out to be mere black sheep, who have gone behind the others and undersold them. The colliery owners put this argument of underselling to the men, who reply: "If you will help us against blackleg miners, we in return will help you against blackleg owners who undersell you."

The men argue that the colliery owners themselves do not sell at an actual loss (although I myself hear that several owners have not paid a dividend for some time past), and if they do it is their lookout. "We," say the men, "are selling our flesh and blood and place our lives in hourly danger. We ask the employer what he will give us for our services If we go below a certain price we are selling our commodity, our labor, at a loss. Why should we do that to satisfy, not our employer, but a gas company, or a railway company, or a big firm of manufacturers who pay as little as they possibly can to enable them to pay a larger dividend to their shareholders, while we suffer?" Perhaps this is not a very unreasonable argument on the part of a man working 8 and 9 hours under ground for $6 a week, with perhaps five or six children to keep.

Now, what is this body which proposes to effect a revolution in English industrial affairs? Four years ago a society calling itself the Miners' Federation appeared before the public with a membership of 36,000 men. To-day it numbers 180,000 "financial" or "paying" members among one class of workers alone, while if the surface hands are included, the total membership amounts to 300,000 strong, so that more than half this number (180,000) are the men who are actually engaged under ground. The Federation have property worth half a million pounds sterling.

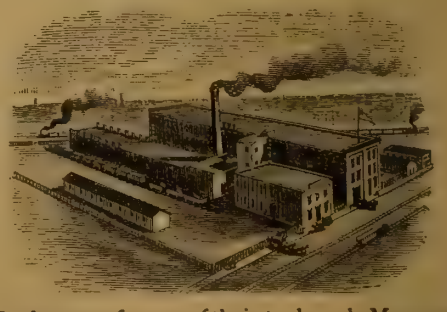
I have, therefore, made it clear that the present movement is not a strike; it is, on the contrary, rather a move to prevent a strike by means of keeping up prices, so that employers can keep on paying present wages. One of the most significant things in this agitation is the direct voice which the men will have in the question of prices. Hitherto if workmen got their wages all right they were content to leave the matter of prices in the hands of the employers. The fixing up of selling rates was the capitalists' affair, said the men, not ours. But ever since 1888, when the Miners' Federation came into active operation, the men's views have changed very much, and an agreement with the owners to prevent the price of coal from falling below a certain minimum is at this very moment one of the foremost planks in the policy of the Miners' Federation.

What will be the effect of this policy? Its immediate result will be, of course, a general rise in coal and pig iron. Already the price of pig iron at Cleveland has been raised considerably and iron masters are making preparations for the stoppage of blast furnaces. In Middlesborough there are 85 furnaces in blast and nearly all of them have only three or four days' supply of coal. The prices of house coal have risen from 1s. 3d. per cwt. to 1s. 5d. and 1s. 6d. In Sheffield the quotations for engine and boiler fuel have advanced by 9d. a ton, and it is feared that this sum will be maintained. Rolling mill proprietors have resolved to glut down their works for a fortnight; while it is generally found that the increase of rates for fuel will seriously embarrass many firms. In this hardware centre even now reports of home travellers are unfavorable, while foreign and colonial orders are becoming infrequent.

This is the immediate effect. It will be noted that this is not a mere temporary move on the part of the men, but that prices of fuel—the very motive force of our great industries—will be permanently maintained at their recent high figures. Already I hear complaints from all sources that we cannot compete with foreigners—especially Germany—with a high coal rate, combined with other disadvantages. Manufacturers will have to enhance the export prices unless they like to cut their own profits, or reduce their operatives' wages and then again face a strike. I know for a fact, that in Colonial and foreign markets, Germany is pressing so closely on our heels that any little advance will prove disastrous and will turn the scale against our goods. Then again if the railway companies have to pay higher for their fuel, they in return will take it out of the trader by raising the railway rates for transporting manufacturers' goods and then again give the foreigner an advantage. Our export trade has been shrinking terribly of late years and the action of the miners is not calculated to lessen that loss. The result of the coming experiment will be watched with intense interest not only in England, but in all Europe and America. At present the cessation will last only a fortnight, but may be extended.

THE STANDARD TOOL COMPANY.

We herewith illustrate the factory of the Standard Tool Co., Cleveland, Ohio, who are one of the largest manufacturers of increase twist drills, reamers, chucks, gauges, etc., in the country.



In the manufacture of their tools, only Messrs. Stubbs and Forth's imported steel is used. Mr. E. C. Palmer is the general manager of the company, which was established in 1882, and which under his management has now an export trade to every country in the world. He attributes this fact to advertising, and the persistent efforts of their travelling salesmen. The company also manufacture the Morse patterns of increase twist drills. These goods are well known in Canada.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

AGENTS IN CANADA FOR

Joseph Elliot & Sons', Sheffield Eng.,

Table Cutlery, Razors.

PROPOSED CUSTOMS ALTERATIONS

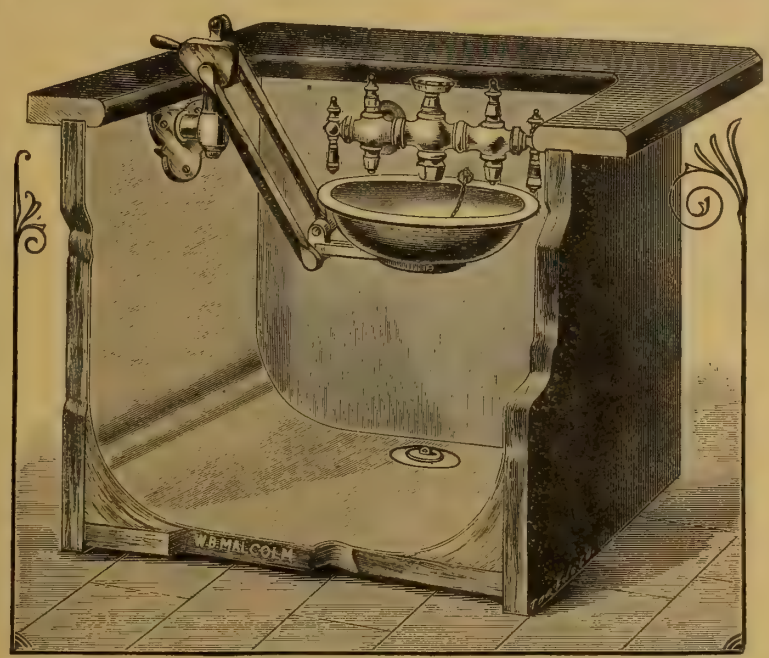
The Council of the Winnipeg Board of Trade submitted the following recommendations of amendment to the Customs Act.

"First, That after goods have gone into consumption, no port entry shall be asked, except in case of fraud.

"Second. That all orders of council, departmental decisions and rulings of the board of appraisers as to rates of discount, valuation, and rate for duty, whether on goods or on packages, and all decisions regarding packages being liable to duty or otherwise, and, if dutiable, the value of the same, be promptly communicated to the customs officer of every port of entry within the Dominion, and that the same be at all times accessible to the public.

"Third. That all decisions of legal appraisers affecting the value or rate of duty, where found to be correct, be promptly communicated through the board to customs officers at other ports, so as to endeavor to make the rate or amount of duty collected on a given quantity of a given article, as near as possible, uniform throughout the Dominion, as well as thereby provide a supervision over the work of the local appraisers.

Malcolm's Patent Adjustable Basin Stand.



Unique, Durable, and Cheap.
Nothing like it in the Market.

It is easily adjusted to any position; is filled from the bath-taps, and when filled, can be raised to the desired height by the user, or swung to the outside of the bath by either adult or child, and will remain where placed.



E. G. GOODERHAM
Manager.

The Toronto Silver Plate Co.,
Manufacturers of
Sterling Silver and Electro Silver Plate.

FACTORIES AND SALESROOM: TORONTO, CANADA.

J. C. COPP, Sec.-Treas.

MINERS MUSTER.

A large and influential deputation of Sudbury mining men, headed by Mr. James Conmee, M.P.P., waited on the Ontario Government the other evening and asked, first, a grant of $3,000 towards the establishment of a laboratory for experimenting in nickel ores at Sudbury; second, a grant of $3,000 for four years towards the salary of an expert assayist, the petitioners claiming that after thal time the institution would be self-supporting; third, the Government establish a smelter at Sudbury. Mr. Mowat promised to consider the matter.

* * *

Officers and members of the Provincial Miners' Association have decided on definite steps to perfect the organization and secure a large membership throughout Ontario. The objects of the association are: To have the royalty on mineral abolished, to secure the development of the mining interests of Ontario by obtaining a liberal policy for the construction of railroads and roads, and the establishment of schools of mines. The membership fee is $5, which amount all members are required to remit to D. Bole, treasurer, Sault Ste. Marie. Members have been notified to perfect the organization of their local associations at once. The first annual meeting will be held at Sault Ste. Marie, Ont., on Tuesday, July 19, 1892. In the meantime the association has appealed to all Boards of Trade, the Patrons of Industry, the Farmers' Institutes, and all non-political organizations in Ontario to adopt the following resolutions:

That whereas the United States Government offer liberal inducements to the actual settler;

And whereas about three-fourths of the entire province of Ontario is still unsettled;

Therefore the most liberal railway, mining and homestead policy should be adopted to prevent any exodus from Ontario and secure the development of her resources, and we concur with the Patrons of Industry that the public domain should be reserved for the homestead settler, so far as the circumstances of Ontario will permit:

And would therefore humbly petition the Legislative Assembly of Ontario to enact legislation this session as follows:

That to encourage the construction of colonization railways in the inaccessible portions of the province, a grant of 12,800 acres, including pine and mineral per mile in alternate townships, be made to such railway companies (which is the area granted to the Winnipeg and Hudson Bay railways in the N. W. T.)

That the other townships in such railway belt with the pine and mineral be reserved for the actual settler, who, upon residing thereon for five years and clearing 25 acres and paying an entry fee of $10, should be entitled to a patent thereof, with all the pine and mineral.

That the said grants to both the actual settlers and the railway companies should be subjected to timber dues of $1 per. M. feet on all pine, payable to the Ontario Government as the same is cut, and by this means the present revenue derived from pine would not be materially impaired.

A strong effort will be made this session to have the royalty on mineral abolished and the prices of mining lands, which would not be included in the railway belts, reduced to $2 per acre. The association wishes that all duty cellected on coke, coal and machinery used by mining and smelting companies should be rebated to them.

* * *

The members of the Provincial Miners Association met in the parlor of the Rossin House on Wednesday night, the 9th inst. Among those present were: Messrs. James Rayside, M.PP., J. Mckay, Thomas Marks, A. Campbell, A. S. Thompson, G. Mickle, John McKellar, M. J. Patterson, T. McIntosh and James Conmee, M.P.P. Mr. Conmee acted as chairman, and said in his opening address that the association had a right to expect much encouragement and assistance from both the Dominion and Provincial governments. They should be prepared as an association to suggest a liberal mining policy, which would meet the approval of both parties and the country at large. The mining interests were as important to the prosperity of the country as the agricultural and manufacturing, and no country could make steady progress unless its mining industry was fostered and developed. This had been the experience of European countries, and of the States across the line. The Dominion Government have offered a bounty of $2 a ton on the products of the mines; but offered it in such a way that so far the miners have been unable to reap very much benefit therefrom. There were no smelting furnaces in northern Ontario, and the iron mines were inaccessible by rail. The duty on coke and coal required for smelting purposes, he claimed, was more than the bounty.

Mr. McKay, the secretary, said that the policy which had been adopted towards farmer settlers should be extended to miners Let land grants be made to colonization railroads, the balance being reserved for the actual settler, whether farmer or miner. Such grants, he contended, should be subject to a charge of $1 per 1,000 feet on all pine timber. This would be a sufficiently liberal policy to encourage the building of necessary railways, and net a revenue to the province of $75,000,000. After other addresses by Mr. McKellar and Mr. Marks, the meeting adjourned to meet at the call of the chair.

* * *

The miners of the province are not satisfied with the bill passed last session regarding the royalties to be imposed upon ores. The particular clause which is objected to, reads as follows:

All royalties shall be calculated upon the value of the ores at the pit's mouth, and shall be payable at such time and times and the values shall be fixed and ascertained in such manner as shall be provided by regulation to be made by the Lieutenant-Governor in council in that behalf.

The miners want to know what is the value of the ore at the pit's mouth. When the ore has been landed there both labor and capital have been expended on it, and they are anxious to know if the Government intends taxing these.

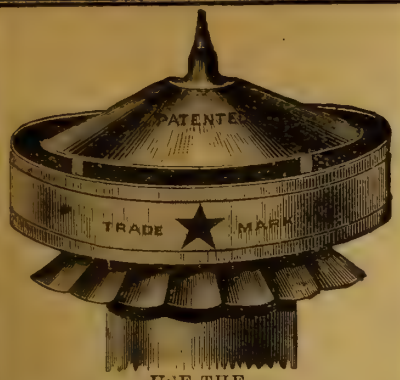
This clause also provides that the Government shall decide the value, and although the bill has been law for over a year, the price has not been fixed. Speaking on the subject last night, Mr. Conmee, M.P.P., remarked that the evil of such a law was clear to any miner who wished to induce capitalists to put money into his mine. The first question asked was, "What do the royalties amount to per ton?" And when the prospector replied that he did not know, the man of money refused to go into the scheme, no matter how rich the ore.

The miners now want the Government to change the objectionable clause so that it will read thus:

All royalties shall be calculated upon the value of the ores at the pit's mouth, after deducting therefrom all cost of mining, raising, hauling and surface treatment, together with a fair allowance for the miner's profit, and shall be payable at such time and times, and the values shall be fixed and ascertained in such a manner as shall be provided by regulation to be made by the Lieutenant-Governor in council, but no such regulation shall impose a royalty or charge on labor or capital expended in mining or the treatment of any ore.

A deputation appeared before the Government last week to protest most strongly against any rebate being allowed on grain transhipped at Ogdensburg, on the ground that it would hand over the whole carrying trade of the lakes, and especially of the Canadian North-west, to American bottoms. The delegates also urged the advisability and urgency of at once deepening the St. Lawrence canals to a uniform depth with the Welland, it being stated that as soon as a uniform depth of 14 feet is obtained the Canadian forwarders would be in a position to snap their fingers at the Yankees.

The Condition of Sales Act now before the Ontario Legislature brought down a deputation representing wholesale interests. They were piloted by the member for East York, Mr. G. B. Smith, and were composed of Messrs. J. Short McMaster, T. O. Anderson, T. M. Bayne, and R. H. Gray. They urged upon the Attorney-General the justice of passing legislation which would protect creditors against private liens or agreements not registered or otherwise made public. These liens are frequently resorted to to the great prejudice of the creditors on estates, and the wholesale men had no difficulty in impressing the Attorney-General with the merits of their case.



—USE THE—
STAR * VENTILATOR
For the VENTILATION of
Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Send for our Book on Ventilation.

MERCHANT & CO.,
PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY

EVERY HARDWARE

Man handling Fine quality goods, should have in stock for

Spring Trade
Home Wall Colors

Manufactured by H. M. Johnston, Brooklyn, (the original inventor of Wall Colors.) These colors are far in advance of the cheap kalsomine generally sold for walls.

Apply to the Agents,

Walter H. Cottingham & Co., Montreal.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

GLOBE FILE MFG. CO., Port Hope, Canada.

—MANUFACTURERS OF—

FILES AND RASPS

OF SUPERIOR QUALITY.



Capacity 600 dozen daily. We manufacture everything from a small Dental File to a 16 inch Bastard or Block File. Every File Tested and Warranted equal to the best imported. Write for Prices.

TORONTO WAREHOUSE, 74 YORK ST. MONTREAL WAREHOUSE, 432 ST. PAUL ST.

Eureka Steel Head Garden Rake.

PATENTS APPLIED FOR.

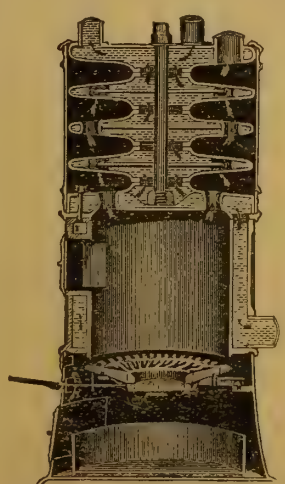


The Head is stamped from a Solid piece of Extra Double Refined Silver Steel and consequently is much stronger than any other Rake now on the Market.

SEND FOR PRICES.

MANUFACTURED BY

JAMES ROBERTSON & CO., - TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



Sand Screen Cloth. Sand Screens.
Mason's Hand Screens.

For Stonemasons, Bricklayers & Plasterers.

Write for Catalogue and Price List.

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

NEW GOODS.

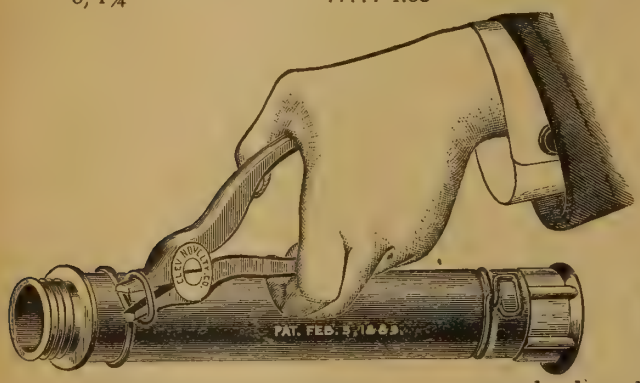
THE BEIDER HOSE STRAP.

This simple and cheap hose strap seems to answer all the demands that can be made upon an article of that character, and its success has certainly demonstrated that it is what the people need. It is said to be the only strap that can be used without a special tool; and as it is made of but a single wire it can certainly be fastened very easily and with rapidity. It is made of brass wire and fully warranted to stand any pressure that may be put upon it. One size will answer for each size of hose irrespective of ply. The American list per dozen is:



THE HOSE STRAP

No. 2,	½	inch,	hose,	any	ply.....	$ 40
" 4,	¾	"	"	"	"	60
" 6,	1	"	"	"	"	80
" 8,	1¼	"	"	"	"	1.00



THE HOSE STRAP ATTACHED.

Hose strap pliers 50 cents each. Write for specially large discounts to the makers, the Cleveland Novelty Co., Cleveland, Ohio.



METHOD OF ATTACHMENT.

The Ross & Fuller Association, of No. 33 Chambers Street, New York, are the general agents.

ECLIPSE LAWN MOWER SHARPENER.

This very important and much wanted implement is manufactured by the Eclipse Novelty Company, whose agent, J. G. Beath,



N. Madison St., Rockford, Ill., controls the trade for Canada.

The following directions for using bring out the merits of the implement:

Apply your sharpener as illustrated in the cuts below.

Raise your driving wheel from the ground, which can be done by placing a block under the hub or shaft of wheel.

Remove the rust from knives all you can, and take Sharpener in both hands and draw toward you, letting it run clear out each time, as it spoils a file to run backwards.

Do not bear on too hard, but hold the gauge close to shaft or bed plate.

File a little more on each end of knife, as it is harder at this point and does not wear away so fast.

To get proper bevel on knife, move gauge backward or forward as required.

To change file, loosen tail screw.

As a file cuts but one way, be sure to have cutting edge forward.

After sharpening, set bed knife down to the cylinder just close enough to touch.

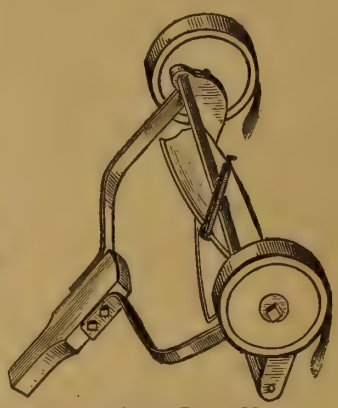
After getting proper bevel, screw gauge down tight and leave it, for you will not have to change it again.

When knives get worn down close to the guards, drop the file a little.

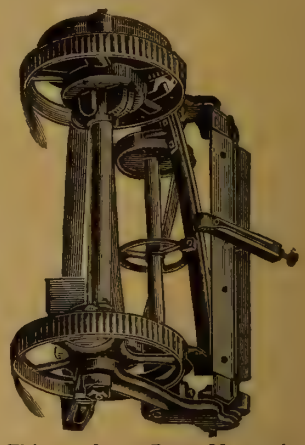
The fact that there are a great many different makes of machines, and each kind being different from the other, has compelled the manufacturers to made a very thorough test of the merits of their Sharpener before putting it before the people. If the directions are carefully considered, any man can keep his own machine in good cutting order with very little trouble.

Their files are made by H. Disston & Sons and are warranted to do the work intended

Cuts showing two different ways of applying sharpeners.



This cut shows Lawn Mower. right side up.



This cut shows Lawn Mower in reverse position

THE STAR POWER SAW

Every manufacturer is interested in any labor-saving machine, and one is illustrated below. It is the Star Power Saw, manufactured by Miller's Falls Company, 93 Reade Street, New York. The machine is designed for cutting iron and steel. It will also cut piping. By its use a good percentage of the metal is saved, as the outside cut is left smooth, no squaring up being needed. There are, already, some hundreds of these machines in use in the United States, the users being enthusiastic in its praises. Mr. H. L. Pratt, the manager of the company, claims that no Canadian can afford to be without it. His company have just issued a very neat catalogue of their goods, in which the price of the saw is quoted at $25. Any information can be had concerning this new device by writing the company for their catalogue.



THE STAR POWER SAW.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



TORONTO, Nov. 6th, 1891.

W. H. JAGGER, ESQ., 24 Front Street West, Toronto.

DEAR SIR,—We have used Messrs. Hamilton & Co's Painter's Brushes for some time past, and find them very satisfactory, both as affecting the questions of quality and durability.

Yours truly, ELLIOTT & SON.

You can lose more than we do by not subscribing for this paper

BUSINESS CHANCES.

HARDWARE BUSINESS WANTED.—COMmunications private. Address, Business, HARDWARE. 12

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

FOR SALE.

HARDWARE, STOVES, FURNITURE, AND house-furnishing business for sale, in a Northern village, centre of a lumber region; no opposition; doing a business of about ($18,000) eighteen thousand dollars per year. Liberal terms to the right person. This is a chance of a lifetime, write for particulars. Address D. C. M., care HARDWARE, No. 6 Wellington Street West, Toronto, Ont.

SNIDER RIFLES WANTED.

WE WANT HALF A DOZEN SECOND-HAND Snider-Enfield Rifles—military pattern—any kind will do if they are complete and the price be low. Address, Snider-Enfield, care HARDWARE. tf.

CRYSTOGRAPHS

TO REPRESENT

Stained Glass Windows.

A new and original process easily applied.

Cheaper than any imitation stained glass windows.

A large assortment.

A. RAMSAY & SON,
MONTREAL.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware Specialties, Iron Pipe, Hot Water Boilers and Fittings, etc.

Send for Prices.

THE CANADA PAINT COMPANY, Ltd.

MONTREAL and TORONTO.

S. F. McKINNON, President. W. H. HOWLAND, Vice-President.
ROBERT MUNRO, Managing Director.

MONTREAL, QUE., March 1, 1892.

We have now the pleasure to announce that we have acquired and will conduct under united management, the businesses heretofore carried on by

Fergusson, Alexander & Co., Montreal.
The William Johnson Company, Montreal.
—AND—
The F. G. Peuchen Company, Toronto.

These businesses will be carried on by us under the style of the

Canada Paint Company, Ltd.

At the various factories presently occupied, and mainly by the same staff.

Mr. Robert Munro, hitherto resident partner of Fergusson, Alexander & Co., undertakes the active management of the Company as managing director, and will be assisted by the leading officers of the companies.

We feel confident that the arrangements made will ensure thorough efficiency in the Company's operations. We also venture to point out to the trade that the combined management of the three firms, while it ensures economy, also affords some guarantee that the excellence of the goods hitherto manufactured by the firms seperately will be not only maintained, but, where possible, improved.

The range of manufactures will be widened, and will include the preparation of such raw materials as have hitherto been imported in a prepared state.

A special department will be opened for the manufacture and supply of varnishes of the highest class.

We have acquired not only the good-will and all the rights and privileges of the three companies, but also the brands, labels and formulas, so that the trade will suffer no inconvenience from change of names or labels, which will be continued as at present.

Every possible economy consistent with efficiency is being introduced so as to enable us, while attaining the highest possible standard of quality, to supply our manufacturers at the most favorable prices.

Prompt fulfilment of orders will be a prominent feature of the Company, and, with this view, a fully assorted stock of each brand of goods will be carried, both at Toronto and Montreal.

We beg to refer to our list of specialties, and while assuring the trade of our best services, we venture to anticipate their continued support. (Signed.)

THE CANADA PAINT COMPANY, LTD.

MARKETS

MONTREAL MARKETS.

MONTREAL, March 18, 1892.

HARDWARE.

Now that the result of the elections has been so decisively established, it is expected that business will resume its old course and be improved by the calm which ought to reign after the contest. The weather has not been very conducive at active business, but the mild weather seems to indicate an early opening of navigation. Paints are moving on fairly well and chemicals are active for spot and spring delivery. Copper is in better demand, but not quotably changed. Tin, terne and Canada plates are dull and easy, with no change in price.

PIG IRON.

The pig market has furnished no new feature during the past week, and beyond a few jobbing sales there has been nothing to note. Some small lots of Summerlee have changed hands at $21.50 and Carnbroe at $19.50, but this is all. For forward delivery in spring after the opening of navigation there is little doing. Agents are, however, more disposed to do business than last week—that is for delivery away ahead—from which the interence is drawn that makers on the other side do not expect the labor troubles to be of long duration. For delivery after the opening of navigation Summerlee is being offered at $19, but no business has been done.

BAR IRON.

The bar iron market remains the same as noted from time to time, and outside of a few jobbing sales there is nothing new to note. Dealers here seem to be pretty well stocked, and with the high freights ruling there is not much doing in the way of spring delivery.

SCRAP IRON.

There is a fair demand from the rolling mills for scrap iron and a few jobbing transactions have been closed during the week. We quote prices unchanged at $15 to $16 for wrought, and cast $13 to $17 per ton according to grade.

TIN PLATES.

Tin plates are dull and quiet. The canners are just commencing to go ahead at full blast, but they laid in a good stock of tin last fall, and dealers don't anticipate much demand before the first of next month, when they expect to do a good trade. In the absence of business prices are purely nominal. We quote $4 to $4.50 for charcoal and $3 to $3.75 for cokes.

TERNE PLATES.

There is still heavy stocks in store here, and with business so slack dealers would no doubt agree to considerable shading to effect a turnover. Advices from abroad state that business is fair and is confined to regular sizes.

CANADA PLATES.

In Canada plate there is nothing doing outside of a small jobbing trade, and with the light stock in store here rule steady. We quote $2.65 to $2.75.

COPPER, ETC.

Copper is slightly better in tone this week, but is not quotably higher. Local business is quiet and without any change of great interest. Prices are purely nominal. Pig lead is without change since our last. We quote choice 6 to 6½c. No. 1, $5.50, No. 2, $5, No. 3, $4.50, dry white 6c., red ditto 4½c.

NAILS

Nails are still in good demand at the old price via $2.45. One or two wholesale houses have large stock and are making quite a nice profit having bought them at $1.19. Steel and wire nails are steady and in good demand. We quote

STEEL WIRE NAILS.

10 dy to 60 dy per keg	$3.05
9 dy to 60 dy "	3.35
8 dy to 60 dy "	3.60
7 dy to 60 dy "	3.90
6 dy to 60 dy "	4,20
5 dy to 60 dy "	4.20
4 dy to 60 dy "	4.50
3 dy to 60 dy "	5.40
3 dy fine, "	6.50

GENERAL HARDWARE.

Now that the election is over trade has started to pick up all round. Travellers are all out, and are sending in fair reports, and although the orders are only sorting ones the trade seem satisfied. Nails are on the boom just now and are in steady demand, other builders supplies are also in fair enquiry. Shelf goods are quiet, but will no doubt pick up in the near future. Manufacturers agents say that this year has been the best year they have had for some time, this goes to prove the wholesale trade here must be low in stock. The French houses say their men are doing better now that the political excitement is over, and they hope it will improve still more as the spring advances.

CHEMICALS.

Business continues active both for goods in store and for goods to arrive, the volume of business being greatly in excess of this time last year. Prices are unchanged but steady. Chlorate of Potash is still firm at the advance prices. We quote :

Bleaching powder,	$2.25	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.01⅛	to	0.01¼
Caustic soda,	2.65	to	2.80
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.75	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of copper,	0.07	to	0.10
Bich. potash,	0.08	to	0.10
Bich. soda,	0.06	to	0.08
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	75.00	to	80.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08½	to	0.09½
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

The glass market is quiet and unchanged with no new feature to note since our last. Stocks here are still light and dealers still talk firm. We quote the old figure, viz. : $1.35 to $1.40.

CEMENT AND FIRE BRICK.

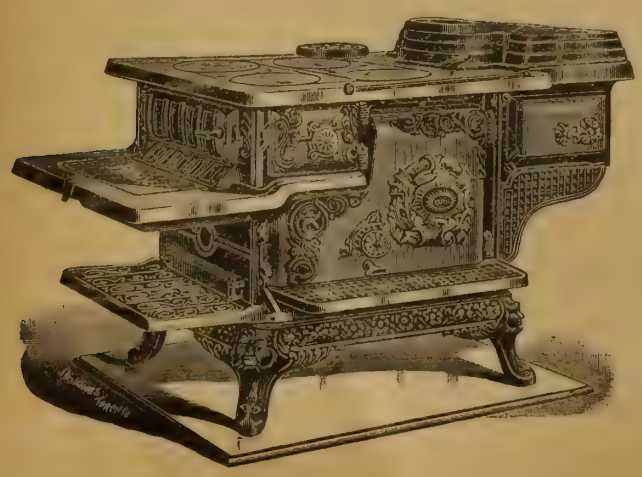
Cement is dull and quiet, and with the heavy stock and the tone of the English market point to lower figures when spring shipments arrive. Firebricks are still in very fair demand, and some fair jobbing turnovers have been made. Stocks here are light and prices are firmly held at $20 to $25 per 1,000. We quote —Belgian cement, $2.30 to $2.43 ; Newcastle, $2.40 to $2.50 ; London, $2.40 to $2.55 ; fire bricks, $20 to $25 per 1,000

OILS.

The oil market is dull and quiet, but prices rule steady. Linseed, cod, and other lines move in a slow way. We quote :— Cod Newfoundland 40 to 45c. ; seal, steam refined 47½ to 50c.; linseed raw 57 to 60c. ; linseed, boiled 60 to 63c. ; castor oil 9 to 11c. ; cod liver oil, Newfoundland 85 to $1 ; cod liver oil Norway $1.05 to $1.25.

NAVAL STORES.

Spirits of turpentine keeps up very firmly at the advanced price, and although opinions are divided as to whether the higher figure will be maintained for any length of time, yet it seems very probable that much lower figures will not be obtained before the middle of summer. Other lines are dull and



IMPORTANT.

Dealers will kindly observe that we are now RE-INSPECTING OUR STOVES before shipment, as a precaution against possible shortage, breaks or misfits. Although this is an additional cost to us it will be satisfactory to customers to know our Stoves can be relied upon to be perfect in every respect. We are also taking increased precautions to improve the quality of our goods so as to maintain our pre-eminence in the Stove trade.

There are more of McCLARY FAMOUS STOVES made and sold annually than any other make, and the demand is always increasing. By recent addition to our premises we hope to keep the supply up to the demand.

Besides some other new patterns, we are making patterns for a larger size of the "MODEL" WOOD COOK, which will complete the finest line of Wood Cooking Stoves on the market.

McCLARY M'FG CO.,

London, Toronto, Montreal, Winnipeg, and Victoria, B. C.

London, February 1892.

MARKETS—Continued.

unchanged as follows. We quote :—Turpentine, 63 to 65c; rosin, $2 to $4.25, as to brand ; coal tar, $4 to $4.25 ; cotton waste, 5¼c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady with Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

PETROLEUM.

Business here has been very quiet this week and there is nothing new to note. The American has the same steady movement. We quote : Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 15c. for single casks ; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia ; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash ; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

TORONTO MARKETS.

TORONTO, March 18, 1892.

HARDWARE.

Trade has taken no special drift this week, running for the most part in the grooves opened by the general demand for the season. A more hopeful feeling prevails, for which there has been very good warrant in the volume of the business done since last report. Buying has undoubtedly been freer both for present and future delivery. Supplies are still going forward to the lumber camps preparatory to the breaking up of the streams, when rafting will begin. Garden tools, fence wire, woven wire, harvest tools, carpenters' tools, and assortments are going out. The warehouses are busy making up orders for delivery on the first of April. A very considerable output is due then, when summer freights come in. A considerable proportion of business for shipment is expected to be booked in the meantime, as the frequency of travellers' visits rather encourages retailers to postpone ordering so long before the time of the goods coming into stock. Cutting is as pronounced as ever in all lines but those under the most rigid combine agreement. Squares have been cut a 5 per cent. margin in many cases, butts continue to be sold very cheap, and generally the market favors the buyer. Prices Current show modifications of values in Daisy churns, Morse drill, Bailey's Victor planes, Button's imitation pliers and nippers, bits and bolts.

BARB WIRE—Wants are not signified freely. They will have to be supplied from stock. Traders are aware of this and do not anticipate the consumers by forwarding orders now

BOLTS—The discount ranges 70 and 10 to 75 per cent. from the list on carriage bolts, which are now going out freely.

BUILDERS' HARDWARE—Country traders are furnishing a few orders, but not enough to make this department a very active one. There is little going on in the way of building in the city.

CORDAGE—The week has a very good record of sales in cordage, lumbermen's wants, being an influence now felt in the market. There are no changes in price. Prices are steady upon a basis of 12¼c. for Manilla, 10¼c. for Sisal, and 8¾c. for tarred lath. Binding twine is quiet.

HORSE NAILS—The range of quotation is 50 and 5 to 60 per cent. from the list, the former for C., the latter for P., B. and M. A very ordinary rate of demand is experienced.

HORSE SHOES—Jobbers still quote $3.60 to $3.70, that being the range with some houses, who ask the former figure for large lots and the latter for small lots. Other houses hold out for $3.70. The attempt of the manufacturers to establish limited prices among jobbers with the condition that the latter were to forfeit a rebate if they sold horse shoes below those prices did not get the support of the whole trade, though some wholesalers signed the agreement to make no concession on the prices fixed. Some who did so are therefore steadfastly standing by the agreement, and suppose that the list is binding on all. If the manufacturers have abandoned the agreement they should so advise everybody who has signed it, for even the engagement to stand by a price is looked upon by some men as morally binding. Until they are absolved from it by the other party to it.

WIRE—The best part of spring orders is already booked for wire, though there is still a fair call for plain or merchant wire, which includes annealed, galvanized, oiled, bright, etc. The evasions by granting the freight appears to have gone out of practice, as buyers to whom this favor was quoted find upon application that it is now withdrawn. A fair amount of English wire has found sale this season. It sells best in the west, as it gets here at just as low a freight as to Montreal. The difference of 10c. on Canadian wire at Montreal and at

HAYES' PATENT
MANUFACTURED BY
METALLIC ROOFING CO.
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL LATHING

Toronto does not cover the freight between the two places, and this gives some opening to English wire. There has no doubt been some German wire palmed off here as English. In some sections there has been a very good demand for Kitsetman wire fence, which being handled by agents with township rights, has been generally an obstacle to business by hardwaremen.

NAILS—No very large demand, such as has been experienced in some springs, is looked for or felt yet. The price is firm.

METALS.

Activity in the metal market waits on the coming of lower freights. It is believed that manufacturers are generally in a good position to buy when once the cost of transit comes down, as stocks bought last fall must be pretty well used up and are being replenished only by occasional morsels that cannot stand long the demands of business that ought to be due for manufactured goods very soon. Prices are generally steady, business dull and outside markets without feature, if the report of the big copper combine be excepted.

ANTIMONY—A steady market and a low demand are the features, preserved from last week, that characterize the trade in antimony. Cookson's is 14½c., other brands 13½c.

CANADA PLATES—Are nominal.

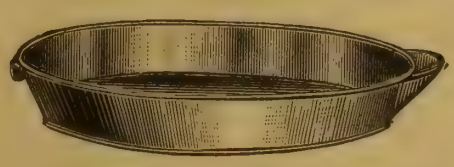
COPPER—Lake ingots are firmer and higher in New York as a result of the combine among the mine owners. Here the price has not advanced but is stronger at 13 to 13½c. for Lake Superior and Best English Selected, with about ¼c. lower for casting brands. Quotations in Prices Current show sheet copper easier.

LEAD—The sag in pig lead which affected outside prices last week told out their firmness at the same time here, but it has been followed by partial recovery in New York. Domestic is 3½c., imported 3¾c.

SHEET ZINC—No fluctuation and but little trade are all that is to be reported in this metal. Casks are 6½c., broken lots 6¾c.

SPELTER—A very good demand is calculated on, but it has not begun to manifest itself yet. Domestic is 5c., imported 6c.

BATHS OF ALL DESCRIPTIONS.



Japanned Ware. Stamped Ware. Pieced Tinware.
Milk Can Trimmings, Creamer Trimmings, Dairy Pail Bottoms, etc., etc.
THOS. DAVIDSON & CO.,
474 ST. PAUL STREET, MONTREAL.

MARKETS—Continued.

TERNE PLATES—Are nominal.

TIN—With the exception of some fractional shading reported from the English market, there is nothing to report in the way of change. Straits tin is 22 to 24c., strips 24 to 25c.

TIN PLATE—Purchases continue to be made cautiously. The price is very steady and unchanged at: I C coke, $3.85 to $4; I C charcoal, $4.25 to $4.75; I X charcoal, $5.25 to $5.75; I X X charcoal, $6.25 to $6.75; D C charcoal, $4.

IRON AND STEEL.

The pig iron trade makes haste slowly. The consumer apparently has nothing to loose by waiting as plethora is the conspicuous condition in both the great producing countries. In the United States prices have been weakening under the pressure of overproduction and now several furnaces are blowing out. No special transactions are reported on this market.

Bar iron is in better request this week than it could be said to be at any time previous since the opening of the year. Prices are unchanged at $1.10 to $1.15 for merchant bar, and at quotations in Prices Current for special brands or descriptions. Steel has sold fairly well for tool purposes.

PAINTS, OILS AND COLORS

The paint trade continues the very even tenor of its way. Turpentine has eased outside and quotes now from 57 to 60c. It takes from two to three weeks for the full effect of a decline in Savanah to reach this market, as stock held by everybody was bought at the advance. We quote :—Linseed oil is unchanged at 56 to 58c. for raw, and 59 to 61c. for boiled. White lead 5¼ to 5½c. English dry white lead, genuine B B. is 8¼c. and B B No. 1 is 7¼c. Lamblack, Eagle assorted, is $1.20 in barrels. Red lead is $4.50 100-lb. cases. American vermilion is 15 to 30c. per lb. in barrels, and English is 90c. in 30 lb. sacks. Whiting is 70c. per cwt.

PETROLEUM

A light week's business has been transacted at prices that were current last week.

The Petrolia Advertiser reports: Petrolia crude $1.27 per barrel. Oil Springs crude $1.27½ per barrel. The week under review has proven the dullest it has been our task to chronicle for some time past. The range of prices has been confined within very narrow limits, although the conditions warrant a change to a higher range of values. The producing situation grows more bluish, and although drilling operations have been pushed with unabated vigor as far as the weather would permit, the results have shown no large increase in the production since the incoming of the present month. The proportion of small wells has not discouraged operators, however, the drillers have all they can do and lots of work ahead, and it is really surprising to see how the old ground is being punched over and over again, but nevertheless the price of crude warrants the drilling of small lots of wells, and the production, though small, pays good interest on the investment. Notwithstanding this outlook as far as the producers are concerned prices remain about the same with a very slightly lower tendency.

GLASS.

A much less spirited demand than is usually felt in mid March is now experienced. Stocks are low, but they do not get lower fast. The basis of prices is steady at $1.40.

OLD MATERIAL.

The trade continues very fair and the demand is brisk. Prices do not vary much at any season, and now they remain firm. The principal demand comes from the foundry-men, who are laying in their stocks. Prices are as follows :—No. 1 heavy cast scrap 65 to 70c. per 100 lbs. ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c. ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
StoveGross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, March 18, 1892.

The force of unfavorable trade conditions is leading to curtailment of work in various mills and foundries in the Pennsylvania iron district and in some sections of the West, but thus far the movement in that direction has afforded no perceptible relief, and the general market is as weak and depressed at the present time as it has been at any previous time this month. Among local sales agents and jobbers the feeling is "blue," and reports from other centres indicate that the idea has become popular that relief can come only through a decided curtailment of production of both finished iron and steel and crude materials, or something in the nature of phenomenal improvement in the demand within a short time. No further depreciation in values appears to have taken place during the past few days, but prices that were exceptionally low a week ago are becoming more common trading rates. On foundry pig iron $16 for No. 1 and $15 for No. 2 are top figures in this market, and some brands that do not enjoy enviable reputation are to be had at 25 to 50c less. Bessemer iron is going at about $14.50 in Pittsburg, and corresponding prices at other points. Scotch pig moves out in retail parcels at about $20.50 to $21. for Coltness, $20 to $20.50 for Summerlee, $19 to $19.50 for Eglinton and $18.50 for Carnbroe. Foreign spiegeleisen is nominally, $23 to $23.50 for 10 to 12 per cent and $27 to $27.50 for 20 per cent, and 80 per cent. ferro-manganese about $62 to 62.50 delivered here. Old iron tee rails $21 to $21.50, and No. 1 wrought scrap iron $18.50 f.o.b. cars at Jersey City.

In steel rails there has been no new business of any magnitude, but the combine prices are held at $30 f. o. b. mill. Steel in the form of billets, slabs, rods, plates and structural shapes continues weak, and deals in track material (spikes, fish-plate, etc.) have been made at prices 10 to 10½c per 100 lbs below those openly quoted by manufacturers.

COPPER—Copper prices are higher and the market is superficially strong. No recent deals of any magnitude can be traced out, and regarding alleged combinations to regulate production and prorate sales information is fragmentary, to say the least. It appears, however, that Lake Superior ingot has been sold at 11c for early delivery, and that bids of 10¾c for the same and 11¼c for futures were refused. Casting brands brought 10¾c in fair-sized lots, and as high as 11c by the single carload. In the London market merchant bars have advanced to £46 5s to £46 to 10s for prompt and £46 15s for future delivery. In copper mine shares there has been a sharp rise in both American and European markets, and the general impression is, that if some strong combination of producers has not been effected, a stock jobbing scheme of large proportions has been undertakeu.

TIN.—The pig tin market is slow and entirely bare of new feature, there being no revival of speculative interest and merely routine buying for trade account. Prices stand at about 18.65 to 19.70c. net cash for ten-ton and 19.80 to 19.90c. for ordinary jobbing quantities. Latest London cables quoted £89 5s for prompt and £89 10s. for future deliveries.

LEAD—Pig lead moves slowly, but smelters still offer with reserve and prices are held steady at 4.20c. for prime Western. Some inferior product was sold at a shade less.

SPELTER—is selling in a routine way only, and to a moderate extent at that, but prices for Western hold at 4.55 to 4.60c. according to brand.

TIN PLATE—for prompt delivery moves out in small quantities only and for future delivery, the purchases are only fair, with the bulk of attention still given to light cokes.

A PROGRESSIVE FIRM.

Walter H. Cottingham & Co. the well known and popular paint and varnish house of Montreal are full of enterprise and progress. Although one of the youngest firms in the trade, there is no house, to-day, who enjoys a more enviable reputation than they do. For while their advancement has been rapid, it has also been on a sound basis. There goods are know to be of the highest standard and their reputation is staked on the quality of the material they send out. The business has so greatly increased that it has out grown their premises at 56 St. Peter street, and they have been obliged to seek larger quarters. These have been found to great advantage in the large corner warehouse facing on Notre Dame and St. Helen streets. A great deal of money has been spent on this building in improvements, and in making is suitable to their particular requirements, and they are now prepared to handle business in a very large way. The offices on the ground floor are very handsomely fitted up and contain every convenience. Incandescent light is used throughout the building from cellar up, and altogether it is one of the most complete warehouses of the kind we have seen. A pleasing incident in connection with the removal of the firm to the new premises was a presentation to Mr. Cottingham by the employes, of a very handsome desk and office chair.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Manufacturers of

COACH and CAR COLORS

IN JAPAN.

Graining Colors in Oil, Oil Stains, etc., etc.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson,F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

REFRIGERATORS OF ALL KINDS.



Manufactured by KNOWLES & NOTT, Brantford, Ont. Write for Catalogue.



BROWN & CO.,

Manufacturers of

Square and Hexagon

HOT PRESSED NUTS.

PARIS, ONT.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools, and Tube Expanders.

Send for Catalogue and Price List.

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

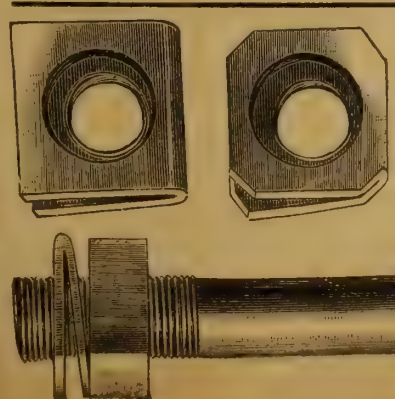
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

Business Changes

SALES MADE OR PENDING.

W. K. McHeffey, general merchant, Windsor, N. S., has sold out.

Isaac Deboo, general merchant, Sussex, N. B., advertises his business for sale.

The stock of P. R. Young, general merchant, St. Andrews, N. W. T. has been sold.

McKelvey & Birch bought Dunn's bankrupt stock, at Kingston, for 55c. on the dollar.

The stock of C. J. Keith & Co., wholesale and retail general merchants, Havelock, N. B., has been advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

Douglas & Eaton, general merchants, Maitland, N. S., have dissolved.

Mulholland & Brown, hardware merchants, Port Hope, Ont., have dissolved.

Belleau & Massue, hardware merchants, Montreal, Que., have dissolved partnership.

REMOVALS AND DEATHS.

E. Cook of Cook & Co., general merchant, Wellington, B. C., is dead.

Robert Orr, of Orr & Hiscock, general merchants, Wingham, Ont., is dead.

Chas. S. Strople, general merchant, Bayfield, N. S., has removed to Linwood.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

R. A. Lepper, general merchant, Birtle, N. W. T. has assigned.

Regis Ross, general merchant, Cedar Hall, Que., has assigned.

Fred. W. Clarke, Middleton, N.S., has assigned to G. W. Eaton.

Jacob Hiebert, general merchant, Bergthal, N. W. T., has assigned.

Chas Richardson, merchant, Owen Sound, has assigned to Chas K. Grigg.

C. E. Smith & Co., Halifax, are offering a compromise of 50c. on the dollar.

Sydney Misener, general merchant, Troy, Ont., has assigned to Chas. Cumming.

Thos. S. Armstrong, general merchant, Fergus, Ont., is offering to compromise.

The Electrical Construction Co., Winnipeg, Man., has assigned.

Wm. Dunn, tinsmith, Kingston, Ont., has assigned to M. J. Shaw.

Donald R. McLean, trader, Victoria Mines, N.S., has assigned to A. J. McEchen.

W. B. Reynolds & Co., wholesale and retail hardware merchants, Halifax, N.S, have assigned.

James Montgomery, general merchant, Huntsville, Ont., has assigned to David Blackley.

Richardson Bros., general storekeepers, Norwood, have assigned to Campbell & May. Their liabilities are estimated at $6,000, with nominal assets slightly in excess. The creditors will meet next Wednesday.

A meeting of creditors of the Canada Water Pipe Company of Three-Rivers, says the Montreal Trade Bulletin, was held at the office of Mr. A. W. Stevenson on Monday last, when a statement was presented showing a surples of $34,000. The stock of the Company, consisting of plant, land, etc., is valued at $100,000; but if it were pushed on the market, it is a question if it would realize sufficient to more than cover the $20,000 mortgage upon it. The present difficulties of the Company appear to be brought about by the Compagnie Generale De Liege of Belgium, a wealthy corporation with a paid up capital of $1,000,000, failing to carry its agreement with the Canadian promoters of the scheme, one of whom, Mr. Moise Schwob, advanced the Company $30,000, in good faith, expecting the wealthy Belgian Company would do as they promised, instead of which they utterly failed to fulfill their part of the compact. It is therefore proposed to sue the Compagnie Generale De Liege for damages arising from their non-fulfilment of the agreement.

THE ONTARIO TACK CO.

MANUFACTURERS OF

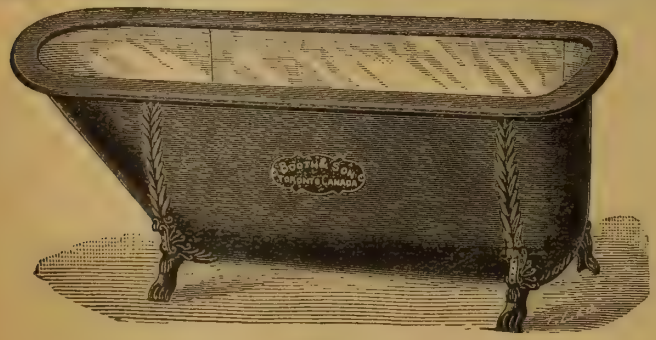
WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, - Ontario.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON. Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S

Butcher Knives

and Steels,

Farriers' and Shoe Knives

Are the best in the World.

Trade Mark.

FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,

INTERNATIONAL EXHIBITION JAMAICA 1891

LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

Halifax Shovel Co., Ltd., Halifax, N.S.

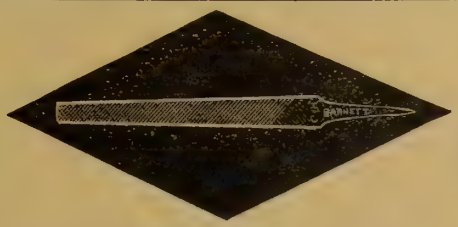
VICTORIA R & I AND OF JAMAICA SUPREME LADY

HALIFAX SHOVEL CO., Ltd.

Dear Sirs,—Your make of shovels, "Fenerty's Patent," that we have been using for Railway construction have given every satisfaction, never breaks and wears well.

Yours truly, HIRAM DONKIN, Resident Chief Engineer, Cape Breton Railway.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

We are now prepared to name prices on the following :—

LAWN MOWERS,
GARDEN SHEARS,
GARDEN SETS,
RUBBER HOSE.

SOLICIT ENQUIRIES.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28 and 30 Front St. West, and 9 Jordan St., Toronto, Ont.

ENGLISH HOUSE: 1 Rumford Place Liverpool.

TRADE CHAT

Plugged 50 cent American coins are in circulation in Kingston.

A traveller for a house in Kingston has disappeared, and with him about $500 collections from customers.

At the last meeting of the Hamilton Board of Works, the tender of Charles Carpenter for supplying spikes for the year was accepted at $2.35 per keg.

H. R. Ives & Co., Montreal, are starting up their hardware and stove works at Longueuil, which were closed since the opening of the year.

It is reported that the output of the New Caledonia nickel mines has been contracted for by the French Government for the manufacture of Lebel cartridge cases.

Several Kingston merchants who agreed to close their stores at 9 o'clock, on Saturday night, failed to do so. Those who did close say they will give the scheme but one more trial.

The Winnipeg Board of Trade will erect a handsome building in which will be concentrated all the grain business, financial institutions and other Manitoba commercial interests.

A large deputation of Toronto ratepayers waited upon the Ontario Government on Friday afternoon, and asked that legislation should be withheld in reference to the single tax and business tax.

R. K. Burgess, Toronto, vice-president of the Ontario Bank, has resigned the office, as he is going to Europe for a two years' tour. A. M. Smith, of Smith & Keighley, is mentioned for the position.

The sisal grass of Yucatan grows in long blades, sometimes to the length of 4 or 5 feet, and when dry the blade curls up from side to side, making a cord which is stronger than any cotton string of equal size that has ever been manufactured.

Mr. James E. Steen, proprietor of the Winnipeg Commercial and president of the Board of Trade, was married, on Monday, to Miss Annie Congdon Rogerson, late of St. John, N. B. The couple went to the Maritime Provinces on a wedding tour.

On Saturday night there was a small fire at D. Moore & Co's. foundry, Hamilton. Very little damage was done.

The new wire nail works of James Pender & Co., St. John, N. B., are completed, and the manufacture of nails will in a few days commence.

Mr. Flynn says he refused $10,000 from a syndicate for his nickel mine in North Hastings. A new York expert values the mine at $100,000.

A number of London capitalists have been in communication with parties in St. Thomas, respecting a project to open a silver plating establishment in the large Cochrane building.

Boy burglars got into Hazell & Son's grocery store on Macnab street north, Hamilton, and stole several bottles of liquor. Some men saw the boys in an alleway off York street with the plunder, and recovered two bottles, but did not arrest the boys.

The commercial travellers of Montreal are an enthusiastic body. They must be, for one hundred and fifty drove out to the Atheletic Club house on the evening of the 10th, in spite of the fact that the roads were bad. That the had a good time was guaranteed before they started.

"C. F. G." writes: "Mr. T. D. Ledyard's suggestion that ten acres of Ashbridge's bay be reserved for smelting works will meet with the approval of the citizens generally, and the City Council should insert a clause to that effect in any agreement made for the improvement of that locality. Mr. Ledyard is thoroughly posted on the iron question and the advantages to be derived from works of the kind referred to."—Mail.

MONTREAL TRADE CHAT.

Walter Grose has gone west on a business trip.

Wm. Johnston, retail hardware clerk, was married last Friday to Miss Effie Moore.

All the travellers who came home to vote are gone out again and some of them are doing a nice trade.

Boiler Inspector Champagne was robbed of two fine sleigh robes, which were taken out of his sleigh while he was inspecting Messrs. Leonard Bros.' boiler.

J. Letourneau, the wholesale hardware merchant, has just returned from Paris, where he was on a pleasure trip.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

The Art Metropole

131 YONGE STREET, TORONTO,

IS HEADQUARTERS FOR

Artists' and Decorators Colors in Tubes, Artists' Canvas, Academy Boards, Brushes and Materials of every kind, being direct Importers from every manufacturer of repute in Artists' supplies, and giving our entire attention to this special trade.

If you handle this line of goods, it will certainly pay you to get quotations.



ONE STAR HACK SAW BLADE

Will cut Iron and Steel all day without sharpening. It will cut off an half-inch bar of steel, 200 times. Many Millions of them are now in use in all parts of the world, and many more will be used until they become as common as files, for they will do much of the work of files in one-tenth of the time, and at one-tenth of the cost. Every mechanic, every farmer, and every man can use it to advantage.

We will send by mail, postpaid, one very nice Steel Frame and one dozen 8-inch blades on receipt of $1.50.

We also make a frame to run by power for $25 each.

Our Butcher Saw Blades will cut six weeks without filing, and cost less than butchers pay for one filing of the old kind.

We are the only headquarters for these Star Saws, and warrant all goods marked with a Star and bearing our name.

Most dealers keep these Saws in stock, or will get them on demand.

MILLERS FALLS CO.,
93 READE STREET, NEW YORK.

To the Trade :

OUR NEW CATALOGUE

—OF—

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

STANLEY'S PATENT

HAND-Y LEVEL.



This Level can be used in a horizontal position, or can be brought to perpendicular for ascertaining a plumb, with remarkable ease; as the shallow grooves along the two sides afford an excellent grip on the Tool. This Level will be especially useful in House-framing, Bridge-building and general out-of-door work.

No. 16. Hand-y Plumb and Level, Cherry, Polished and Tipped..... $1.25

Manufactured by THE STANLEY RULE & LEVEL CO. New Britain, Conn,

SOLD BY ALL HARDWARE DEALERS.

OFFICES: 100-102 Reade St., New York, U.S.A.

CAPACITY OF WORKS: 1,200 doz. per day.

KEARNEY & FOOT CO

WORKS Paterson, New Jersey, U.S.A.

Manufacturers of **FILES AND RASPS.**

Superior quality fully guaranteed.

Illustrated Catalogue Price Lists mailed on application.



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PORTLAND CEMENT.

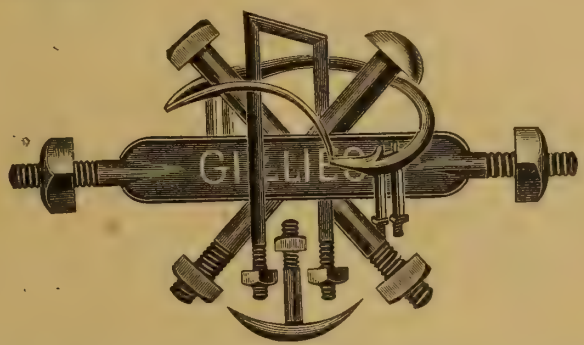
ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

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Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
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BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

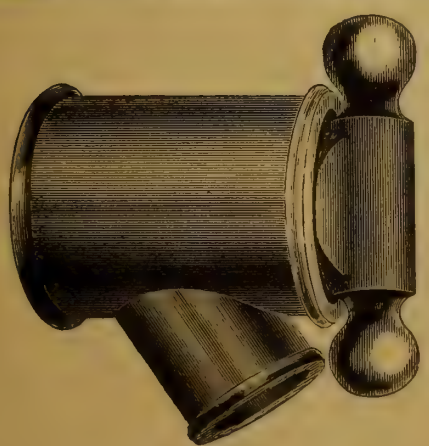


Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

THE JAMES SMART M'F'G CO. LIMITED
BROCKVILLE, ONT.

Full Size Cut.



Universally Used.

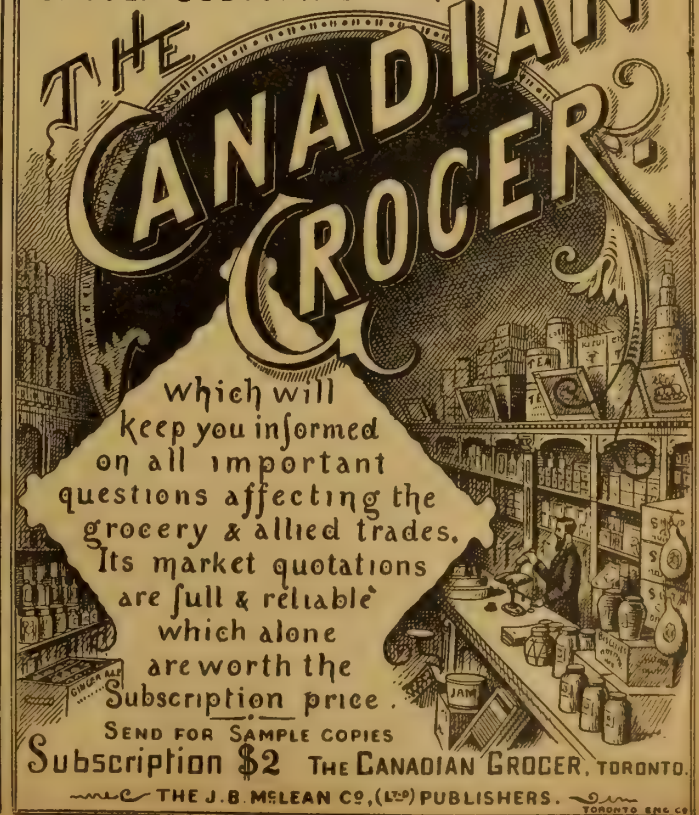
Screw Plug Creamer Gates, White Metal, Tight Key.
—ALSO—
Loose Key Creamer Gates. Lock Lever Creamer Gates. Cheese Press Screws. Cheese Vat Gates. Curd Sink Casters. Cheese Factory Force Pumps. Whey Faucets. Honey Gates.

Immediate Attention to alll Orders and Inquiries.

HARDWARE AND STOVE MANUFACTURERS

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER



which will keep you informed on all important questions affecting the grocery & allied trades. Its market quotations are full & reliable which alone are worth the Subscription price.

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THE J. B. McLEAN CO., (LTD) PUBLISHERS.

TORONTO ENG. CO.

STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

BOOKS, CATALOGUES, PRICE LISTS. Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices ; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is HARDWARE, issued weekly, subscription price $2.00 per year.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

Bradley M.L.S.	Per box
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X., "	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

essemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6¾ 7
26 "	7¼ 7½
28 "	7¾ 8

Iron and Steel.

	Base Price.
Common Iron, per 100 lb	$2 10 2 15
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 50 2 65
Hoop " "	2 60 2 65
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 12
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina ½ bright	2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6½
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4¾ 4¾
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S. "	0 14 0 14½
Lake Superior	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, less abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " " "	0 19 0 21
" 50 lb and above per lb	0 18 0 20

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05¼ 0 05½

Zinc Sheet.

5 cwt casks	0 06¾ 0 06¾
Part casks	0 06¾ 0 07

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Crown	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5¾
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre "	0 06
French "	0 05
Marine Black "	0 09
" Green "	0 09
Chrome "	0 08
French Imperial Green "	0 14

Colors, Dry

Yellow Ochre(J.C.) bbls,p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides " "	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, Berger's ex. deep, per lb	0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 [illegible]
Brown Japan "	0 [illegible]
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56 0 58
Boiled "	0 59 0 61

Turpentine (in bbls)

Selected Packages, per gal	0 57 0 59

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 12
Cabinet makers	0 17	0 18
White	0 16	0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 10 p.c.

Wads.

Eley's, per 1,000 ..... $0 25 $1 60

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50, 50 and 10

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	3 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled	3 60	7 30
Saddlers', "	0 45	1 60

Awl Hafts.

Patent Peg, per gross } 7 25 8 00
" Sewing, "

Awl and Tool Sets.

Millar's Falls, per doz 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00
Blacksmiths' discount 35,40 pe cent.		

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex ..... per doz.	1 25	1 75
Mascot ..... "	1 35	1 85
Erminie ..... "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis, 70 and 10 to 75 per cent. dis.
Fire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 25

Butts—*Brass.*

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz.	3 75	4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World "	....	21 75
Daisy, "	....	24 00
Star, "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	....30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	....	2 70
Thorold "	....	1 10
Queenston "	....	1 10
Napanee "	....	1 10

Chalk.

Carpenters' Colored, per gross	0 90	1 10
White, lump, per lb	0 01½	0 01½
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c. to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	....	2 0
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz.	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	....	1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.45	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass.

Pilkington's ordinary.

1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30	0 90
Enamelled "	0 55	1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c.		

Per doz. pairs

Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware. Orders promptly filled. Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 50 and 5 to 60 per cent

Horse Shoes.

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.

Bronze, Berlin, per doz ..	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava "	8 75	10 00
Shutter, porcelain, F. & L screw, per gross	$1 30	4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass "	4 00	4 50
All glass, "	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40
Eagle, dis. per cent, 15 to 17½ per cent		

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp't'rs', hickory "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cert

Nails.

Cut, American basis, per keg base, price 2 30
Brads & Moulding Nails, 75 per cent. from new list.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

	per gross	
Square, round and octagon	3 38	4 00
Diamond.....	12 00	15 00

Oil.

Canada Refined Oil (Toronto)	15	16
Carbon Safety "	0 17	0 18
Canada W.W. "	0 20	0 22
American W.W. "	....	0 25
S. R Seal .....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, "	40	1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 per cent.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 per cent.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz.....	55	1 00
Axle.	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set...	....	72
" hollow, per inch	....	1 00

Putty.

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot....	3	3½
Sliding Door, "	3½	3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to 50 p.c.
Iron " " 40 to 45 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c,

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10½ 10¾	12½ 13
¼, 5-16, ⅜ in.....	11 11½	13 13½
3-16 in	11½ 11¼	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	0 85	0 90
" N P. "	1 15	1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

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Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 2¼ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each....	1 75	2 75
" frames only		75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz	2 10	4 50
Foot, "	40	3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.

Bench, wood, per doz....	3 25	4 00
Bench iron per doz.....	4 25	5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned,	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, "	1 80	2 25

Snaps.

Harness, German, p. gro.	1 65	5 50
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ⅛ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent.

Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00
Dessert " ..... "	21 00	.....
Table " ..... "	30 00	30 00
Dessert Forks.... "	24 00	.....
Medium " .... "	27 00	.....
Table " ... "	36 00	.....

Squares.

Iron, per doz	1 65	2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.		
Try and bevel, dis. 50 to 52½ per cent		

Staples.

Fence, galvanized, per lb	4¼	4¾
Wrought Iron, dis. 75, 75 and 10 per cent.		
Stocks and Dies, Amer. dis. 25 per cent.		

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		0 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each ..	0 80	8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
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Pieced, " " "

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Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent.
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz.....	0 35	1 50
Rat "	2 00	4 50

Trowels.

Disston's, discount 10 p.c.

German, per doz	4 75	9 00
Brade's "	00	10 50

S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 14
" Red cap.....	.....	0 12
" Crown.....	.....	0 11
" Silver Composite		0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
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Tinned Wire for Broom and Mattress Makers' use, 7½ per cent. dis. from List.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	4¾	5
" 4 " 4 & 6 " "	4¾	5
" Plain twist, 2&3 wires	4¾	5
" Steel thorn and ribbon.....		5 5¼
"Lock Barb," 4 point	....	0 04¾
Ditto Glidden 2 point	....	0 04¾
Galvanized Barb, "Lyman," 2 to 4 points.....	.....	0 04¾
Steel staples	0 04¼	0 04¾

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.

Painted Screen, p. 100 sq ft	1 90	2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.

Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

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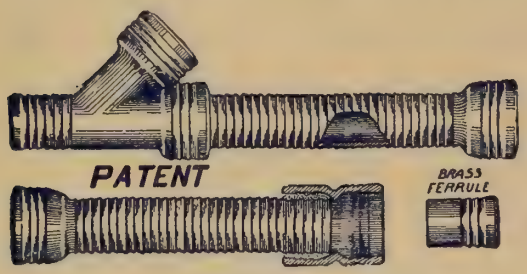
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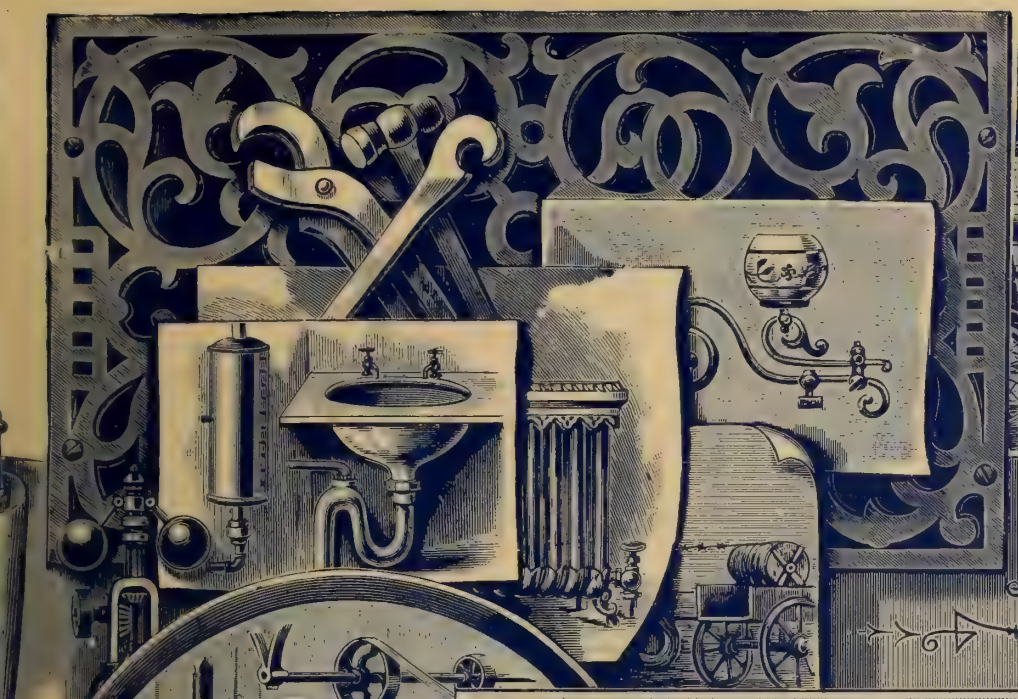
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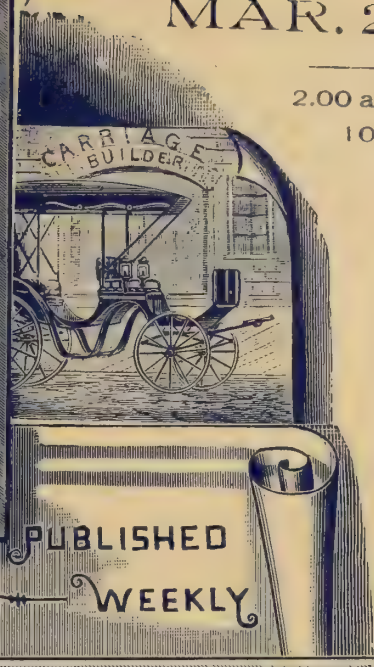
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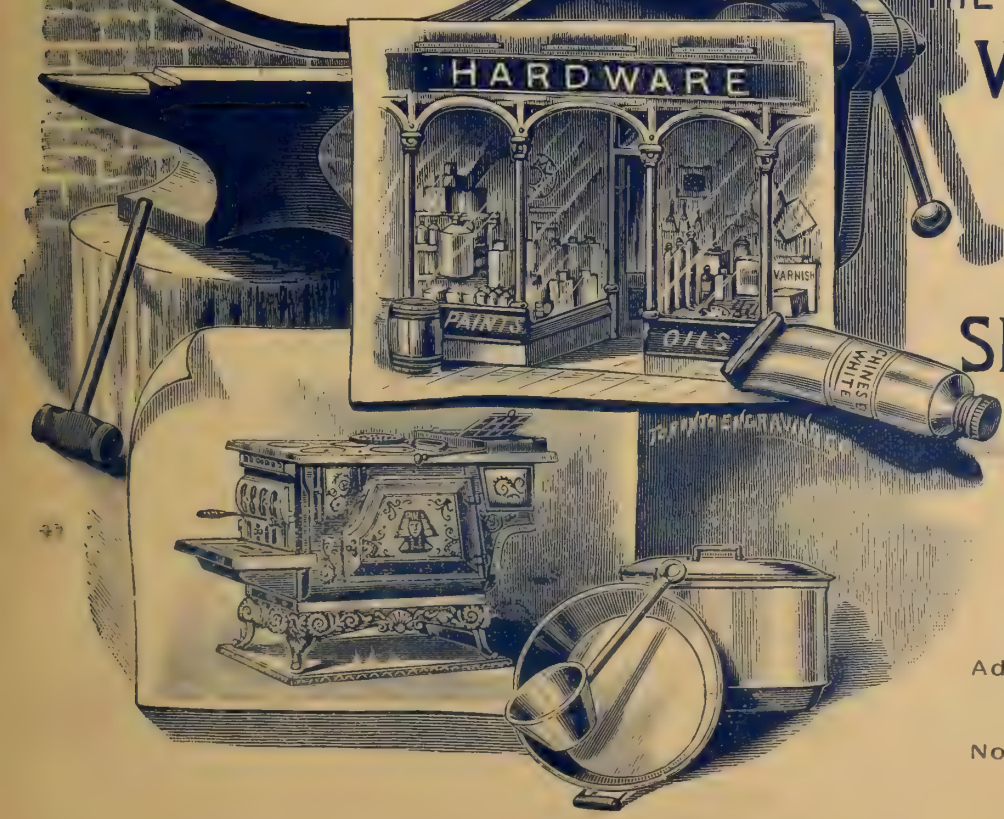


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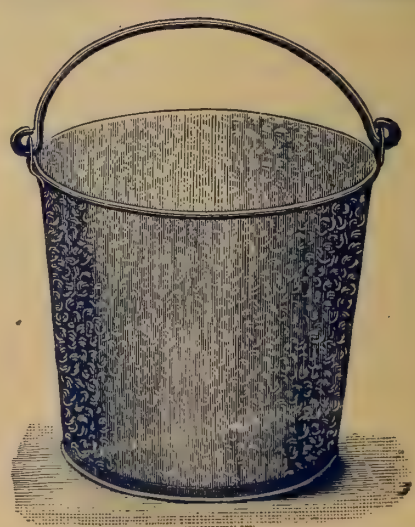
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Vol. 4. TORONTO, MARCH 26, 1892 No. 13

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St. A. J. Ritchie, Manager.

NEW YORK OFFICE: Room 105, Times Building, Roy V. Somerville, Manager.

THIS WEEK'S MOTTO:

"It is better to have built a dog house than to have dreamed of building a palace."

This issue contains the views of three retail hardware men upon credit trade. Other communications upon the same subject have been received, and will be duly published. The question is one of supreme importance to both retailers and wholesalers, and it is the desire of this journal to have it thoroughly canvassed. Subscribers are requested to give the movement for the regulation of credit their support, by placing their views upon record in the correspondence columns of HARDWARE. In this way only it is possible to focus the light and force of trade opinion upon the matter. There is no doubt that if a poll were taken a very large majority would support a proposal to restrict credit to a much shorter time and a much sounder basis than credit is now conditioned by. There is too much time and too much irresponsibility in credit to-day.

* * *

Credit begets credit. If wholesalers give six months, which they do on light goods, their customers will give six months. The shorter the time the better security does the retailer become for the jobber's capital that lies scattered throughout the country. This capital will be less scattered—that is, it will be kept more in hand at retail stores in the form of cash, book-debts that are easily realized, or stock—if payments have to be made at short intervals. In six months everybody is in danger of losing control of the goods or the debts that they are converted into. So long as consumers are accustomed to look for this unruled credit, so long will retailers find little object in paying cash at the end of thirty days to get the 5 per cent. discount. This discount is liberal enough to induce cash buying if the wholesalers were not so prodigal of their confidence to time customers. These are consequently very greatly in the majority. They fix the conditions usually for competitors, who have to give as long credit as anybody else, and who therefore have little to gain by buying at cash prices. They have little chance, indeed, to buy at cash prices, as a large part of their means is potential rather than actual, being in the hands of debtors. In heavy goods, though the time is shorter, being four months, still it is much tooo long. It is generally preferred to the alternative of 3 per cent. discount in thirty days.

* * *

Shorter credit would cause more frequent purchases, and the more numerous accounts would be necessarily smaller. Hence a failure would not be so heavy a loss to creditors, as their claims would be for smaller amounts, and the interval between purchase and maturity would not usually be long enough for any fraudulent disposition of the goods, while the motive for such disposition would be diminished in proportion to the value of the stock that was paid for; this proportion of course would be larger as the time for payment would be shorter. While this would enhance the control of the jobber over his own property, it would also crowd out of business that class of people who are in it for the purpose of making their gain somebody else's loss. Long time encourages speculation, which is a bad thing. Speculation has been extinguished in every trade where very short time has been adopted by the wholesalers. This is notably the fact among grocers, whose purchases nowadays are measured by the estimate of the buying capacity of consumers in the intervening 30 days before payment. The trade is the sounder for the disappearance of this dangerous practice. Operating with the capital of one's creditors is hazardous for the creditors. The buying of a large stock because the moment's prices appear to promise a big margin in the turnover, is common in trades where long credit is given.

* * *

Mr. Rumball, writing from Essex county, expresses the opinion not only of an individual, but of a section of country, when he says that credit is too freely given. The traders of that part of the country are manifestly of the same mind, as they have formed an association to check the abuses of credit. That would be less necessary if wholesalers were more niggardly of their favors in respect to credit. Mr. Otton, of Glencoe, states the case in a form that should strike wholesalers, when he says that the tendency of long and indiscriminate credit is to force retailers to make their profits from the wholesale trade by periodical settlements. Mr. Thomson, of Owen Sound, believes that restricted credit would compel the retailer to hold more closely to cash trade. There is no doubt about that.

* * *

Some weeks ago it was suggested in these columns that the wholesale trade should organize for the regulation of some of the excesses of competition. This long credit appears to be an outgrowth of competition. Liberal time is as much a concession to buyers as liberal shading of prices. It is not the sort of concession, however, that commends itself to the conservative, sound men of the trade. It enriches neither him who receives nor him who gives. The wholesale trade can bring it into reasonable limits, and if they unite for no other purpose than to curtail the system, they ought to unite for that purpose.

PRICES YIELD TO CASH.

The Patrons of Industry make a great deal of the plea that they are endeavoring to place the retail trade of the country upon a cash basis. This, they seem to think, ought to compensate the merchant for bargaining away a great part of his profit by entering into a contract with them. The Patrons are the men who can put trade upon a cash basis, if they are earnest in their efforts to do so. They are made up of the very class of people for whose sake trade was ever put upon a credit basis. If the Patrons, and all whom they aim to include in their organization, would pay cash for their goods, there would be nothing left of the credit system to reform. It is simply a matter of cessation on the part of the individuals included or sought to be included in the Patron movement. There is no need of sweeping away anybody or anything. Let the cash be produced, and before its magic influence the system and all its evils will vanish away. That mode of settling the matter is beautifully simple,and is as natural as it is simple. It does not involve the expenses of association, neither does it call for boycotting or co-ercion, and prices will sag down under its gentle influence like the mercury of the barometer under atmospheric pressure.

The beauty of such a solution is, that the diminution in prices it would cause would not be merely in one stratum of the distributing system, but would affect every grade of trader and producer. It would thus be something more than a sacrifice of retailers for the benefit of consumers. The losses of business would be reduced, the cost of trading—the items for bookkeeping, etc.—would be greatly lessened, all the retailers would be left in business, and their volume and weight would widen their margin as much towards the side of the wholesalers as it had shrunk on the side of the consumers. Cash, unhampered by any entanglements of association, would work out the price problem as completely as it would extinguish the credit problem. "Put money in thy purse," and the whole thing is as simple as adding one and one.

Then the occupation of the agitator would be gone. That would be a good riddance for consumers, who are being made the mere tools of designing, self-seeking fomentors of discontent. There is no lot on this earth that is free from attendant difficulties and disapointments, and the man who wishes to play on the passions of any class of people need have only the knack of railing acceptably against things as they are, to make his hearers dissatisfied with everything outside of themselves This is a poor business for a man to follow, but there are many who make a livelihood by it. They know how to draw a dark picture, how to make the yoke gall that was never felt before, and how to produce general exasperation. A great part of the Patron force is due to the incendiary addresses of these men.

What evidence has the Patron that the invoice submitted for his inspection is the one relating to the particular goods he is shown? Here he must take the trader's word. So the bargains of the Patrons rest ultimately upon the verbal representations of the merchant. That is not a very satisfactory basis. The sense that it is not will be an increasing cause of distrust with the Patron, especially if he can get the same goods at lower prices from merchants who will join hands to preserve their custom. Thus will wane the Patron support, and there is no need of any gift of prophecy to foretell the speedy decline of the trade system the Patrons are endeavoring to build up. There are some merchants now under contract with the Patrons, who openly say that they do not expect the order to last long, that they have given in temporarily to retain the custom of the Patrons until the latter go to pieces, and that when they do go to pieces their trade will still be attached to the store to which it is now contracted.

TRADE PUBLICATIONS RECEIVED.

THE COBBAN MANUFACTURING CO. LTD., issue a Catalogue the very volume of whose contents shows the need of such a book for the information and convenience of the trader. From the Company's warehouse and works at the corner of Hayter and Terauley streets, in this city, a very extensive range of lines is turned out every year. Illustrations, descriptions and quotations are very fully and clearly given in their catalogue. The leading specialties of the business are mirror plates, bevelled glass, framed pictures, looking glasses. The trade will find the book useful and necessary for the purposes of doing business with the Cobban Manufacturing Co.

The Thirteenth Annual Report of the Winnipeg Board of Trade is an encouraging record of Commercial progress in the Province of Manitoba. The accomplishment and prospects of railway enterprises, the laws relating to taxation, winding up of estates, etc., the development of material resources, are matters of importance dealt with in the Report.

Lake Superior Iron Ore Production for the Past Thirty-Six Years, is the title on the cover of a very neat little pamphlet received at this office with the compliments of the Cleveland Iron Trade Review, a paper which stands high as an authority upon iron matters. The contents are purely statistical, a division of the book going to each range, the mines in which are all enumerated, with the production given in tons. The receipts at Lake Erie ports for the past nine years are an important part of the little book, which is a credit to the enterprise of the publishers.

HOW AXES ARE MADE.

The first step in the operation of making an axe is the formation of the axe head without the blade. The glowing flat iron bars are withdrawn from the furnace and are taken to a powerful and somewhat complicated machine, which performs upon them four distinct operations—shaping the metal to form the upper and lower part of the axe, then the eye, and finally doubling the piece over so that the whole can be welded together. A workman stands by, seizing the partially-fashioned pieces, one after another, with a pair of tongs, and hammering the lower edges together. Next the iron is put in a powerful natural-gas furnace and heated to a white heat. Taken out, it goes under a tilt hammer and is welded together in a second. This done, one blow from the "drop," and the pole of the axe is completely and firmly welded.

When the axe leaves the drop, there is some superfluous metal still adhering to the edges and forming what is technically known as a "fin." To get rid of this fin the axe is again heated in a furnace, and then taken in hand by a sawyer, who trims the ends and edges. The operator has a glass in front of him to protect his eyes from the sparks which fly off as the hot metal is pressed against the rapidly revolving saw. The iron part of the axe is now complete.

The steel of the blade, after being heated, is cut by machinery and shaped with a die. It is then ready for welding. A groove is cut in the edge of the iron, the steel for the blade inserted, and the whole firmly welded by machine hammers. Next comes the operation of tempering. The steel portion of the axe is heated by being inserted in pots of molten lead, the blade only being immersed. It is then cooled by dipping in water, and goes to the hands of the inspector. An axe is subject to rigid tests before it is pronounced perfect. The steel must be of the required temper, the weight of all axes of the same sizes must be uniform, all must be ground alike, and in various other ways conform to an established standard. The inspector who tests the quality of the steel does so by hammering the blade and striking the edge to ascertain whether it be too brittle or not. An axe that breaks during the process is thrown aside to be made over.

Before the material of an axe is in the proper shape, it has been heated five times, including the tempering process, and the axe, when completed, has passed through the hands of about forty workmen, each of whom has done something toward perfecting it. After passing inspection, the axes go to the grinding department, and from that to the polishers, who finish them upon emery wheels.—Manufacturer and Builder.

The moulders in Chown & Cunningham's foundry, Kingston, still refuse to sign the agreement presented.



RESTRICTED CREDIT.

HARROW, Ont., March 15, 1892.

Editor HARDWARE.

DEAR SIR,—I have noticed for several consecutive weeks articles in HARDWARE agitating the cash system. I would beg of you to mention in your most valuable paper what the merchants of this place are doing to bring this system about.

I am living in a community where, I venture to say, ninety-nine out of every one hundred buy goods on time—or eternity. While this county of Essex, especially this southern part, in which I live, is considered the garden of Canada in cereals, vegetables and fruit, I think about seventy five per cent. of the rate-payers have their property so mortgaged that redemption is out of the question. This deplorable state of affairs has given impetus to the merchants of this place to organize themselves in a society known as "A Merchants' Protective Association."

The direct object of this association is to protect the merchants from "dead beats." The names of such characters, when detected, are placed upon a list kept by the secretary. After several monthly statements have been sent out to any one customer without any results, the name of such is entered upon the list. Any member found crediting persons whose names appear on said list is subject to a fine of twenty dollars.

The indirect or ultimate object is to bring about a cash basis by unifying and concentrating all steps taken by the society upon such basis.

Trusting that in the near future, not only here, but over all our blessed Dominion, the credit system will be something of the past,

I am, yours truly,

P. R. RUMBALL.

OWEN SOUND, Ont., March 18th, 1892.

Editor HARDWARE, Toronto.

DEAR SIR,—I would strongly recommend 30 days' credit. It would enable responsible merchants to buy on the best terms and compel the retail trade to hold more firmly to the cash principle. The wholesale trade hold the key of the position in their own hands, but I am afraid that, like the retailer, they are too anxious to sell their wares.

Yours truly,

T. S. THOMSON.

GLENCOE, Ont., March 21, 1892.

Editor HARDWARE.

DEAR SIR,—I am in sympathy with any movement to establish a cash trade, and would hail with delight the announcement that wholesalers had limited credits to thirty days. This competition between wind and capital has gone far enough. If wholesale men keep on selling to men with abundance of cheek and little cash, men who cut prices and sell goods at anything they can get for them, and then obtain a settlement at 25c. or 50c. on the dollar, with payments spread over 12 months, the men who have been trying to pay 100 cents on the dollar will be forced to withdraw from the trade, or secure their profits from the wholesale trade by periodical settlements at a rate on the dollar. Our fates are in the hands of the wholesalers. Will they protect our interests?

Yours truly,

A. W. OTTON.

BONUSES AND INSOLVENCY LEGISLATION.

At the meeting of the council of the Toronto Board of Trade held on the 17th inst. the following resolution was submitted as adopted by the Hamilton Board of Trade :

That this Board of Trade recommends that all boards of trade in Ontario be asked to co-operate with this board in obtaining legislation to prevent any municipality from granting any bonus to manufacturers.

After due consideration the council passed the following resolution in answer :

That the council of this board, while admitting the system of granting bonuses to manufacturers has been greatly abused, it cannot see its way clear to recommend any interference with the rights and privileges of municipalities in relation to the matter.

Chairman Blain, of the Legislation Committee, reported that the members of this committee were not a unit in regard to an insolvency bill, and as it was considered advisable to have an expression of opinion from the full board on this matter, it was decided to call a special meeting this week.

A LARGE MOVE IN THE COLD ROLLED STEEL TRADE.

It is now reported that this company have just purchased the property of the Bridgeport Rolling Mill Company. The original cost of these works was in the neighborhood of one hundred thousand dollars, and they have been in operation for a year past, under lease, by the Stanley Works, Alfred N. Stanton having the direct management.

This plant is located on the Harbor at Cedar Creek, in Bridgeport, Conn., and on a branch of the N. Y., N. H. & H. R. R., and within about one block from their already extensive Cold Rolled Steel Works, thus giving the best of water and rail transportation facilities.

We learn that they have for a long time been contemplating the erection of a hot rolling mill, for as all of the cold rolled sheet and strip steel which they produce has first to be hot rolled from their special billets into long strips before the cold rolling takes place, in having the hot rolling mill also under their immediate control or supervision they get many advantages, and are now able to materially reduce the enormous stock of steel which they have heretofore been compelled to carry in the form of a multitude of widths and thicknesses of the hot rolled strips.

They will now carry their stock largely in the shape of billets which can be hot rolled at a day's notice into whatever width and thickness seems best suited to the demands of their cold rolled sheet steel trade, which, owing to the fine quality of the stock which they are enabled to produce by their secret and patented processess, is rapidly increasing, and they have been for a long time the leaders and largest producers of this class of steel in the world. They have now an annual capacity of about fifteen to twenty thousand tons of steel of all kinds.

This will bring much additional work to Bridgeport, as they will now do their own hot rolling here instead of having their special steel billets hot rolled elsewhere, and as they are now using for their cold rolling mills, besides what they used in their pressed, stamped and drawn work, about all that the old Bridgeport Hot Rolling Mill can produce by running "single turn" or full time, running days only with one gang of men, and as their acquaintance with the consumers of hot rolled sheet and strip steel, also round and square steel, throughout the country is very large, the success of this new departure in their business seems assured from the very start, and they are confident that they will shortly be compelled to operate both mills day and night to fill their orders for hot and cold rolled steel, and thus at the same time reduce the proportionate running expenses to a minimum.

Bridgeport seems a good field for such a mill, owing to the fact that the bulk of all sheet metal goods are manufactured in the East, and consumers appreciate having their orders filled promptly, and where they can communicate with the mill readily by mail or telephone, and not be subjected to the long delays incidental to dealing with western mills, especially the delays of transportation.

We understand that the force of skilled mechanics who have been at work at the hot rolling mill for several years will enter the employ of The Wilmot & Hobbs Manufacturing Co., and this should, together with the efficient management and close personal attention to every detail for which the officers of the Company have for so long been noted, assure to the trade the best possible attention to their wants.

This new acquisition which is already in operation will probably be known to the trade as The W. & H. Hot Rolling Mill, and will likely be carried on, on the "Department plan."

A reputation for truthfulness is indispensable to permanent and satisfying success.

TRADE CHAT

John Blewett, one of the oldest merchants of Napanee, died very suddenly.

As buyers will not make early purchases the early closing movement will likely be a failure in Kingston.

The English coal miners, with the exception of those in the Durham district, have resumed work.

Mrs. John H. D. Roberts, of Winnipeg, daughter of Mr. Thomas Stacey, senior member of the Stacey Hardware Company, St. Thomas, died on Saturday.

Mrs. John D. Roberts, of Winnipeg, daughter of Mr. Thomas Stacey, senior member of the Stacey Hardware Company, St. Thomas, Ont., died on Saturday.

The Saturday night early closing by-law went into effect last week in Ingersoll, and was well observed by all merchants, every store in town being closed at 10 o'clock sharp.

A general meeting of the Board of Trade is being held for the purpose of discussing "Whether an insolvency bill is advisable in the interests of the trade and commerce of the country."

Six or seven cars of iron pipes have arrived from Hamilton for the extension of Woodstock's mains this spring. About eight miles of pipes will be laid to complete the system.

The Abercarne tin-plate works in Monmouth have been closed. At the Abertelery works the operatives received a month's notice of the close of contracts. Three thousand hands will thus be thrown out of employment.

A disastrous fire occurred at the small village of North Gower, Ont., the other night. The stone warehouse and all outbuildings, together with a large stock of goods and three splendid houses, were burned. The premises and stock were owned by George Craig, a merchant of that place. The loss is placed at between $30,000 and $40,000, and it is stated there is an insurance of about $20,000.

The big tank in the Hamilton glass works burst Monday night in some unaccountable manner, and there was an enormous overflow of melted glass. The tank has a capacity of one hundred tons, but it was not full at the time of the break or the damage might have been greater. As it is the loss will amount to about $1,000. The glass ran rapidly over the floor and out on to Macaulay street, where the unusual spectacle was witnessed by crowds of interested spectators. About forty hands will be shut out of employment until the necessary repairs are effected.

In view of the wonderful results which have been demonstrated to attend the employment of nickel steel armour plates a French chemist is now quoted as authority touching a peculiar feature in the case, namely, the elastic properties possessed by nickel steel, and what may be expected to come of it; that is, a number of years spent in investigating the various aspects of the subject have led him to the conclusion that steel alloyed with nickel is destined to play a still greater role in the metallurgical world. By means of a peculiar acoustic method, recently devised, it has been ascertained that steel containing nickel in the proportion of twenty-five to one hundred is perfectly homogeneous and almost completely isotropic; and the incorporation of the nickel with the steel in sufficient quntity, it is found, while increasing the homogeneity of the material, imparts to it an isotrophy which is said to resemble the well-known belles glaces of St. Gobain.

J. Wallace & Son, plumbers, Hamilton, have got out neat brass paper-knives and envelope openers, which business men will find a valuable adjunct to the office desk.

The Saturday night early closing by-law went into effect last week at Ingersoll and was well observed by all merchants, every store in town being closed at 10 o'clock sharp.

The foundries in Hamilton are still working under serious disadvantages, owing to the continued efforts of the strikers to deprive them of the moulders they have secured. The end is not yet.

Mr. George A. McGillivray, one of the well-known travellers of Dickison, Nicholson & Co., London, purposes removing to Petrolea shortly to remain there permanently. He is interested in the oil business there. Mr. and Mrs. McGillivray will be quite an acquisition to Petrolea's social circle.

The Massey Manufacturing Co. threatened to move their knife-grinding department to Brantford unless the price of water at Toronto was made more reasonable On motion of the mayor, at a meeting of the Waterworks Committee the other night, the price of water for manufacturing purposes was reduced from 12½ cents to 10 cents per 1,000 gallons.

The following are the latest applications for incorporation by letters patent: James Lydiatt, William D. Burn, of Toronto, and John E. Neville, of Berlin, desire incorporation as The Erie Glass Company of Canada (limited). The chief place of business of the company is to be the city of Toronto, and the proposed amount of the capital stock $100,000.

Mr. McNeill, M.P., has given notice of the following resolution:

"That, if and when the Parliament of Great Britain and Ireland admits Canadian products to the markets of the United Kingdom upon more favorable terms than it accords to the products of foreign countries, the Parliament of Canada will be prepared to accord a corresponding advantage by a reduction in the duties it imposes upon British manufactured goods."

Fire broke out the other morning in the carbon department of the Brooks Manufacturing Company's works at Peterborough. The flames, however, were confined to that portion of the works. Heavy and expensive machinery used in the manufacture of carbon was damaged. The loss is estimated at $7,000 or $8,000, and is covered by insurance. By rushing the repairs the company expects to have the works going again with little delay.

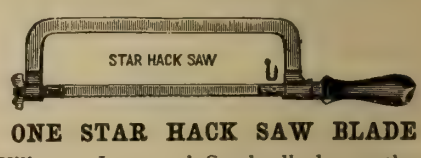
The Toronto Children's Aid Society, whose work for destitute children is so well and favorably known, is going to give out contribution boxes. They are of iron and of very neat design, and don't occupy much room. Any of our readers who will place on the counter or fasten one in a prominent place in the store can very much help the society in its funds. Will any who will do so write the secretary, J. Stuart Coleman, 32 Church street, at once, as upon the offers made will depend the number of boxes ordered of the manufacturers. In writing they should state whether they wish the box to be loose or a fixture. The appropriate mottoe of the society is: "It is wiser and less expensive to save children than to punish criminals."

VANCOUVER HARDWARE MEN CONFER AND AGREE.

The hardwaremen of Vancouver, B.C., held a meeting on the 10th inst. in the Board of Trade rooms to discuss some matters relating to the trade, especially the price of nails which needed readjusting, since a change has been made by the manufacturers and wholesale dealers. The following firms were represented: Godfrey & Co., Thos. Dunn & Co., Tye & Co., Meek & Harstone, Fraser & Co., P. Gaudrown. The following prices were fixed for the various classes of nails: 50 to 60 penny, $4.50; 40 penny, $4.35; 30 penny, $4 40; 12. 16 and 20 penny, $4 45; 10 penny, $4.50; 8 penny, $4.55; 6 penny, $4.70; 4 penny, $4.90; 3 penny, $5.30.

Casing Nails—Twelve to 30 penny, $4.80: 10 penny, $4.90; 8 penny, $5.05; 6 penny, $5.20. Finishing Nails—Three inch, $5.65, 2½ inch, $5.30; 2 inch and 2¼ inch, $5.45.

The following prices were fixed for these commodities: Boiled linseed oil, 90 cents per gallon, by the barrel, $1 by the gallon; turpentine, $1 a gallon; white lead, pure, $9 per cwt., and No. 1, $8.50. It was also resolved not to contract for supplies of hardware for buildings by the lump sum, but to quote individual prices. The question of closing at 2 o'clock on Saturday afternoon was discussed, but one firm, McLennan & McFeely, stood out against that. The prices quoted are in most cases lower than formerly.



ONE STAR HACK SAW BLADE

Will cut Iron and Steel all day without sharpening. It will cut off an half-inch bar of steel, 200 times. Many Millions of them are now in use in all parts of the world, and many more will be used until they become as common as files, for they will do much of the work of files in one-tenth of the time, and at one-tenth of the cost. Every mechanic, every farmer, and every man can use it to advantage.

We will send by mail, postpaid, one very nice Steel Frame and one dozen 8-inch blades on receipt of $1.50.

We also make a frame to run by power for $25 each.

Our Butcher Saw Blades will cut six weeks without filing, and cost less than butchers pay for one filing of the old kind.

We are the only headquarters for these Star Saws, and warrant all goods marked with a Star and bearing our name.

Most dealers keep these Saws in stock, or will get them on demand.

MILLERS FALLS CO.,
93 READE STREET, NEW YORK.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

AGENTS IN CANADA FOR

Joseph Elliot & Sons', Sheffield Eng.,

Table Cutlery, Razors.

MONTREAL TRADE CHAT.

Joseph Major and Arthur Demers have formed a partnership as carriagemakers, under the name of Major & Demers.

Peter Lyall and Francis Hyde have formed a partnership as importers of fire clay, cement, etc., under the name of Francis Hyde & Co.

Owen McGarvey & Co., one of Montreal's largest furniture dealers, have just moved into their new warehouse, which is one of the nicest in the city.

Messrs. Geavel & Boulard, the St. Lawrence street retail hardware merchants, are building themselves a new warehouse, which they will move into soon.

The Chambre de Commerce held its usual meeting last Friday, and took up the matter of the propriety of the Government taking possession of the telegraph and telephone lines in the country. The subject was deferred till the next meeting. A resolution was adopted to the effect that the Chambre de Commerce support the petition of the citizens to the City Council, asking that St. Lawrence street be opened to the wharf, and the extension of Le Royer and St. Dizier streets. It was also suggested that the Chambre be represented at the meeting of the British Boards of Trade. This matter will be further considered.

THE EMPIRE SCREEN.

The Empire Fly Screen will effectually keep a house free from that summer pest—the house fly. It is constructed with openings leading up and out. Flies will always go to the screen or windows, attracted by the light, and will crawl upwards following the screen up to the openings leading up and out. They will not come into a house through the same openings, as a fly will not go down through small openings. The window screens are constructed of ash wood, nicely oiled, made very strong and well finished, with extra strong springs to hold screen in place outside of lower sash.

The Empire screen door is constructed on the same principle with openings at the centre and top bars. These doors are made of selected well seasoned pine wood stained or oiled and mortised (not dowelled) and are finished in first-class style, being very stiff and strong. Manufactured and for sale by the Brockville Wringer Co., Limited.

The Page Woven Wire Fence Company, of Adrian, will start an establishment in Windsor.

The following is the form of the resolution introduced in the House of Commons by Mr. Watson, M. P. : "That it is computed that fourteen million of pounds (14,000,000 lbs.) of binding twine are annually consumed by the farmers of Canada in harvesting their crops, Whereas they are subjected under the present tariff to a duty of 25 per cent ad volorem, having thereby inflicted upon them a tax of $400,000 and upwards per annum, while at the same time fishermen are allowed to import twine for use in their business free of duty, under which exemption twine to the value of $424,023 is imported free of duty, and it further appears that the revenue derived from the duty on binding twine for the year 1891 amounts to $6.192, and consequently a tax of over $400,000 is imposed upon the farmers of Canada without any appreciable advantage to the revenue ; such taxation being doubly unjustifiable in view of the exemption allowed the fishermen of Canada in respect of twine used by them: That it is therefore expedient that Binding Twine be placed on the Free List.

The Coventry Machinists' Co'y, the oldest established bicycle manufacturers in the world, have at present on exhibition in their show-rooms at Chicago a bicycle that is viewed with interest by the many wheelmen of that busy city, it being no less than the Swift Roadster on which M. A. Holbein rode his phenomenal race, breaking every record from one hundred to four hundred miles, an account of which was telegraphed and published all over the world last November, it being the most remarkable feat ever accomplished in the history of fast cycling. The wheel ridden on this occasion was a Model A Swift Roadster, with Harrison Carter's patent gear case attached. This case weighs 5 lbs. and increased the weight of the machine to 45 lbs., a circumstance to which the Coventry Co'y point with particular pride, as it is unquestionably the best testimony they could possibly produce in support of the claim to the Swift's easy-running qualities. The manufacturers of the Swift have decided to give the inhabitants of this continent some idea of the magnitude of their works, and, with this end in view, have secured twenty-five thousand square feet of floor in the World's Exposition Building at Chicago, and there intend giving an exhibition of bicycles manufactured solely by themselves, such as has never before been equalled in the history of the cycling world. (From Toronto Globe, March 2, 1892). Frank S. Taggart & Co. are the Canadian Agents of the Coventry Machinists' Co'y., and have a full line of Swift Bicycles at their warerooms, 89 King St. West, Cycling, Toronto.

P. CORRIDI,

Accountant, Auditor, Receiver, Etc.

EXPERT AUDITING, and ACCOUNTANCY A SPECIALTY.

Partnership Accounts Adjusted, Books Opened, Balance Sheets Prepared.

Office 139 Yonge St., TORONTO.

HAVE YOU EXPERIENCED TROUBLE WITH

FLOOR PAINTS



I'VE USED IT.

It is more important to have a reliable floor paint than any other Liquid paint.

They must Dry hard. They must Dry quickly. Brightness and Durability are necessary.

These qualities, it has been proved are to be found in

ADAMANT FLOOR PAINT

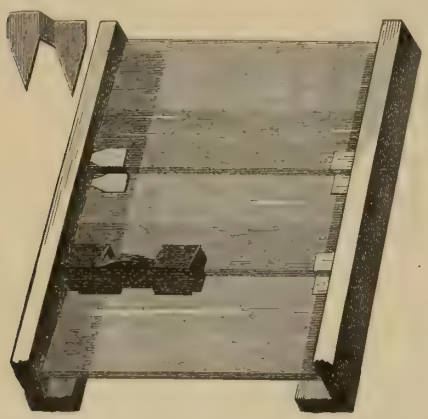
In Six Colors, at $1.00 gal. Send for Cards to

Walter H. Cottingham & Co., Montreal.

NEW GOODS.

GLAZIER TWIN POINTS.

The use of these points is superior to the old method of setting glass in roofs. They prevent slipping and consequent cracking, which is one of the chief causes of leaking roofs. See cut and explanation below. The cut is supposed to show a section of a sky light or greenhouse roof, with glass and points in position; also tool for driving them. The twin point in the upper left



hand corner represents the full size of the point. A small tool used to push the point into the window frame is shown in the lower part of large cut. Points are shown in position effectually holding the glass. Slipping, binding or breaking of glass in greenhouses or sky lights is thus prevented. A liberal discount to the trade. Price 35 cents a box. Tools for driving points, 15 cents. Address all communications to the proprietors and manufacturers, H. W. Eames Co., Milford, Mass.

THE TURTLE CUSPIDORE.

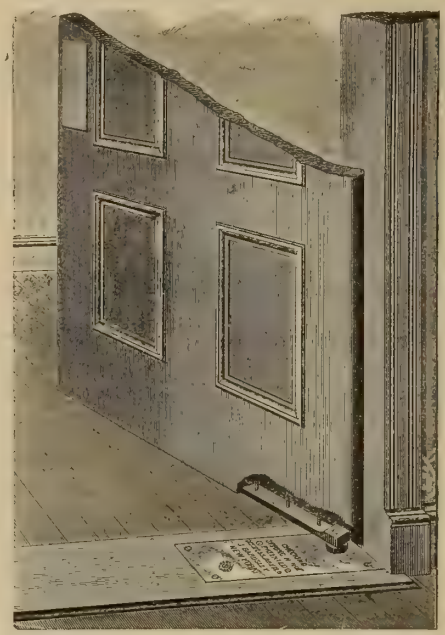


The Turtle Cuspidore is a handsome, as well as useful, ornament, finished in oxidized copper or nickel-plate. It opens by stepping on the head and closes by putting the foot under the head. It is very strong, lasts for years, and is easily cleaned. This cuspidore has been put on the market and is known as a covered cuspidore, being so constructed as to do away with all foul odors which naturally arise from cuspidores of the old style, and which physicians claim are unhealthy (especially for ladies) to look into or to inhale the disagreeable odors arising from them. The price brings them within reach of all

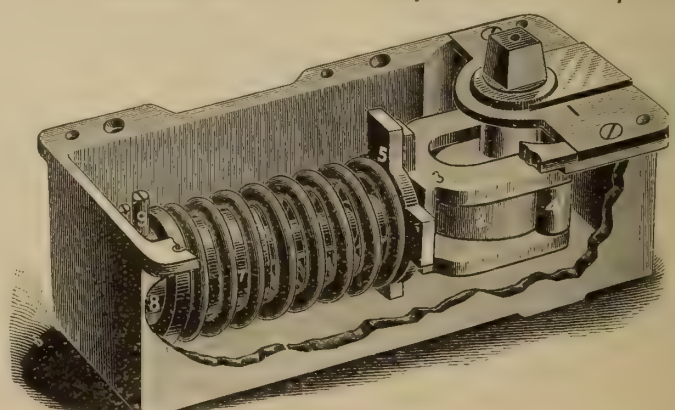
THE "BARDSLEY" CHECKING SPRING-HINGES FOR SWING-DOORS.

These hinges are not a new article on the market, but have recently been altered in form to permit of the working parts being made heavier and stronger, and they have been improved in several of the details.

The mechanism of these hinges is very strong and simple. It is contained in a closed iron casing which is let into the floor, or sill, under the door; a brass plate covers it and is all that is seen. The casing is nearly filled with specially prepared non-freezing oil, which serves as a checking medium as well as lubricant. The action of the mechanism may be described as follows: When the door is opened the lever, fastened in the bottom of the door, turns the cam 2, which being in contact with the roller 4, draws up



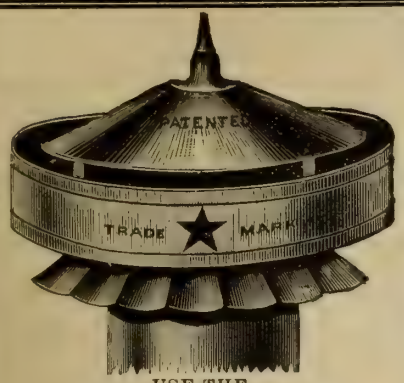
the fork 3, and with it the cylinder 7, at the same time compressing the spring; the stop 5 being stationary in the box, and preventing that end of the spring from moving. As the door opens the oil flows into the cylinder; as it closes the cylinder slides back on the piston 8, whish is fastened to the end of the box, imprisoning the oil, which can only escape back into the box through an aperture controlled by the checking screw 9, by



turning which to the right or left, the door is allowed to shut slowly or quickly, as may be desired. The working parts are of hardened steel and being constantly submerged in oil, the wear is very slight. The parts are entirely of metal; no leather packings are used. These hinges possess many advantages over the ordinary spring-hinges. Further information may be obtained by addressing, J. Bardsley, 147 and 151 Baxter Street, New York, N. Y.

PETROLEUM AS FUEL.

In speaking with an Oil Springs producer the other day with regard to the rumor as to the proposed building of another refinery at Oil Springs, it appears that an idea was advanced to put up some large stills, distill the cream of the light oil off for illuminating purposes for which there is an almost unlimited demand. The question arose as to what position the insurance companies take with egard to a manufacturer using Petroleum for fuel. Every encouragement and inducement has been held out to manufacturers to use Petroleum oil for fuel purposes as its use is a decided saving over coal. The plant used always embraces a storage reservoir, and usually a smaller tank containing the supply for immediate consumption. But the location of this storage reservoir, the mechanism employed in conveying the oil to the furnace for combustion, and the burner itself, present points of difference in almost every plant. The storage reservoirs are naturally made with a view to holding one or more car loads of oil, and are placed at a greater or less distance from the premises where the oil is burned. If they are on a higher level than their premises they present the danger that in case they should leak or catch fire their contents would flow down upon the buildings and endanger or destroy them. We believe it is the rule with insurance companies that these storage tanks shall be sunk into the ground to a level lower than that of the building where the oil is to be burnt; or that these storage reserviors shall be surrounded by an embankment or wall, capable of holding the contents, so as to prevent the oil from reaching the building in case of overflow, leakage or bursting, which are the cheif dangers recognized in connection with the presence of so large a body of oil near insured premises. A more remote and yet possible danger lies in the well known attraction which oil has for lightning, leading to their being frequently struck. In fact what the insurance companies are called upon to fear and regulate is the storage of the oil and its delivery to the burners, rather than its actual burning under the boilers. Considered simply as a fuel in process of combustion, it gives better heat than coal or wood, and is cleaner, producing neither ashes or soot.—Petrolia Advertiser.



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STAR * VENTILATOR
For the VENTILATION of
Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

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MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
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WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,

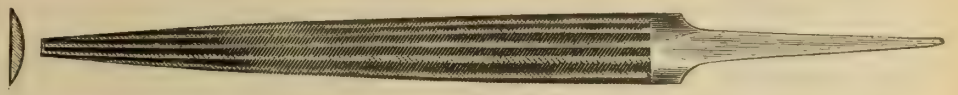
GANANOQUE.

GLOBE FILE MFG. CO., Port Hope, Canada.

—MANUFACTURERS OF—

FILES AND RASPS

OF SUPERIOR QUALITY.

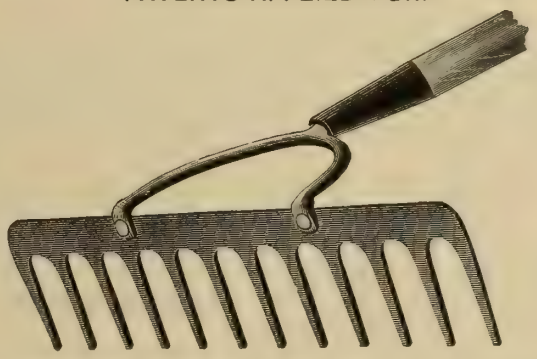


Capacity 600 dozen daily. We manufacture everything from a small Dental File to a 16 inch Bastard or Block File. Every File Tested and Warranted equal to the best imported. Write for Prices.

TORONTO WAREHOUSE, 74 YORK ST. MONTREAL WAREHOUSE, 432 ST. PAUL ST.

Eureka Steel Head Garden Rake.

PATENTS APPLIED FOR.

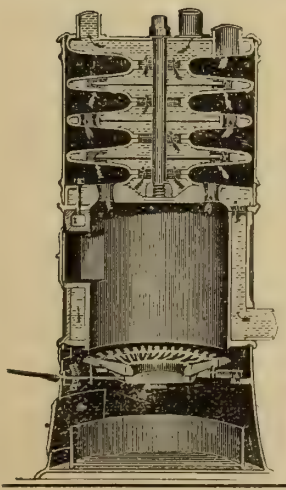


The Head is stamped from a Solid piece of Extra Double Refined Silver Steel and consequently is much stronger than any other Rake now on the Market.

SEND FOR PRICES.

MANUFACTURED BY

JAMES ROBERTSON & CO., - TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS

MONTREAL.

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,
AGENT.



Sand Screen Cloth. Sand Screens.

Mason's Hand Screens.

For Stonemasons, Bricklayers & Plasterers.

Write for Catalogue and Price List.

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

DIFFERENT RETAIL PRICES.

In the columns of our esteemed contemporary The Grocer a somewhat animated correspondence is being carried on respecting the morality and policy of having more than one retail price for the same article. As might have been anticipated, there are various views on the subject, but it is just a trifle disconcerting to gather that the majority of the correspondents of our contemporary favour the adoption of what one of them terms "a little strategy," or, in other words, that the tradesman should try to suit the price to the customer. There are, it is true, many letter-writers who take an unmistakably accurate view of the matter, and who criticise any such plan in a ruthless and righteously-indignant manner, but it seems to be the fact that a large number of grocers make it a standing rule of their business to "get what they can." We do not think the same practice prevails to any extent in connection with the ironmongery business, but if such were the case we should certainly feel called upon to condemn it on what we deem to be sound and valid grounds. We should adopt the words of one of the correspondeuts of The Grocer, who says, inter alia :—"I hold that the principal of strategy is deception, and deception, whether tacit or spoken, is virtually a lie. To expose two quantities of the same article for sale at different prices is to tacitly imply a difference of quality ; and I ask, is it not reasonable, and a necessay consequence, that a customer seeing the article ticketed, should conclude that the higher-priced is the better quality, and so be deceived? And what can the assistant say when challenged, unless he prevaricate (which arouses suspicion) or lie (which produces worst results)? If there be no ticket displayed, the grocer trades upon the ignorance of the public, which is surely cowardly." Of the truth of these observations there can be no doubt, but there are many other objections to variable prices, just as there are numerous advantages in having a fixed single price for every article in stock. French tradesmen know this when they make as they do a great feature of the "prix fixe," and our own drapers appreciate the situation fully by insisting upon the fact that all their goods are marked with the sale prices in "plain figures." Customers know these points also, and they invariably prefer to deal at shops where they have reasonable confidence in the existence of only one price. They are quite right in manifesting that preference, and in doing their best to obtain their purchases at a price which is at once the best and the same as that paid by all the other customers of the same tradesmen. Apart from the honesty of the single-price plan it is obviously by far the most simple and most convenient. Once the principle of variable prices is admitted its incidence cannot be governed with exactitude, and the salesmen, who must be demoralised by the system, cannot be blamed if, in their anxiety to push sales, they exceed the limits laid down for their approximate guidance. That the variable plan must sooner or later operate to the disadvantage and loss of the tradesman who adopts it is so obvious as to need no discussion. Persons who deal at the same shop are very apt to compare prices, and if Mrs. Smith finds that she pays more than Mrs. Jones it is certain that the former, at all events, will transfer her custom to some establishment where more straightforward practices are in vogue. Even the customer who may suppose that he or she obtains the lowest terms is always in a state of uncertainty lest some other customer should be treated better, and finally is pretty sure to become an ardent convert to the simpler and honester system. From almost every point of view, indeed, the plan of having different prices for the same article stands condemned. It may, possibly, be more easily "worked" in relation to groceries than other classes of goods, but in no business is it wise or even honest.—The Ironmonger,

GOOD BUSINESS SUGGESTIONS.

In the regulations suggested by the President, and recently published by the Secretary of the Treasury, some excellent rules for business are laid down. They are applied to the "efficiency record" of all employes in places known as the classified service, and are to be used as a basis for promotion. There are seven of them and include punctuality, attendance, industry, aptitude, accuracy, conduct and ability.

These elements of efficiency may be very properly applied to all business conduct. Young men would do well to consider them seriously and look for their hidden meaning, or seek to realize the whole meaning of them. It would be well to secure a copy of the rules and read them thoroughly. It is too often the case with young men in business that they simply try to hold their positions. They are not interested in the business or welfare of their employer and do not possess within themselves ambition enough to do their work so as to merit promotion.

Some explanations are given in connection with the above rules as to what is meant by the different elements. Punctuality means, in short, to be on time. The office hours are fixed within certain limits, and if an employe is late he loses one dollar for each five minutes of delay. That seems rather a severe rule, but it would work in nine cases out of ten. After an employe had been late a few times he would soon be cured. Punctuality is a great time saver, and time is money. In the busy life of the present day if a man gets behind at the beginning, he is likely to either remain behind or have an everlastingly hard time of it to catch up with the tail end of the procession. The expression is a common one, that "some men have three hands, a right hand, a left hand and a little behind hand." It is sad to state that there are to-day too many three handed young men.

By attendance, more is meant than simply to be present in the office. The term in its fullest sense means that a man should be occupied all the time, seeking all the while to get at a full understanding of the business in all its details. According to the rules, if a clerk neglects his work, one dollar is deducted for every five minutes lost, except in case of sickness.

In regard to industry the rules explain that clerks are expected to be both prompt in their attention to duty and to manifest no disposition to shirk.

A young man who possesses within himself the elements of success will not require the watchful eyes of superior officers to enforce his regard for such rules as are outlined herewith. He will be able to cultivate any one of the elements, for each is susceptible of such cultivation. Take, for example, the habit of punctuality and of giving careful attention to the work in hand. The more industrious a man is, the less disposition does he show towards idleness, and the more careful will he be to do his full share. The readiness to receive instruction and the readiness in applying such instruction to a quick performance of work will increase as it is practiced.

If a man once begins to be careless and slovenly in the performance of his work he will go from bad to worse, while, on the other hand, if he cultivates accuracy he will grow more and more to find enjoyment in his employment, and it will be a pleasure to him to see everything done exactly right. His behavior should be practiced until it becomes natural and then it will be easy.

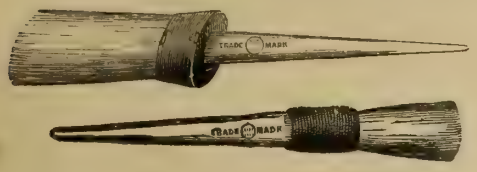
Small details in the office where employed, such as rude speech, conversation during office hours, lack of courtesy toward superiors and uncouth habits, will all have their influence against a man's promotion. Good conduct, combined with other qualities will recommend an employe to his superior.

Ability, even, is a quality which may be improved upon by cultivation. Very much that we call natural ability is simply a resolute determination to overcome all obstacles that are in the way, no matter at what cost of time and labor. There is, to be sure, such a thing as dullness and stupidity, which belongs to a man and he cannot help it, but such cases do not pertain to the condition of the average young man of to-day. If a man lacks education let him attend an evening school, of which there are a number in the cities, or he can improve his mind by well chosen reading matter. Where there's a will there's a way, and a young man who really desires it will find plenty of chances for self-improvement.

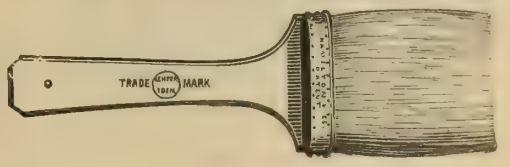
A man ought to think about the business in which he is engaged as if it were his own, and seek to improve it in every possible way. His employer's interests should be his interests and he should serve him even better than he would himself.

Any young man who starts out with a fixed determination to be punctual, faithful in his attendance, energetic in his work, apt in its performance, accurate in whatever he undertakes, careful of his conduct, with a determination to improve himself, thereby increasing his ability, that young man is sure of promotion. Every employer is looking for just that kind of men, and the eminent positions of trust will be occupied by these men who have proven themselves worthy.—Ex.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



TORONTO, Nov. 6th, 1891.

W. H. JAGGER, ESQ., 24 Front Street West, Toronto.

DEAR SIR,—We have used Messrs. Hamilton & Co's Painter's Brushes for some time past, and find them very satisfactory, both as affecting the questions of quality and durability.

Yours truly, ELLIOTT & SON.

You can lose more than we do by not subscribing for this paper

BUSINESS CHANCES.

HARDWARE BUSINESS WANTED.—Communications private. Address, Business, HARDWARE. 12

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

FOR SALE.

HARDWARE, STOVES, FURNITURE, AND house-furnishing business for sale, in a Northern village, centre of a lumber region; no opposition; doing a business of about ($18,000) eighteen thousand dollars per year. Liberal terms to the right person. This is a chance of a lifetime, write for particulars. Address D. C. M., care HARDWARE, No. 6 Wellington Street West, Toronto, Ont.

SNIDER RIFLES WANTED.

WE WANT HALF A DOZEN SECOND-HAND Snider-Enfield Rifles—military pattern—any kind will do if they are complete and the price be low. Address, Snider-Enfield, care HARDWARE. tf.

GLASS.

Window Glass. Colored Glass.
Enamelled Glass. Rolled Glass.

See latest designs in
FANCY IMPERIAL and
MECHANICAL EMBOSSED.

A. RAMSAY & SON,
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TELEPHONE 2164.
H. D. SIMMONS,
Manufacturers' Agent,
74 York St., Toronto.
—REPRESENTING—
Leading Manufacturers of Hardware Specialties, Iron Pipe, Hot Water Boilers and Fittings, etc.
Send for Prices.

THE CANADA PAINT COMPANY, Ltd.
MONTREAL and TORONTO.

S. F. McKINNON, President. W. H. HOWLAND, Vice-President.
ROBERT MUNRO, Managing Director.

MONTREAL, QUE., March 1, 1892.

We have now the pleasure to announce that we have acquired and will conduct under united management, the businesses heretofore carried on by

Fergusson, Alexander & Co., Montreal.
The William Johnson Company, Montreal.
—AND—
The F. G. Peuchen Company, Toronto.

These businesses will be carried on by us under the style of the

Canada Paint Company, Ltd.

At the various factories presently occupied, and mainly by the same staff.

Mr. Robert Munro, hitherto resident partner of Fergusson, Alexander & Co., undertakes the active management of the Company as managing director, and will be assisted by the leading officers of the companies.

We feel confident that the arrangements made will ensure thorough efficiency in the Company's operations. We also venture to point out to the trade that the combined management of the three firms, while it ensures economy, also affords some guarantee that the excellence of the goods hitherto manufactured by the firms seperately will be not only maintained, but, where possible, improved.

The range of manufactures will be widened, and will include the preparation of such raw materials as have hitherto been imported in a prepared state.

A special department will be opened for the manufacture and supply of varnishes of the highest class.

We have acquired not only the good-will and all the rights and privileges of the three companies, but also the brands, labels and formulas, so that the trade will suffer no inconvenience from change of names or labels, which will be continued as at present.

Every possible economy consistent with efficiency is being introduced so as to enable us, while attaining the highest possible standard of quality, to supply our manufacturers at the most favorable prices.

Prompt fulfilment of orders will be a prominent feature of the Company, and, with this view, a fully assorted stock of each brand of goods will be carried, both at Toronto and Montreal.

We beg to refer to our list of specialties, and while assuring the trade of our best services, we venture to anticipate their continued support. (Signed.)

THE CANADA PAINT COMPANY, LTD.

MARKETS

MONTREAL MARKETS.

MONTREAL, March 25, 1892.

HARDWARE.

The movement in iron and heavy material generally continues small and unimportant and in no line is there any particular activity to note. In pig iron advices to makers agents have not been calculated to induce any urgency in booking orders for spring delivery but note that the labor troubles in England are nearing a settlement. Improvement in this respect may be looked for and in this connection buyers generally sized up the situation pretty acurately for they were not frightened into orders at the inception of the trouble. They are likely therefore to secure more favorable terms now. The same remarks apply to chemicals and similar lines. So much for the strictly wholesale aspect of the situation. Jobbers have not commenced to operate freely yet but with the reduction in freights that is due in April there is likely to be a welcome accession to business, for it is generally agreed that supplies in the country are down to the minimum.

PIG IRON.

There have been few changes during the week, and business shows no increase, in fact there has been practically nothing doing on spot. Prices are unchanged. We quote Summerlee $21.50 and Carnbroe $19.50. Advices from Great Britain do not tend to incourage business for spring shipment and the market is featureless in this connection.

BAR IRON.

Bar iron remains as dull as heretofore, and prices are precisely the same. Neither of the big companies can be doing much if jobbers are to be believed and each gets their fair share of the business. We quote the unchanged basis of $2 on all ordinary sizes, and on such grades the Montreal mills are decidedly holding their own. On special sizes there is the regular established list of extras, but demand there is run toward ordinary sizes up to 2 inches.

SCRAP IRON.

There is not much doing in scrap and receipts are small. We quote wrought at $16 to $17 and cast $13 to $17.

TIN PLATES.

Tin plate is dull and quiet, and although the canners have commenced operations it does not seem to have any effect on the market. We still quote $4 to $4.50 for charcoal and $3.50 to $3.75 for cokes.

TERNE PLATES.

The developments in connection with the labor troubles on the other side and their influence on the market here is the only thing there is to note. In the above line stocks here are heavy and a considerable cut would be made to effect a sale. We quote $7.50 to $8.

CANADA PLATES.

There is nothing doing outside a small jobbing business in Canada Plates. Stocks here are light, but are being worked off very slowly. We still quote the old figures viz. : $2.65 to $2.75, but $2.60 would no doubt be accepted.

COPPER, ETC.

Copper is firmer but with nothing new to note in the way of business since our last week's report. Local trade here is on a small scale without any change, but prices are 1c. higher for Orford. We quote 13 to 14c. Pig lead has not had any change since our last. We quote choice 6 to 6½c. No. 1, $5.50, No. 2, $5, No. 3, $4.50, dry white 6c., red ditto 4½c.

NAILS

Nails are in the same steady demand as noted last week, with no change in price which is still quoted at the $2.45 basis. Steel and wire nails are also in steady demand. We quote :

STEEL WIRE NAILS.

10 dy to 60 dy per keg	$3.05
9 dy to 60 dy "	3.35
8 dy to 60 dy "	3.60
7 dy to 60 dy "	3.90
6 dy to 60 dy "	4,20
5 dy to 60 dy "	4.20
4 dy to 60 dy "	4.50
3 dy to 60 dy "	5.40
3 dy fine,	6.50

GENERAL HARDWARE.

There is not much change since our last. Travellers are all out and are doing fairly, some firms seem to think that trade has been as good as at this time last year while others say it is not. Nails are in the same steady demand as they were last week while other builder's supplies are about the same. Shelf goods have their usual enquiry and the same remarks apply to cutlery and other fine lines. The french houses say that their men are doing their share of business and that they are perfectly satisfied with the state of trade.

CHEMICALS.

The chemical market is about the same as it was last week with no new feature worthy of note. Prices remain the same with the exception of sicilian sumac which has dropped $5 all round. We quote :

Bleaching powder,	$2.25	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.01⅛	to	0.01¼
Caustic soda,	2.65	to	2.80
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.75	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.08	to	0.10
Bich. soda,	0 06	to	0.08
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08½	to	0.09½
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

The glass market remains the same as it has been for some time back. Stocks here are light and dealers talk firmly. We still quote the old figures, viz., $1.30 to $1.40

CEMENT AND FIRE BRICK.

The cement market is still very quiet and local stocks here are being worked down slowly, but supplies are still very heavy for this season of the year. The prospects point to very low freight rates and some dealers say that cement will be carried for 5s. in the early spring. Advices from Great Britain state that unless the colliers strike is unduly prolonged, there is nothing to lead to the expectations of higher prices. Firebricks are in fairly good demand at steady prices. We quote —Belgian cement, $2.30 to $2.43 ; Newcastle, $2.40 to $2.50 ; London, $2.40 to $2.55 ; firebricks, $20 to $25 per 1,000.

OILS.

Oils are dull and unchanged, but prices rule firm. Cod, linseed and other lines have a jobbing movement at old prices. We quote: Cod Newfoundland 40 to 45c. ; seal, steam refined 47½ to 50c.; linseed raw 57 to 60c. ; linseed, boiled 60 to 63c. ; castor oil 9 to 11c. ; cod liver oil, Newfoundland 85 to $1 ; cod liver oil Norway $1 05 to $1.25 ; turpentine, 60 to 61c.

NAVAL STORES.

Turpentine is still attracting a great deal of attention, but since it fell 3c. in the south it has been easier here and is now quoted at 60 to 61c. Other lines are beginning to look a little brighter. We quote :—Turpentine, 60 to 61c; rosin, $2 to $4.25, as to brand ; coal tar, $4 to $4.25 ; cotton waste, 5¼c. for colored, and 7 to 10c. for white ;



IMPORTANT.

Dealers will kindly observe that we are now RE-INSPECTING OUR STOVES before shipment, as a precaution against possible shortage, breaks or misfits. Although this is an additional cost to us it will be satisfactory to customers to know our Stoves can be relied upon to be perfect in every respect. We are also taking increased precautions to improve the quality of our goods so as to maintain our pre-eminence in the Stove trade.

There are more of McCLARY FAMOUS STOVES made and sold annually than any other make, and the demand is always increasing. By recent addition to our premises we hope to keep the supply up to the demand. Besides some other new patterns, we are making patterns for a larger size of the "MODEL" WOOD COOK, which will complete the finest line of Wood Cooking Stoves on the market.

McCLARY M'FG CO.,

London, Toronto, Montreal, Winnipeg, and Victoria, B. C.

London, February, 1892.

MONTREAL MARKETS—Continued.

oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady with Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

PETROLEUM.

There is only a small trade doing in Petroleum by a few Canadian refiners who continue to cut the prices, sales being reported here under 13cts. It is also reported that one of the large firms has written its representative not to take business at what is a losing figure, but to allow the others to take it all, adding, that they prefer to tank their oil till fall, this will cost them ½c. per gallon, but they believe that it will pay better than selling now. No large orders have been taken and indications point to higher prices when spring business opens. We quote: Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 15c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

TORONTO MARKETS.

TORONTO, March 25, 1892.

HARDWARE.

The warehouses present a more animated spectacle this week. Shippers are getting through the lists of orders gathered during the winter for delivery now, and buyers are submitting the demands that are always held in reserve till the end of the season for pushing certain lines. The bulk of the orders come by letters and travellers' advices, the retail visitors being no more than the usual number from within a rather short radius of the city. The goods now going out are spring and summer lines of all descriptions; lumbermen's supplies, as chain, tackle, cant-hooks, bolts, crowbars, etc.; and general lines, as spades, shovels, hoes, rakes; harvest tools. Cordage is a very active line now as well. Wire continues in very good call. A better report of the trade in builders' hardware is heard, particularly of business with country dealers. City retailers have not yet bought very freely of anything, though a better local trade has sprung up than could be noted last week. This being a busy shipping season for hardware jobbers, some uneasiness was felt by houses whose North-west trade is large, on account of the C. P. R. strike. So far that has not materially affected business, and railway officials assure shippers that the thing will be brought to a speedy end. Payments are fairly good.

BARB WIRE—A hand-to-mouth trade continues. Small parcels will be the rule unless where immediate needs call for large ones, for retailers have no object in satisfying more than the needs of the moment, as there is now no advantage going with large orders.

BOLTS—The manufacturers have at last come to an agreement. No authoritative notice bearing the signatures of all has yet been sent out, but individual manufacturers have advised customers of the arrangement. The discount on carriage bolts is now 70 and 10 off the list.

BUILDERS' HARDWARE—Freer buying both on country and local account, particularly the former, is the experience of this week's trade. Open weather and approaching summer freights have something to do with this.

CORDAGE—The run of orders for cordage is very strong. Jobbers have to be reconciled to the rebate arrangement, which after all is apparently of mutual advantage. Binding twine is not moving yet, as the prices have not been fixed.

HORSE NAILS—No change comes up for notice this week. The discount remains 50 and 5 to 60 per cent. from the list.

HORSE SHOES—The combine among jobbers is a nominal affair, the link that holds most parties to it being a mere verbal promise. Similar conditions hold in London and Hamilton, where there is supposed to be a uniform jobbers' price of $3.75. The manufacturers are said to be bound together fast and sure enough, but that seems hardly possible, or they would withhold the rebate that jobbers are liable to forfeit by selling below $3.70 here. The range continues to be $3.60 to $3.70.

NAILS—Owing to free buying before the advance for delivery now, there is a less active run on nails than is usual at this season. Sundry orders, however, nearly all include a fair-sized sorting lot. The price is firm.

WIRE—Sales continue, but without special feature. Less is heard of importations now.

METALS

The one feature of the metal market that calls for special notice this week is the advance in copper. This, however, has caused no local excitement of moment. The market for tin plate has also toned up in England, where future quotations have advanced in some cases equal to 5c. Shipping has not become active yet, and will not until after summer freights obtain, that is, after the first of April. There has been generally freer buying for delivery then.

EASTLAKE
MANUFACTURED BY
METALLIC ROOFING Co
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL SHINGLES

ANTIMONY—A very small trade has been done. The applications are limited, being confined to the manufacture of type and smokeless powder. The price is 14½c. for Cookson's and 13½c. for other brands.

CANADA PLATES—Are nominal.

COPPER—Lake ingots have advanced. The price at which it is jobbed out is 14½c. An advance on Thursday brought up the price to 13¾c. ex store Montreal. The advance is a result of the consummation or the combine among mine owners. The price made a very sudden leap and was taken advantage of by few. One firm here bought 50 tons in a speculative way in New York, upon which they will realize a handsome margin, if the market holds out.

LEAD—Has not grown any weaker, and that is about the way to describe the situation. Domestic quotes at 3½c., imported at 3¾c. The trade is quiet.

SHEET ZINC—The market outside is easier, but as some stocks are held here, and the shading is fractional, local quotations remain at 6½c. for casks, and 6¾c. for broken lots.

SPELTER—The demand is rather light. Price are easy in primary markets. Domestic is 5c. here and imported is 6c.

TERNE PLATES—Are nominal.

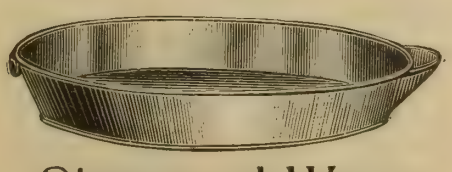
TIN—The price is steady for Straits tin pig at 22 to 24c. Strips are 24 to 25c.

TIN PLATE—The English market shows more vitality. A demand from the United States has given strength to the position abroad. Here all that is doing relates to forward business. Import orders taken 3 months ago are now coming into stock.

IRON AND STEEL.

The market for pig iron has picked up appreciably. Business is active in United States irons, and is much livelier than it was in British brands. Several good-sized lots of Summerlee and Carnbroe have been sold, and a few other sales are in course of nego-

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Milk Can Trimmings, Creamer Trimmings, Dairy Pail Bottoms, etc., etc.

THOS. DAVIDSON & CO.,

474 ST. PAUL STREET, MONTREAL.

MARKETS—Continued.

tiation at the moment, the deals being for 200-ton and similar sized lots. The foundries had manifestly run quite bare of supplies in Scotch irons.

Bar iron, which a misprint last week quoted a dollar too low, is steady at $2.10 to $2.15, with a demand that for the time being threatens to outrun the supply. Special brands sell well at current prices, which are the same as they were a week ago. Manufacturers keep up an active demand for steel.

PAINTS, OILS AND COLORS.

The only thing now creating any stir in the paint trade is the scheme of organization that is being considered, which is to include all jobbers of linseed oil. It was intended to comprehend spirits of turpentine in this arrangement, but that idea is said to have been rejected. The completion of the matter is not likely to be long delayed. Business is quiet. Turpentine is the only fluctuating article in the trade, and as it is receding from the high point to which it had advanced, nobody is eager to buy until it has gone the full length of the reaction. It quotes from 57 to 60c. Linseed oil is unchanged at 56 to 58c. for raw and 59 to 61c. for boiled. White lead is 5¼ to 5½c.

PETROLEUM.

The price of Canadian refined is 14 to 14½cc. to retailers outside of the city. City traders pay ½c. more for cartage, making the range 14½ to 15c. The usual limited movement for this time of year is reported. Empties are 65c.

The Petrolia Advertiser reports: Petrolia crude $1.25 per barrel; Oil Springs crude $1.25 per bbl. The course of crude prices during the week under review, while gradually tending downward, has not been decisively indicative of a permanent decline. Business on the oil exchange has continued very dull throughout the week, and few features of interest have transpired. The almost complete absence of speculative interest on the part of any outside operators combines to be a feature of discouragement, and the purchase of the raw material is in the hands of a few local manufacturers. The price of refined oil keeps very low, and the chances are that the fall trade for 1892 will still witness the keenest kind of competition between manufacturers of illuminating oil. A few years ago a refiners' syndicate would have been the result of this competition, but to-day it looks very much like a war to the knife affair.

GLASS.

Early spring arrivals are looked for in the beginning of April. Present stocks suffice for the present demand. The basis is $1.40.

HIDES, ETC.

HIDES—Stock is very grubby just now. It is not particularly plentiful though. Green are on a basis of 4½c., the price of No. 1, cows'. Cured go as fast as they are offered, at 5c.

SKINS—Sheepskins are in fairly good supply at $1.10 to $1.25. Calfskins are more plentiful at 5 to 7c.

WOOL—The price, 18c., is unchanged. Dealers do not care to pay it, and sellers do not care to take it.

OLD MATERIAL.

The trade in old material is about stationary, the volume not being very great, but a certain amount is always being done. Prices remain firm, especially that of copper scrap. Prices are as follows:—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, March 24, 1892.

The spasm of activity in some branches of the iron trade that followed the recent break in prices seems to have subsided, and the experience of sellers at the present time is variable, with the most of it unenviable. It is still the most invariable rule that exceedingly low prices prevail where business of any magnitude in finished productfons is consummated, and competition for orders is as keen now as it has been at any previous time this month. In some directions a reduction has been made in the output of mills and furnaces, but productive capacity is yet too heavy and the general prospect is still the reverse of encouraging.

Eastern agents have secured orders for about 12,000 tons of steel rails at the combine rate—$30 f. o. b. mill for heavy sections, and the rail branch of the trade is apparently kept well in hand. Billets, on the other hand, were said to have been sold at "a cent a pound" in the West and at corresponding prices by Eastern manufactures, while rods, plates, structural shapes and ordinary merchant iron goes at previous low figures.

American foundry pig iron of reputable brands is still selling at $15.50 to 16 for No. 1 X and $14.50 to 15 for No 2 X to a very fair extent, but inferior brands have been quoted at as low as $15 and $14 respectively, without attracting a great deal of attention. Mill grades about $13.50 to 14, as to brand. Bessemer pig hangs at about $14.50 to 14.75 in Pittsburg, and vicinity. Scotch pig is selling in small parcels at about $20.50 to $21, for Coltness, $20 to $20.50 for Summerlee, $19 to $19.50 for Eglinton and $18.50 for Carnbroe. Foreign spiegeleisen is nominally, $23 to $23.50 for 10 to 12 per cent and $27 to $27.50 for 20 per cent, and 80 per cent. ferro-manganese about $62 to 62.50 delivered here. Old iron tee rails are quoted at $20 to 20.50, and No. 1 wrought scrap iron at $18.50 f. o. b. Jersey City.

COPPER—There has been a further rise in the prices of copper, and the market is strong at the advance. It is asserted in some quarters that consumers have purchased quite liberally of late, thus helping along the upward movement in values, but evidence is not wanting of speculative manipulation by certain insiders, and circumstantial evidence of an agreement or understanding among leading producers is strong. Several million pounds of Lake Superior ingot, it is stated, have been sold during the past week at 11½ to 12c. On the Metal Exchange sales of 100,000 pounds for April and 100,000 pounds for June at 12.10c. were recorded, and subsequent bids have been made of 12¼c. for deliveries running several months ahead. Of common casting brands sales at 11¼ to 11¾c. were also noted. At the close 12c. was asked for the latter and 12½c. for Lake Superior ingot. London advices by cable note a further rise in that market also, with up to £47 15s. prompt and £48 future delivery paid for merchant bars, followed by 7s. 6d. reaction on the latter.

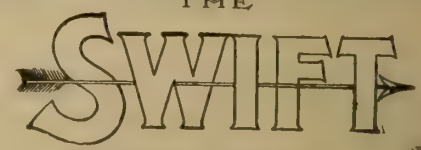
TIN—Responding to about 7s 6d advance in the London market, prices for pig tin have ruled somewhat higher here, but speculative interest does not appear to extend beyond the old professional circle, and the home trade buying is not stimulated in the least. One operator bought 25 tons at 19.85c for March delivery, and sold to the buyer a similar quantity at 19.80c for April delivery. Other trades of similar character have taken place, reflecting a very peculiar line of action. For ten-ton lots on the spot 19.80 to 19.90c was quoted at the close, and 20 to 20⅛c was named for ordinary jobbing parcels.

LEAD—Pig lead has been sold in moderate quantity at 4.15c., and the market, while less active than it was last week, is apparently much firmer. For prompt and near future deliveries 4.20c. is now asked.

TIN PLATE—Tin plate out of store has found very slow sale and future deliveries have moved in a somewhat irregular manner, with the volume hardly up to that of the early part of last week.

Thomas Robertson & Co., Montreal, have appointed Messrs. Craig, MacArthur & Co., of Toronto, their selling agents for Toronto and West. Buyers may obtain promptly from the latter firm all information segarding stock and prices. Any order they are favored with will receive prompt and careful attention.

A large number of the rubber manufacturers of the United States have combined. The cutting of prices is the cause. Several of the big concerns, however, have not gone into the trust. One object is to regulate production. This will be done by shutting down some of the factories, and can be done very advantageously, because in some of the factories the machinery is old and out of date.

THE


Safety Bicycle

has been produced with the view to raise the English Wheel from the **DEAD LEVEL OF GOOD** to a position of **UNQUESTIONED SUPREMACY** when viewed either as simply a Road and Racing Machine, or as a specimen of modern art and workmanship. It would be impossible to include in this advertisement a list of its advantages and superior qualities, but on application we will mail Illustrated Descriptive Catalogue free, or our Sales Show Rooms exhibit the Bicycles and fully explain wherein lies the points of special merit. Address

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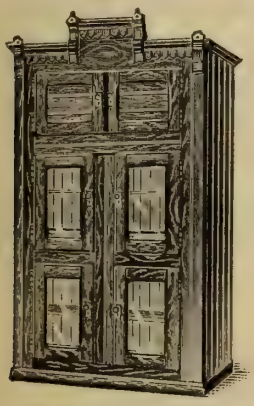
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REFRIGERATORS OF ALL KINDS.



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BROWN & CO.,

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A. B. JARDINE & CO.,

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Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

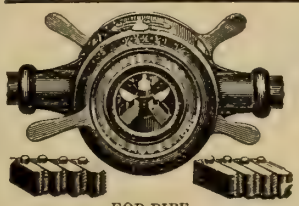
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

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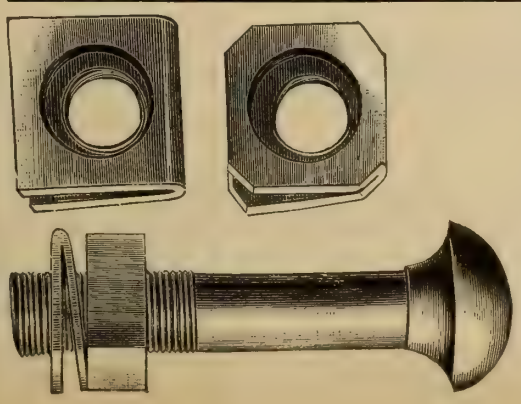
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Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

ALLEGED COPPER COMBINATION.

For some weeks now there have been current reports of a big copper combination involving millions of dollars. Beyond the rumors nothing is known, however. There are a very few people in the city who have definite information on the subject. and they won't circulate it. It is probable, indeed, that nothing definite will become publicly known until the deal, if one be brewing, is actually effected.

That a big deal is in progress there appears to be no doubt in metal circles, but members of the trade, and particularly those identified with copper interests, acknowledge that they are completely in the dark. As far as rumor is concerned, the combination seeks to reach an agreement to restrict the world's output to the demand. Further than a natural advance which successful curtailment would occasion, the question of prices is not being considered a part of the plan. In fact those interested claim that a high price would operate to defeat their ends by stimulating production. It is understood that the heaviest of the Lake producers, Montana and European interests, are parties to the movement. So secretly has it been conducted that certain quite heavy producers have not been approached upon the question of co-operation.

The talk of the combination has so far had somewhat of a stimulating influence on copper prices. The movement towards consolidation was, it is said, started by the Calumet & Hecla and Anaconda officials. It has been taken up by the other large producers, and an agreement has, it is alleged, been about perfected.

A corporation interested furnishes the following figures, which the respective companies agree to adhere to in the way of production duriug 1892. The amounts are, for Anaconda, 75,000,0000 pounds ; Calumet & Hecla, 60,000,000 ; Quincy, 12,000,000 ; Parrott, 14,000,000 ; Clark-Biglow interest, 65,000,000. The Clark-Biglow interest includes the Tamarack, Osceola, Kearsarge, Boston & Montana and Butte & Boston. Total, 226,000,000.

On the basis of last year's production, United States interests now, producing, but which are not generally included in the above calculation, follow :

	Pounds.
Arizona	39,700,000
New Mexico	1,600,000
California	3,750,000
Colorado	7,000,000
Utah	1,700,000
Eastern, Southern and other sources	4,800,000
Franklin	4,250,000
Atlantic	3,620,000
Central	1,414,000
Copper Falls	600,000
Total	67,434,000

It is believed that a portion of these producers are included in the consolidation. Be that as it may, the allotments given out are in excess of 1891 production, and it is fair to estimate the outside concerns on the same basis ; consequently upwards of 293,434,000 pounds of copper is to be produced under the combination, against an output last year of 287,120,000 pounds. This, too, with the Anaconda idle during six months of the year. With these figures in hand, it is believed to be very improbable that the market is to be controlled by restriction. Facts and figures go to prove that on this basis there will be no restriction. The organization which is to be agreed to by all the leading producers in the country before it becomes effective, intends, it is said, to keep the price at 12½ to 13c. European interests, it is said, have delayed entering into the agreement. The Allouez mine will be closed down on the 1st proximo owing to the prevailing low price of copper. The Wolverne mine, under the same management, will suspend production at the same time, but will continue to develop its property.—N. Y. Commercial Bulletin.

THE ONTARIO TACK CO.

MANUFACTURERS OF

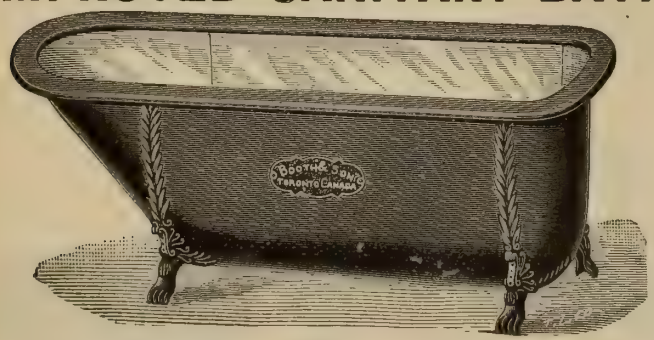
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TACKS, SHOE NAILS, ETC.

Hamilton, - Ontario.

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IMPROVED SANITARY BATH



No. 1

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Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long ; 23 in. wide ; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

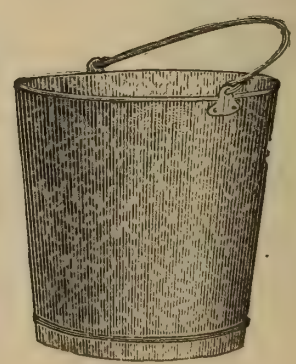
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

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Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

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SEWER PIPE

—AND—

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HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,

INTERNATIONAL EXHIBITION JAMAICA 1891

LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

Halifax Shovel Co., Ltd., Halifax, N.S.

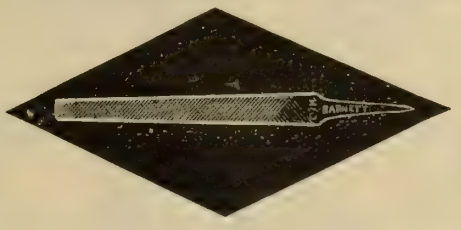
VICTORIA R. & I. AND OF JAMAICA SUPREME LADY

HALIFAX SHOVEL CO., Ltd.

Dear Sirs,—Your make of shovels, "Fenerty's Patent," that we have been using for Railway construction have given every satisfaction, never breaks and wears well.

Yours truly, HIRAM DONKIN, Resident Chief Engineer, Cape Breton Railway.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
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EVERY OTHER DESCRIPTION OF SAWFILES.

We are now prepared to name prices on the following:—

LAWN MOWERS,
GARDEN SHEARS,
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SOLICIT ENQUIRIES.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28 and 30 Front St. West, and 9 Jordan St., Toronto, Ont.

ENGLISH HOUSE: 1 Rumford Place Liverpool.

Business Changes

SALES MADE OR PENDING.

J. L. Johnson & Co., hardware merchants, Prince Albert, N. W. T., have sold out to A. Agnew & Co.

S. G. Marling, general merchant, Craven, N. W. T., has bought out G. S. Rise of Pense, and will move to the latter place.

J. L. Burgess, general merchant, of Drumbo, has sold his stock-in-trade to Charles Wilson, of that place, for $2,100, and turned over the proceeds to a Toronto wholesale house, who were large creditors. The other creditors, whose claims amount to about $3,000, are looking for their money. Burgess has also assigned his book assets, nominally worth $1,800, to a Toronto firm, whose claim of $4,000 is thus almost wholly paid.

PARTNERSHIPS FORMED AND DISSOLVED.

Douglas & Eaton, general merchants, Maitland, N.S., have dissolved.

FIRES.

Repsteim & Co. and T. W. Robinson, general merchants lost heavily by a large fire at Moosejaw, last week.

John Smith and Todds Bros., both hardware dealers, lost heavily by a fire at St. Stephen, N. B., last week. Both had insurance.

ASSIGNMENTS, DIFFICULTIES, COMPROMISES

Wm. Johnson, hardware merchant, Carmen, N. W. T., has assigned.

Wm. Carmichael, Collingwood, has assigned to E. Fair.

J. N. Lemay, general merchant, St Couie, Que., has assigned.

E. C. Ingles, general merchants Foster, Que,, has assigned.

Jas. Bruce, general merchant, Carman, Man., has compromised.

Attwell & Co., general merchants, Norman, Ont., have assigned.

J. E. Lavergne, general merchant, Ste. Louise, Que., has assigned

A. Trudeau, general merchant, Windsor Mills, Que., has compromised.

A meeting of the creditors of Geo. Doering, Wellesley, Ont., has been called.

Mrs. M. C. Collins, general storekeeper, Watford, has failed. About two years ago she and her husband removed from Blenheim and opened business in her name. She owes $3,800, and has nominal assets of $2,000.

The attention of readers of HARDWARE is called to Messrs. Jas. Baldwin & Sons "world renowned gun wads," as advertised in this issue. These wads are now sold here by all the leading dealers in gunsmiths' supplies and sporting goods in general, and have given every satisfaction. Messrs. Baldwin & Sons were the original patentees and manufacturers of wads, and therefore have considerable experience in the business. Their works in Birmingham are complete in all particulars, and their annual output of wads something enourmous. The demand for Baldwin's wads in this country has increased rapidly, which goes to show that sportsmen appreciate a good thing. Dealers in this line are requested to obtain samples and prices from the Canadian representative, Mr. W. H. Jagger, 24 Front street west, Toronto.

NICKEL AND NICKEL-STEEL.

Nickel has of late come into considerable prominence, not so much through its own intrinsic qualities as through the alloy it is capable of forming with the important material, steel. Nickel-steel has for some little time past occupied the close attention of our most eminent metallurgists; and while already occupying a recognized position in science, both scientifically and commercially, bids fair to develop into considerable importance, and to provide all those engaged in constructional work of every class with a material of very superior strength, with elasticity and durability. In view of the importance attaching to nickel-steel, we now propose laying before our readers some brief account of nickel itself; and then to conclude our remarks with some notice of the alloy formed with steel.

So far back as 1751, nickel was discovered by Cronsted, who, afterward finding it largely in "Kupfer-nickel," gave it the name it now bears. Kupfer-nickel, or "Goblin Copper," being a term of contempt applied by miners to a certain class of copper ore which is "tricky"—namely, promising, but not yielding copper. It is an interesting fact in connection with nickel that it is contained in the sun's atmosphere and is found in all meteoric iron.

Nickel ores are in general complex mixtures, being associated with one or more foreign metallic ores. Rich oxidized nickel ore was discovered in New Caledonia in 1875, and has since been imported into Europe in yearly increasing quantities. These deposits are free from arsenic, and find their way principally to France.

Nickel is found in Canada around Lake Huron, and the Sudbury deposits, covering only 13,000 acres, and estimated to contain 350,000,000 tons of the ore; while Dr. Bell, the assistant director of the Geological Survey of Canada, speaking of the Huronian belt, which stretches for more than 600 miles east and west, gives it as his opinion that the search for nickel throughout that promising region is only in its infancy.

Turning now to the properties of nickel we find it attracted by the magnet, and possessing specific gravities of 8.3 and 8.7 for ingot and forged metal respectively. Nickel can be welded at a red heat like wrought iron, and does not tarnish even on long exposure to air; water has no action upon it; and even such fumes as those of sulphuretted hydrogen fail to blacken it.

A well-known alloy of nickel—German silver—is composed of three parts of copper to one part of zinc and one of nickel; while in the United States, in Belgium, and in Germany, an alloy of one part of nickel to three parts of copper is used for minor coins.

Passing now to consider the alloy made by nickel with steel, one of the first important properties obtained is that of non-corrodibility. It is well known that steel is more liable to rust than iron, such fact forming a drawback to its substitution for that metal; and the immunity from corrosion enjoyed by steels rich in nickel is a point of considerable interest; while even steel poor in nickel is found more proof against rust than that in whose composition nickel does not enter.

The superior strength obtainable form nickel steel will readily suggest the advantages derivable from its employment; smaller scantlings and thinner plates can be employed; and saving in weight will add gracefulness and lightness to the structure under fabrication. Assuming the strength of iron at about twenty tons per square inch, and that of the ordinary mild steel of commerce at about thirty tons per square inch, there seems every indication that nickel steel can be produced reliable and satisfactory in every respect with a strength of forty tons per square inch, or with additional strength as compared with mild steel and iron in the ratios of four to three and two to one.

Already in the manufacture of armor plates nickel-steel has made it mark, and sufficient has been said to demonstrate its superior qualification for every class of work the engineer, be he civil or mechanical, or the architect may be called upon to design.

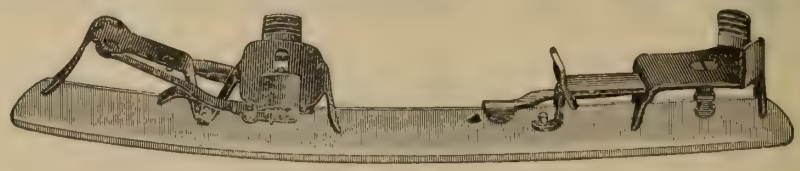
Into the question of cost it is foreign to our purpose to enter; but all experience has shown a gradual cheapening in price of production as a material becomes in demand; this and the discovery of new sources of nickel cannot fail to have a beneficial effect on this new alloy, which seems destined at no distant date to play an important part in the metallurgical world.—Chamber's Journal.

Fire in the big warehouse of W. H. Thorne & Co., hardware dealers, St. John, N.B., was discovered on Monday last. Considerable damage was done before it was extinguished. Loss fully covered by insurance.

Letters patent have been issued incorporating Frederick Stobart, A. M. Hauton, D. E. Sprague, W. T. Kirby, and H. Archibald as the Northwest Wire Company (Ltd.), with a total capital stock of fifty thousand dollars and headquarters at Winnipeg.

Here it is again---FORBES' NEW PATENT,

ACHIEVED! ACHIEVED! ACHIEVED!!



Write for Price Lists, Discounts, Circulars.

The Forbes Manufacturing Co., Halifax, N. S.

OFFICES: 100-102 Reade St., New York, U.S.A.

CAPACITY OF WORKS: 1,200 doz. per day.

K&F KEARNEY & FOOT CO

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.



Illustrated Catalogue Price Lists mailed on application.

WORKS Paterson, New Jersey, U.S.A.

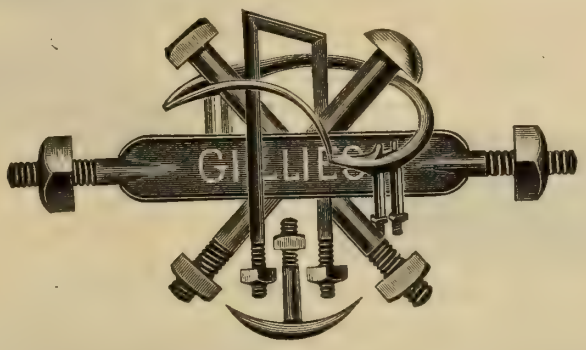
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PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING SANDSTONES, CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

Wm. McNally & Co
Offices, 50 & 52 McGill Street,
Yards:
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MONTREAL.

BOLTS, FORGINGS. GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

THE JAMES SMART M'F'G CO LIMITED
BROCKVILLE, ONT.

"Empire" Fly Screens

With Patent Fly Escape.



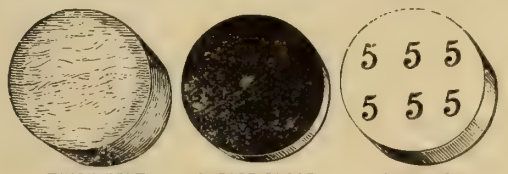
ADJUSTABLE.

The only screen that will effectually free a room from flies.
Three sizes for Windows; Hardwood, Oil Finish, Extra Strong.
Three sizes for doors; Seasoned Pine, Stained or Oiled.
All window screens can be extended in width Six inches.
Descriptive circulars and lowest trade prices furnished on application. Order early to avoid disappointment.

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The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

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ORIGINAL MANUFACTURERS,
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Price Lists and Samples to the Trade Only.

STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

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PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

SPOONS, FORKS ETC STAMPED

1847 ROGERS BROS. A1

ARE GENUINE "ROGERS" GOODS



The Toronto Silver Plate Co.,

Manufacturers of

Sterling Silver and Electro Silver Plate.

All Goods having their Name and Trade Marks are Guaranteed.

FACTORIES AND SALESROOM : TORONTO, CANADA.

E. G. GOODERHAM, Manager. J. C. COPP, Sec.-Treas.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

Bradley M.L.S.	Per box
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

essemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6¾c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6¾ 7
26 "	7¼ 7½
28 "	7¾ 8

Iron and Steel.

	Base	Price.
Common Iron, per 100 lb	$2 10	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c.
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina ½ bright	2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 "	5½, 5¾

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6½
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass. single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S. "	0 14 0 14¼
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ¼ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Brazers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 21
" 50 lb and above per lb	0 18 0 20

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05¾ 0 06
Domestic "	0 05¼ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Crown	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0
Other makes "	0 13½ 0

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5¾
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides " "	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, Berger's ex. deep, per lb	0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 [illegible]
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56 0 58
Boiled "	0 59 0 61

Turpentine (in bbls)

Selected Packages, per gal	0 57 0 59

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 12
Cabinet makers	0 17	0 18
White	0 16	0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 10 p.c.

Wads.

Eley's, per 1,000 ..... $0 25 $1 60

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.... 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled ...	3 60	7 30
Saddlers', " ...	0 45	1 60

Awl Hafts.

Patent Peg, per gross ... } 7 25 8 00
" Sewing, " ... }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... .. 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 pe cent.

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex ..... per doz.	1 25	1 75
Mascot ..... "	1 35	1 85
Erminie ..... "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb..... ..	0 11	0 15

Bolts.

Carriage, dis, 70 and 10 to 75 per cent. dis.
Fire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 25

Butts—*Brass.*

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz.....	1 00	1 50
Bullards "	6 50	....

Carpet Sweepers.

Bissell, per doz.....	....	22 50
World "	....	21 75
Daisy, "	....	24 00
Star, "	....	18 00
Crown Jewel, per doz ...	....	29 00
Grand Rapids, " 30 00		33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	....	2 70
Thorold " ..	....	1 10
Queenston "	....	1 10
Napanee "	....	1 10

Chalk.

Carpenters' Colored, per gross	0 90	1 10
White, lump, per lb.....	0 01½	0 01½
Red	0 05	0 06
Crayon, per gross.....	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c. to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0.....	....	1 35
" No. 2.....	....	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	....	2 0
Coil, per doz.....	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz.	0 30	0 60
Wine, per doz.....	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz		1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per	Star. Per	Double Diamond Per	Double Diamond Per
United inches.	50 ft	100 ft.	50 ft.	100 ft.
16 to 25	1.45	2.70	2.00	
26 to 40	..55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass.

Pilkington's ordinary.

1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30	0 90
Enamelled "	0 55	1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz.....	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross.....	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c.		

Per doz. pairs

Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross ..	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware. Orders promptly filled. Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 50 and 5 to 60 per cent

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut, American basis, per keg base, price 2 30
Brads & Moulding Nails, 75 per cent. from new list.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15 16
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 per cent.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 per cent.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3⅔

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to 50 p.c.
Iron " " 40 to 45 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10½ 10¾	12½ 13
¼, 5-16, ⅜ in.....	11 11½	13 13½
3-16 in.....	11½ 11¾	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90
" N P. " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 2¼ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston s, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ½ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4⅔
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz ..... 1 [illegible] 2 5[illegible]

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent.
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 14
" Red cap..... ..... 0 12
" Crown..... ..... 0 11
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Tinned Wire for Broom and Mattress Makers' use, 7½ per cent. dis. from List.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart 4¾ 5
" 4 " 4 & 6 " " 4½ 5
" Plain twist, 2&3 wires 4¾ 5
" Steel thorn and ribbon..... 5 5½
"Lock Barb," 4 point 0 04¾
Ditto Glidden 2 point 0 04¾
Galvanized Barb, "Lyman," 2 to 4 points..... .... 0 04¾
Steel staples 0 04½ 0 04¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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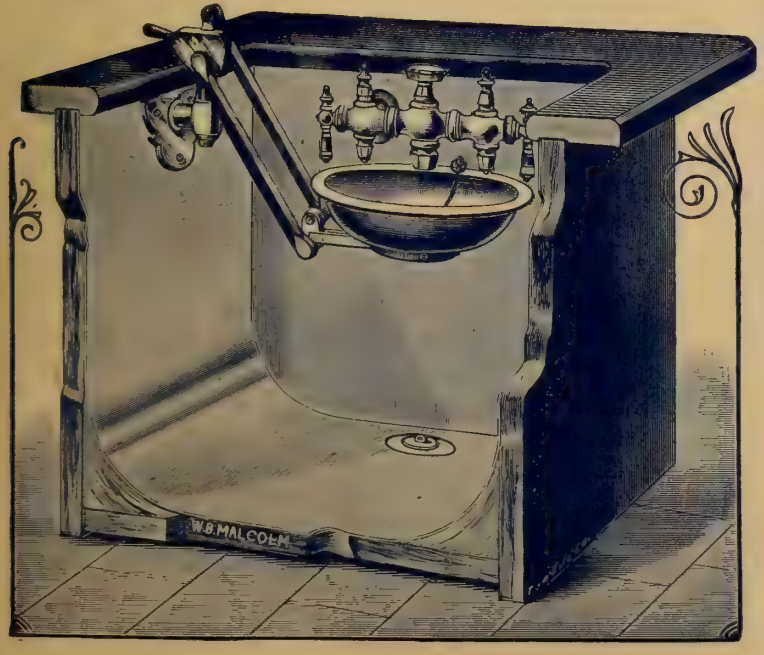
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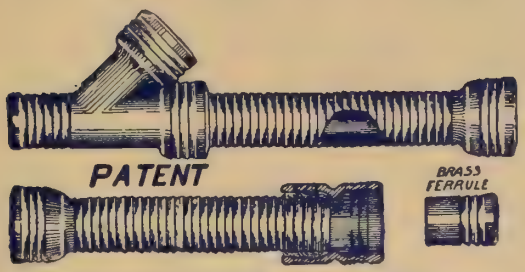
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APRIL. 2, '92

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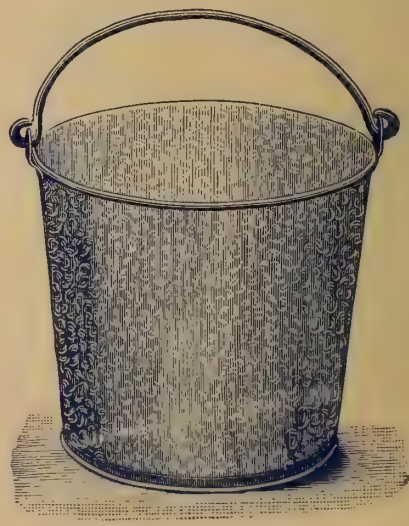
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They are stronger in shape, consequently more durable.
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PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, APRIL 2, 1892 No. 14

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St. A. J. Ritchie, Manager.

NEW YORK OFFICE: Room 105, Times Building, Roy V. Somerville, Manager.

THIS WEEK'S MOTTO:

"Diligence is the mother of good fortune."

HARDWARE noted a few weeks ago a movement towards a basis of uniform terms and prices among the wholesale dealers in linseed oil and spirits of turpentine. The idea was approvingly entertained as soon as it was broached, and is now partially realized in an eastern and a western association of linseed oil jobbers, which were started on Monday last under the auspices of virtually the whole trade. The arrangement relates only to linseed oil. It was judged preferable to get the trade at one with respect to that commodity in ample time for the season's business, rather than retard the negotiations for the securing of that object by prolonged efforts to put the turpentine arrangement through. The latter was therefore, for the time being, abandoned.

* * *

There is an arrangement between the eastern, or Montreal association, and the western association, whereby the territory over which the rules of each prevail is defined. Beyond that territory the jobbers of one association are to be bound by the rules of the other. Montreal jobbers fix the terms, prices and general conditions as far west as Whitby on the Grand Trunk and as far west as Peterborough on the Canadian Pacific Railway. Members of the western association who sell to the east of either of these points sell subject to the Montreal arrangement, while Montreal jobbers who sell west of those points sell subject to the arrangement among western jobbers. There is reciprocity therefore between the two centres, Toronto and Montreal. That is a necessary and important outcome of the movement to get at a uniform basis, as the collision of quotations between the two cities has been one cause of the cutting that has done so much mischief in the trade.

* * *

These are the cardinal points in the constitution of the western association: The terms are thirty days net; there is to be no dating ahead; shipments are to be prompt; adulteration is to be guarded against; the prices are to be as follows: For raw—58c. in lots of 1 to 3 barrels, 57½c. for lots of 4 to 9 barrels, 56½c. in lots of 10 barrels and over; for boiled—61c. for lots of 1 to 3 barrels, 60½c. for lots of 4 to 9 barrels, 59½c. for lots of 10 barrels and over; these prices apply to Toronto, Hamilton, London and Guelph; outside of these towns the price is 2c. higher. The freight from point of shipment to delivery station is deducted from purchasers invoice, so that all oil is virtually sold delivered. The two cents per gallon is intended to cover the extra freight.

* * *

The arrangement is so far moderate in its scope and objects. No extortionate profit is sought. Present quotations bear that out. The sliding scale arrangement is a good feature and does not appear to discriminate unduly against the men of small capital. The advantage in favor of the large buyer is not more than an equivalent for the interest he should get on the money he has invested. It would never do for the retailer who buys 10 barrels to sell at 1½c. less than the competitor who buys but 3 barrels, unless he is assured that difference will move 10 barrels out of stock while the competitor is selling 3 barrels at the higher price. The matter of prompt shipments is very important. Dating ahead, too, has become an obsolete custom with nearly all other descriptions of trade, and it is well that the linseed oil men should throw it off. That practice had to be put under the ban of the association if there was to be any serious attempt made to equalize prices, as big concessions on prices could be made by future dates. The thirty days net feature must please every real friend of restricted credit. As an influence in favor of pure oil the association ought to serve a useful purpose, if it does as good work as the White Lead Association. The objects of the association are to prevent adulterated goods being sold, and to put an end to cutting. It will take up the matter of analyzing. An excessive profit would be difficult to realize in the face of a generally low plane of prices in the outside markets, and the possibility of laying down oil here from England and the United States at values that compare favorably and sometimes advantageously with our own. The White Lead Association is certainly a salutary market agency; yet if its reasons for continuing to exist were its influence upon prices, it would probably have dissolved long ago. Its members stick together to uphold the purity of white lead, for they cannot uphold prices. The advance made by the linseed oil jobbers' association is inconsiderable, and is said to yield a profit of not more than 8 per cent.

* * *

Opinion among Canadian boilers of linseed oil has for a long time pointed to one direction which efforts in behalf of purity should take, and that is for the securing of a higher duty on what is known among the trade as "bung boiled" oil. A considerable quantity of oil of this class is imported annually, comes through as boiled and sells as boiled. The only way in which it differs from raw oil is in containing an adulterant. A few gallons are taken out of the barrel of raw oil and in its place are poured an equivalent quantity of an oil drier, and the transformation from raw into boiled is then said to be completed. The manufacturers of this oil thus get the boiler's advance by the introduction of an adulterant which costs about one-third of the value of the oil it displaces. Consumers should be protected as well as domestic boilers, and the interests of both require that a discrimination in the duty should be made against the adulterant.

NATIONAL INSOLVENCY LEGISLATION.

Commercial opinion is making a strong rally in behalf of a national Insolvency Act. The need for such a measure has been a crying one ever since the repeal of the Act of 1875, and the cause gathers momentum every year. Failures multiply, and sinister influences play an increasingly large part in the occurrence of them. The fraudulent debtor is not nearly so retiring and covert in his operations as he was a few years ago. He knows that the key of the position is in his hands, and the creditors will always parley, if there is a chance of thereby getting any money, rather than risk that chance by bringing the rogue to justice. They do not often enough insist on unconditional surrender. The surrender is on their part in fact, while the terms are dictated in such cases by the man who fails in order to make money. The failure and reinstatement of such a man usually works far-reaching mischief. It causes a disturbance of local trade conditions that may shake the solvency of half-a-dozen deserving merchants. The impact upon the commercial atmosphere causes upsetting waves often a long distance away. It is said that four per cent. of all the failures last year were due to fraud. That proportion might suffice to bring about twenty per cent. of the failures that are assigned to other causes. One town is in memory just now, wherein a few years ago a very large dry goods and grocery store ran a meteoric career. It went the pace that kills, but its failure was no financial suicide, though that failure and the preceding ruinous competition that had been kept up by the house, brought real enough death to many stores in that town, and to several stores in smaller places in the district tributary to the market of that town. The number of fraudulent failures is very small, compared with the number of failures necessitated by fraud.

There is sad need of a Dominion Insolvent Act that will not be rendered nugatory by lax discharge provisions. That is not the only thing that is wanted, though. An application of an insolvent Act to any particular case is one end of a process. The other end is hardly less important; it is the credit system. If that were corrected, it would be possible to get along tolerably well with the present imperfect provincial insolvent laws. But the two ends of the process match each other fairly well. Credit is freely dispensed, failures are numerous and costly. An attendant evil, which has a big share in the production of failures, is the constant strain on capital that doing business without a profit keeps up. Prices are sacrificed as if profits were of no account, and the thrill of savage joy that a trader feels when he makes a sale at a lower price than a competitor asked, seems to compensate him for the pecuniary sacrifice. Price-cutting though is more in the relation of an effect than of a cause to the frequency of assignments. If settlements can be easily secured there is less need to be careful about profits. But credit-giving needs to be restricted on all hands, not only in the matter of time, but also in that of amount and of financial basis. To make a stringent Insolvent Act without arriving at some resolution for the regulation and restraint of credit-giving, would be like stopping every avenue of exit and keeping up a race of which the only object would be to get out. The present insolvent legislation suits the general conditions of credit: both are lax. Let the credit system be fitted to the plan of insolvent legislation that the boards of trade are engaged in drafting.

Reform, like charity, begins at home. If a patient is determined to take every chance of exposure to catch a certain disease, his application to a physician for a specific for that disease cannot be regarded as serious evidence of a desire for health. Medicine would be as likely to kill as cure, where equal chances are freely given for the progress of the ailment. In the same way, a strict insolvent Act would not be in keeping with a lax credit system and over-worked competition. An insolvent Act would no doubt check the excesses of credit and competition, but it is not a radical means of checking them. The merchants of the country need to adopt some conservative ideas before trade is prepared for drastic insolvency legislation.

A national insolvency Act is called for and it is hoped a satisfactory one may be passed during the present session of Parliament. Even if all the provincial insolvency laws were good, they ought to be superseded by a federal Act, for the difference in these laws is a grave drawback. An Ontario merchant is apt to be ignorant of the course he should take to retain his claim on goods sold to a customer in Nova Scotia. This diversity should be removed. Insolvency matters should be regulated by federal law, as trade matters, postage matters, and many other interests that are inter-provincial in their relation.

FOR A DOMINION INSOLVENT ACT.

President Baird presided over a general meeting of the Toronto Board of Trade on the 24th inst., convened for the purpose of discussing "whether an insolvency bill is advisable in the interests of the trade and commerce of the country." There were present: Messrs. George Bertram, E. Gurney, H. Blain, H. N. Baird, E. J. Clark, P. Burns, John Drynan, Warring Kennedy, Paul Campbell, W. J. Gale W. W. Copp, John Scott, J. W. Crowther, W. Wilson, C. Warren, W. Christie, C. B. Watts, A. Cavanagh, G M. Rose, S. Caldecott, C. Cockshutt, J. Macdonald, W. J. Gage, R. Jenkins, George Ridout, T. O. Anderson, S. R. Briggs, A. Darling, C. Pearson, J. C. Copp, J. Donogh, James Cooper, J. W. Long, A. R. Hargraft, J. S. McMaster, H. C. Dixon, W. H. Knowlton, John Brown, T. H. Cleghorn, E. Buchan, R. Kilgour, A. W. Smith, C. Pipon, P. Howland, P. Hughes, John Muldrew, T. G. Williamson, F. J. Stewart, H. P. Eckardt, P. Jamieson, J. Lugsdin, J. T. Mathews, J Lamb, F. B. Polson, Joseph Kilgour, S. B. Brush, Robert McClain, R. W. Elliot, H. D. Warren, D. Miller, George McMurrich, R. W. Spence, W. W. Taylor, D. B. Harman.

Mr. S. Caldecott, in order to test the feeling of the meeting on the matter, moved this resolution:

That in the opinion of this board it is desirable that there should be an insolvency Act with a discharge clause properly guarded, applicable to the whole Dominion, for the equitable distribution of the assets of bankrupt estates, and that the council be and are hereby instructed to cause such an Act to be prepared, and to join the other boards of trade in pressing upon the Government the necessity which exists for having the same passed at the present session of Parliament.

Mr. Caldecott, speaking in support of his motion, said that there were 1,100,000 traders in the United States and Canada and among these there were 14,240 failures last year. Each of the provinces had different laws concerning business embarrassments, and, in consequence, it is difficult for an Ontario merchant to find out how to collect his money from an embarrassed creditor. He cited the case of a Halifax man who made a preferential assignment and thus defrauded a Toronto house out of its portion. Even worse things take place in Ontario, as a man may give a chattel mortgage on his property to an abettor and thus prevent creditors getting justice. The present state of things has fostered the growth of dishonesty in business. In 1882 the number of failures was 755 and in 1891 it had risen to 1,846. In 1890 fraud was responsible for only one and one-eighth per cent. of the failures, but in 1891 the percentage had risen to four. A discharge clause should be inserted in the bill, as a man should be given his freedom if his estate is taken away from him.

Mr. Hugh Blain seconded the motion, and said the business irritation between the provinces should be removed by the passing of a suitable insolvency law.

Mr. George Bertram said a measure guaranteeing the equal distribution of an involved man's assets was needed. He was opposed to the discharge clause, unless it was properly hedged in. He thought the wholesale men were responsible for a great deal of the retailers' troubles, as credit was given too easily.

Mr. Paul Campbell differed with Mr. E. Gurney on the question of the law of 1875 being "an abomination." Speaking of Mr. Hugh Blain's strictures on the credit system of the dry goods trade, he stated that the grocery men made a practice of refusing extensions to country dealers, and at the same time they advise them to seek renewals from the dry goods men. An insolvency law would benefit the honest trader.

Other members spoke upon the question and the motion was put and carried.

The council of the Toronto Board of Trade met on Saturday. They referred the insolvency resolution passed at the general meeting to the Legislative Committee, with instructions to act in conjunction with other boards of trade in pressing upon the Government the necessity of an insolvency bill.



RESTRICTED CREDIT.

FENELON FALLS, March 22, 1892.

Editor HARDWARE :

SIR,—Were the question to be decided by a vote I would give a plumper to-morrow that the wholesale hardware houses make their terms cash, thirty days. It would be the best means of wiping out in a very short time the scrub fraternity, who by cheek and impudence gather in a stock through the unlimited credit given at present; who annihilate prices, and so demoralize trade, which men who value a clean record far above dollars and cents have to worry and fight against. As an example of this I will give you an instance now under my observation : It is not two years yet since a man came and opened out, not a thousand miles from the town of Lindsay. Travellers from the east, travellers from the west flocked to him and piled up his store full of goods, and to create trade he sold goods for less than actual cost. The result was that before half his paper matured he failed for the nice little sum of six thousand dollars. When, at the creditors' meeting, he was asked to give a statement of the causes which had brought him there, he had the gall to maintain that for three thousand dollars he could give no earthly record. I have all the sympathy in the world for a man who, through sickness or a chain of unavoidable circumstances, comes to grief. Four of us came to the conclusion that we would buy the stock. I myself was the one who offered 5c. more on the dollar than the said insolvent offered, but our offer was refused. He was propped up again, permitted to continue on his old tracks, and the final wind-up has come. His goods were being auctioned off last Saturday. Hardware men and their clerks had to stand behind their counters and see their own customers carrying home goods by the armful at about one-half the prices the stock cost.

Another reason for shortening credit is that retail men would buy for immediate wants only and not carry so unnecessarily large stocks, and it would be the greatest and best obstacle against giving so much ruinous credit to the public at large as is given now.

The Patrons around here are yet in their infancy, and I cannot form much of an opinion, but if it will kill off the never-pay and deadbeats I say, "let her come, Gallagher," but at no 10 and 12½ per cent. racket.

Yours respectfully,

VICTORIA.

INGERSOLL, March 26, 1892.

Editor HARDWARE.

DEAR SIR,—We would heartily endorse a movement in the direction of reducing the wholesaler's credit to, say, thirty days. Should that be done, retailers would be obliged to purchase in proportion to their capital, and not (as is at present the case) to purchase double, (or even more) the amount of their capital, looking forward to making sufficient sales during the four or six months before payment is due, to meet their obligations. Having to pay cash in thirty days would be a strong incentive to keeping goods on the shelf, rather than sell on what would likely be long credit. This would tend very much to reduce the number of failures in the country. We do not doubt that such a move would greatly reduce the amount of goods sold by some of the wholesale houses, as it would curtail the purchasing power of a great many of those little cash-and-a-great-deal-of-paper, men, who are the great detriment to the trade in the way of cutting prices, but that would be more than made up by the solidity of the trade done.

Yours truly,

ROBERTSON MCKAY.

EXETER, ONT., March 26th, 1892.

EDITOR HARDWARE:

DEAR SIR,—As to doing a cash business, I am much pleased with the system that Messrs. Cobbledick & Folland of this town are adopting. The blacksmiths, wagon makers and the trade generally are taking to it. That system allows a credit limit of three months and gives 5 per cent. off for cash in 30 days on all such goods as nails, coal, barb wire. Cement, plaster, seeds, and any goods specially ordered are quoted at cash figures. The wholesale trade are recommended to avoid selling in quantities beyond the regular trade and this way the cutting of prices will be checked. The paint and varnish trade also is being pushed among our consumers by certain wholesalers or so-called wholesale houses; thereby the retailer's small margin is reduced to worse than Patron prices. Coal and other dealers are selling the same direct to blacksmiths, to be divided up, which should pass through the hardware and carriage hardware men's hands, tops and all lines of trimmings being sold at little or no profit. I would like to publish the names of a few of them, so that retailers may buy from some other houses. Plate glass is a thing that holders of stocks pass by the hardware men with and sell direct. Will take it up again.

Yours truly,

W. H. MONCUT.

MONTREAL, March 24, 1892.

EDITOR HARDWARE.

DEAR SIR,—Every business man ought to know how to transact his own affairs, still I venture to say that the only way to do business thoroughly and satisfactorily is to do it for cash only. All other modes are unhealthy. The retailing should be done only by selling goods for straight cash over the counter, and every retailer ought to refuse credit even on short terms. This would do away with losing money in book debts. Exceptions may be made by selling goods to established firms, which ought, however, to settle in the beginning of each month for goods bought during the month passed. The exception applies to selling goods to manufacturers, etc., and comes under the heading of "Jobbing Goods."

Combinations for the purpose of establishing a cash trade are a mistake and objectionable, as well as all other kinds of combinations. Every individual retailer should go according to his own judgment, and if that does not show him the advantage of cash trade, belonging to a combination does not keep him from breaking it.

Wholesale firms should sell their goods for cash only, which would mean in this case settling for goods at once after checking them. Parties buying from wholesale houses more than once or twice a month, should be made to settle for the transactions of the month at the beginning of the following. This is the only correct way of doing business. All changes or exceptions to it are dangerous and involve a certain amount of risk.

Long credits or cash discounts are not business-like for honest merchants, and are sure to bring about failures. The firm which does not take advantage of the 5 per cent. cash discount is working constantly uphill, and if it succeeds in business it is certainly a matter of luck. While long credits are utterly out of the question, the cash discount system is an improvement, although it is not what it should be. It is the duty of all merchants to make use of all the cash discounts they can get, in order to be under no disadvantage against their neighbors. Business houses which do a cash trade can well afford to undersell their neighbors, and will eventually take first rank in retail as well as in wholesale business.

D. RETLAW.

WHERE THE JOKE COMES IN.

Collector.—"Mr. Rankin says he can't be bothered to send me to see you every week about that little bill." Customer.—"My compliments to Mr. Rankin, and tell him every other week will do just as well."

Bank Teller—"This check, madam, isn't filled in." Madam—"Isn't what?" Bank Teller—"It has your husband's name signed to it, but it does not state how much money you want." Madam—"Oh, is that all?" Well, I'll take all there is."—Harper's Bazar.

Some of the local wholesale trade are doing good work in defeating the aims of the Patrons of Industry by discouraging their customers from taking up the scheme. A case in point : a merchant in a large inland manufacturing town had almost concluded a deal with the agent and committee of the Patrons. When on a visit to the city he casually mentioned the matter to one of the wholesale merchants. The merchant in question explained the unbusiness like principle involved in such a scheme. The retailer at once admitted that his wholesale friend was right, and decided to reconsider the matter. He has lately advised the house that reconsideration was for his benefit, for he dropped them and concluded to do business on business principles.

OUR LONDON LETTER.

LONDON, March 19, 1892.

CONDITION OF OUR METAL TRADES.

Business in the above-mentioned trades continues to decline. Our exports of iron and steel last month were only 184,310 tons as against 218,581 tons in February, 1891, shipments even in the latter month being very moderate, or 60,000 tons less than in February, 1889. This steady decline has been going on for months past, and only too clearly reveals the general drift of trade. The falling off is largely composed of railway materials, namely, 18,400 tons against 55,752 tons. Argentina, India, Australasia, and South Africa are taking much less in this way than formerly. There is a very poor demand for iron and steel; the volume of trade is steadily diminishing and few works are going full time. Prices are very unremunerative, due to the high price of coal. There are few orders in hand for implements from agriculturalists in consequence of the very inclement weather, ploughing operations having been postponed from this cause. The Eston Steel Works have been stopped for some days owing to want of fuel. The Wolverhampton manufactured iron trade is in a very bad condition. Keen competition in finished iron, low prices, high coal rates and dear pig iron, are all making the producers of bar and sheet feel very anxious, even those most firmly established. In fact, one of the best firms (E. T. Wright & Sons), engaged principally in the manufacture of best bars and sheets has been compelled to call a private meeting of creditors. I hear that some makers of black sheet are thinking about instituting an organized restriction of production, although such a combination in this branch of the trade is very difficult to secure. Cases are known where iron masters have had to obtain a reduction in the assessment on their furnaces and mines to enable them to keep them going; in one instance the assessment on iron ore was reduced from 9d. per ton to 4½d. The dispute in the Tyne engineering trade is still unsettled. One of the largest employers of labor on the Tyne mentioned the other day, that he expects the owners will shortly have to close every shipyard and engineering shop on the Tyne and Wear. It is not impossible—in view of the unremunerative state of trade—that these employers may ask the National Iron Trades Association to join them in a general lock-out of their men. News has just reached me that the coal miners who came out to "play" a week ago, in order to reduce stocks and thereby keep up prices and their own wages, these miners have decided to return to work on Monday next. The result is not altogether satisfactory, because it does not clear up the matter in dispute—viz., whether a reduction should be made in wages in the future. It is only a temporary expedient, as a cessation of work for only a week will not make a lasting impression on the coal trade in the matter of prices. The only benefit the recent crisis has been to the trade is that it has shown that the existing arrangements between the miner, coalowner and landlord of the ground where the mine is, are altogether unsatisfactory. According to a telegram just published here, the ironmasters of America will probably be restricting the output of pig iron by damping down fourteen furnaces, causing a reduction of 10,900 tons per week. Exports of hardware and cutlery to British North America were £6,500 last month, or £3,000 less than in Feb., 1891. We are £2,000 behind in exports to United States, and £11,000 comparing Feb. '89 with Feb. '92. Implements were shipped to the total extent of £98,500, a normal figure. Exports of pig iron to the States have risen from £6,500 to £19,500; 1,541 tons against 3,624 tons. Australia is a failing market for galvanized sheets, as we are only doing half the trade done last year. The activity in the foreign trade for machinery was due to the French tariff, exporters hurrying the goods forward to avoid the new duties, although we have the most favored nation rights with France for a few months to come.

BUILDING EXHIBITION IN LONDON.

The tenth annual Building Exhibition was opened at the Agricultural Hall two days ago, but it was then little better than a collection of packing cases, very few of the exhibits being ready to time. I shall send you a description of this exhibition later on, when there is something better to write upon than crates, etc. It contains, as exhibits, samples of all kinds of materials used in the construction of buildings of all sizes, including temporary structures of corrugated iron, etc.; new designs of fittings and fastenings, weather-proof roofings, ornamental iron work, glass, and so forth. There are 153 exhibitors in the manufacturing section and 182 in the art department. Medals and prizes are offered for the best work done by students in wood carving, wrought iron, and repousse work.

TRADE FEDERATION BETWEEN ENGLAND AND CANADA.

I see that gentlemen from your Chamber of Commerce, or equivalent institution, are coming to England to take part in official consultations at Whitehall. I cannot speak as to the sentiments of Canadian manufacturers on the subject of reciprocity with England, but I can tell your readers frankly that until your manufacturers are prepared to admit English goods into Canada on a preferential basis, all the talk about federation is simply waste of time, that fact is acknowledged all the world over and is as well recognized at Ottawa, Melbourne, N. S. Wales, and Washington as it is in Downing street, and the English House of Commons. The President of the Board of Trade (Sir. M. H. Beach) said only the other night that it was useless for the Colonies to ask for a preference for Colonial goods when they would not treat us on the same terms as their own manufacturers. We would trade with our colonies in the same way as they would trade with us. Any negotiations on the subject must be based upon these lines. The recent conference at Washington was so very informal that no one cares to say much about it; but shrewd people here know that the United States will not give Canada commercial advantages unless the Dominion joins the Union politically as well as commercially. There is a good deal of dust raised about this matter by interested people, but those behind the scenes smile at the attempted deception. Mr. Jennings put a question to the Under Secretary for Foreign Affairs in the House a month ago on this matter, but the answer was so guarded as to convey little, if any, information. No minister who valued his seat or his post would dare to juggle with the House on the annexation of Canada by the United States. The thing is not to be settled by any amount of talk at Washington or at Ottawa. The Governor-General, in his speech from the throne on the 24th of February, referred to the conference as an informal discussion for the extension of trade between Canada and the United States "and other international matters requiring adjustment." The speech was so delightfully diplomatic that it gave no information on this particular subject, although other statements were definite enough. "Valuable and friendly interchanges of views on important matters" do not of themselves alter tariff, create markets, or bring about prosperity.

A GERMAN IMPROVEMENT IN SCISSORS.

I see that Messrs. Barton, of Lime St. London E. C., are introducing a German improvement which increases the cutting power of scissors and shears, and reduces labor. The improvement consists of a small blade attached to one of the ordinary blades of the scissors, by means of which a powerful leverage is obtained, while one of the shanks remains stationary, the other worked by the lever, is drawn past the former, thus producing a cutting motion like a knife.

A deputation waited upon the First Minister the other morning and proposed: That in order to give still further encouragement to the export trade, on all articles manufactured in Canada and exported to other countries the manufacturer be granted a rebate of the amount of the duty which he has paid upon the material that entered into the construction of the article exported. Hon. Mr. Abbott promised full consideration of the proposal. The deputation consisted of Mr. Chilian Jones, of Gananoque; Mr. J. S. Larke, of Oshawa; Mr. Wellington Boulter, of Picton,, and Mr. J. Matthews, of Lockport, and they were accompanied by Messrs, Wood (Brockville) Taylor, Sproule, Smith and McKay, M. P.'s.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

AGENTS IN CANADA FOR

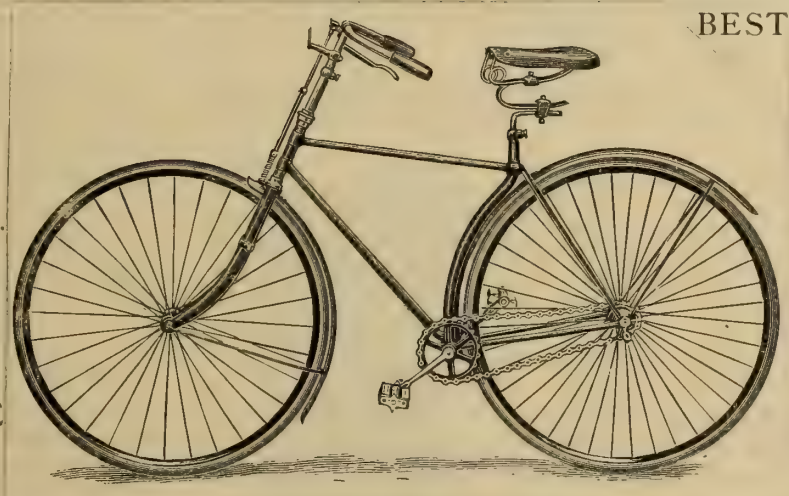
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"OVERSTONE" CYCLES.

BEST MATERIAL.

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No. 1 DIAMOND FRAME.

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BOTH CRANKS DETACHABLE.

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Pneumatic, Cushion, or Solid Tyres.

First-Class Machines at Reasonable Prices.

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GET OUR IMPORT PRICES.

NEW GOODS.

THE EVER-READY BOTTLE ATTACHMENT.

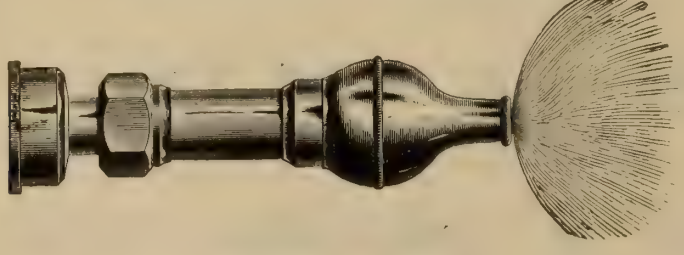
The Canadian patent for the Ever-Ready Bottle Attachment was granted on the 4th March, 1892, under the No. 38405. The object of the invention is to provide an attachment to a bottle which may be readily adjusted to receive and hold varnish or other liquid when required for use, and it consists of a small pan made of such a shape as to fit over the side of the bottle, and so connected to said bottle that it may readily be adjusted in a horizontal position for holding the liquid. All housekeepers who use varnish or prepared paints for touching up articles of furniture, are aware that in order to use the varnish or liquid, it is necessary



to pour it out of the bottle into a saucer or similar vessel. They are also aware that it frequently occurs that the careless servant often takes an expensive saucer for holding the liquid, and that the said saucer is often broken or so badly soiled that it is practically useless for ordinary purposes. By the adoption of the Ever-Ready Bottle Attachment a receptacle will always be at hand ready for use, and when not required may be closed up, and will take up no more room than any ordinary bottle. The Resplendent Manufacturing Company, Paris, Ont., are the manufacturers, and are ready to fill orders for the season's business.

THE PEERLESS GARDEN HOSE NOZZLE.

This useful and handy article is manufactured by the H. A. Williams Manufacturing Co., Nos. 332 and 336 Congress Street, Boston, and No. 55 Fulton Street, New York. It has a solid packing of felt, which the makers claim will bear a pressure of 100 pounds without leaking. This is claimed to be an improvement upon plug cocks, cams, or valves of rubber or leather. A coarse or fine spray can be thrown as desired, or the water can be shut off entirely by turning the outside of the nozzle around to the centre. The price list given is as follows :



PEERLESS HOSE NOZZLE.

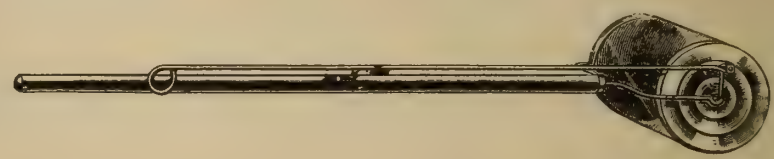


PEERLESS WHEN THROWING A SOLID STREAM.

	Per Doz. Rough Nickel.	Per Doz. Fin. Brass.	Per Doz. Fin. Nickel
No. 1, ¾ inch	$ 9.00	$ 9.50	$10.50
" 1, 1 "	11.00	11.50	12.50
" 2, ¾ "	22.00	22.50	24.50
" 2, 1 "	27.50	28.00	30.00

ROTARY CORN POPPER.

Hamblin & Russell Mfg. Company, Worcester, Mass., with offices at New York, Philadelphia, Boston and Chicago, are offering this article, as illustrated herewith : It is operated by holding the handle in one hand and rotating the cylinder by the aid of the wire rod. The point is made that it keeps the kernels in constant motion, which prevents the corn burning, and that it can be worked equally well over a grate, stove or furnace. The popper is referred to as being much more easily manipulated than the ordinary shaker, and as proving serviceable for the fireside.

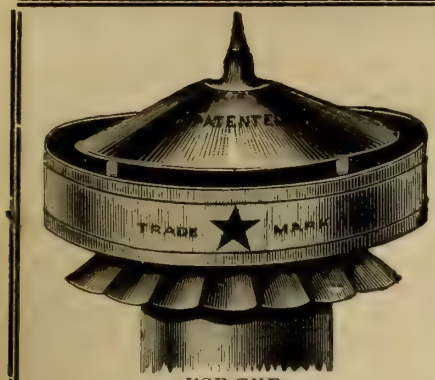


THE DUTY ON CRUDE PETROLEUM.

A combined deputation, representing a number of gas companies and users of petroleum for fuel, waited upon the Minister of Finance, Wednesday, and had a long conference. The gas companies were represented by Mr. Pearson, of the Toronto Gas Company ; Mr. Wilkinson, of the Brockville Gas Company ; Mr. Joseph, of the Montreal Gas Company ; Mr. Duffield, of the London Gas Company, and Dr. Goodman, of St. Catharines. The manufacturers who wish for crude petroleum for fuel were represented by Messrs. Jones and Byers, of Gananoque; Mr Low, of Peterboro' ; Mr. Hersey, of Montreal ; Mr. Perrin, of Toronto ; Mr. Johnston, of the Dominion Bridge Company ; Messrs. Warnock and Speers, of Galt, and others. These deputations were introduced by Mr. G. R. R. Cockburn, M.P. On behalf of the oil trade there were present Messrs. J. A. Fitzgerald, of London, and J. D. and R. D. Noble, of Petrolea, who were introduced by Mr. George Moncrieff. The first two deputations asked that the duty be taken off crude petroleum, claiming that the supply in Canada was not equal to the demand, and that taking off the duty would decrease the cost to the consumer both for fuel and light purposes. The oil men, on the other hand, contended that to take off the duty would seriously injure, if not destroy, the Canadian oil trade, and held that they could produce all the demand requires. The contentions of all parties were fully laid before the Minister during a lengthy interview of about three hours, after which the Minister thanked the deputation for their presence and stated that the matter was of such importance as to warrant his most careful attention and that he would place the contentions of the different parties before the Cabinet.

A TRADE MARK CASE.

Isabella Madden, a Kingston manufacturer of Japans, etc., trading under the name of Madden Company, sued Fanny L. Madden, W. D. Madden and F. G. Madden of Napanee, for $5,000 damages for infringing on her trade mark and using the company's name. The case was tried at the assizes and the cause dismissed. Judge MacMahon held that Fannie L. Madden, of Napanee, having advanced $800 to wipe out a chattel mortgage, understood that it covered all the effects belonging to the Kingston concern. The mortgage money not being met, the effects were removed to Napanee, and the company began trade there. The name had originated with W. D. Madden when he became a partner in the Kingston concern. Proceeding, his lordship said : " The plaintiff, Isabella Madden, obtained from the Department of Agriculture a trade mark specific to be applied to Japan oils and paints. Under the evidence plaintiff could not have obtained registration of the trade mark of Madden & Co., because she could not produce an affidavit that that mark had not been used by the previous company. I think defendant, Fanny L. Madden, in conjunction with her husband, had a right to use the name of the Madden company. Her right to use a trade mark was altogether different from the other trade mark." His lordship dismissed the case with costs.



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For the VENTILATION of
Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Send for our book on Ventilation.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,

GANANOQUE.

GLOBE FILE MFG. CO., Port Hope, Canada.

—MANUFACTURERS OF—

FILES AND RASPS

OF SUPERIOR QUALITY.

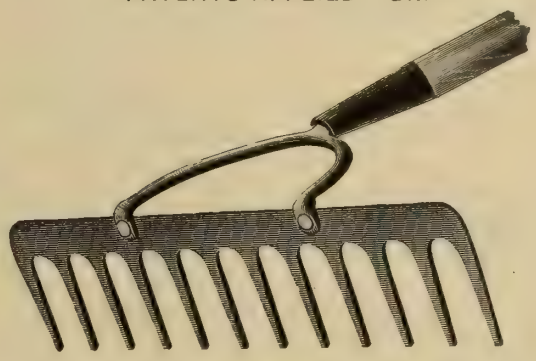


Capacity 600 dozen daily. We manufacture everything from a small Dental File to a 16 inch Bastard or Block File. Every File Tested and Warranted equal to the best imported. Write for Prices.

TORONTO WAREHOUSE, 74 YORK ST. MONTREAL WAREHOUSE, 432 ST. PAUL ST.

Eureka Steel Head Garden Rake.

PATENTS APPLIED FOR.

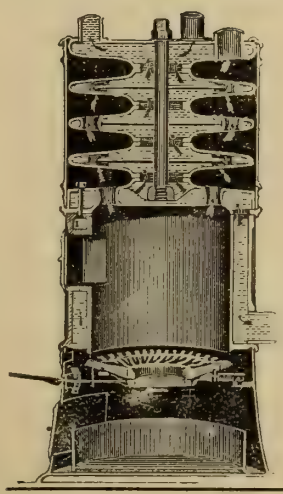


The Head is stamped from a Solid piece of Extra Double Refined Silver Steel and consequently is much stronger than any other Rake now on the Market.

SEND FOR PRICES.

MANUFACTURED BY

JAMES ROBERTSON & CO., - TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS

MONTREAL.

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,
AGENT.



Two Ply Twisted Fence Strand, and Galvanized Fence Staples.

Oiled and Annealed Fence Wire.

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

Write for Catalogue and Price List.

TRADE CHAT

Carl Balckow, chairman of Balckow, Vaughan & Co., limited, large iron masters, iron and steel manufacturers and colliery owners, near Middlesbourgh, England, has failed.

The manufacturers of St. John, N. B., declare, in answer to a demand of local labor representatives, that they cannot afford to adopt a nine hours' working day, so long as other commercial districts of Canada continue under a ten hours' system.

Messrs. James Baldwin & Sons, who are well known in this country as gun wad manufacturers, have extensive paper making works in Birmingham. Canadians will be interested in knowing that they have the contract for supplying the Government with all the wrappers that enclose British newspapers coming to this country.

Mr. Allen Morrell, who has been for the last seven years with Samuel, Benjamin & Co., of Toronto, upon leaving to accept a position in Denver, Col., was made the happy recipient of a valuable meerschaum pipe by his fellow employes as a token of their esteem for him. HARDWARE joins his many friends in wishing Mr. Morrell a safe journey and great prosperity in his new situation.

Mr. Eustis, of the Eustis Manufacturing Company, Bayonne, N.J., the manufacturers of "Puritan Ware," in conversation with a representative of HARDWARE said that his firm had more inquiries from their advertisement in HARDWARE than through any other such advertisement in any trade paper with a circulation in the United States or Canada. Not only does this speak well for HARDWARE as an advertising medium, but it shows that Canadians are always open to buy a good article. If it has paid the Eustis M'fg Co., why would it not pay you?

Hon. Mr. Costigan will shortly present to the House a bill to provide for the inspection of oils by one department. At present imported oils are inspected to see if they will give the proper flash test and are of the requisite gravity by the officers of the Inland Revenue and Customs Departments. This dual inspectorship gives rise to a good deal of confusion, and it is now suggested that the law should be amended so as to define that either one department or the other should have charge of the inspection, but not both departments.

The sixth annual report of the President of the Port Arthur Board of Trade very fully covers the ground that comes under the purview of commercial observation. The population of Algoma is shown to have doubled in the last decade, numbering now 42,000 people. The elevating capacity controlled by Port Arthur is shown to be 4,000,000 bushels. The Board is recommended to take up vigorously the matter of elevator development, as on that depends the destiny of the town as a grain market similar to Duluth and Chicago. The need of a flouring mill is pointed out. The lumber trade is shown to be very prosperous. The adverse effect of the Act of a year ago, which imposed a royalty tax on mining lands, is dwelt upon. The report is thoughtful and encouraging and is creditable to the business sagacity of Mr. Marks, the capable President of the Board.

The Stratford Flax Mill Company have made an offer to the city to start a binder twine factory there, employing at first some 20 or 30 hands, and ask the Council for exemption from taxation for 10 years. The offer is likely to be favorably considered. In Perth county excellent flax is grown, the soil and the climate being adapted to the successful raising of flax. At present most of the flax grown there is exported to the United States, where it is worked up into twine, towelling and thread.

In these days when every person seems to be grumbling about how poor business is, it is really refreshing to meet a man like Mr. Woodyatt of Guelph, who paid a visit to the city last week, and who reports business as being brisk along his lines. He informs us that on account of the large orders which his house received from England for mowers it is necessary to work over time.

Mr. Robt. Wyatt, of Winnipeg, reports that the prospects out west for a good spring trade are bright. Although the profits are not what they used to be, still, he says, the western merchants have no reason to complain. And when it is considered how hard all the wholesale houses are working for a good North-west connection there is no doubt but when there is anything going our retail friends in the West get there share. Mr. Wyatt came east on a visit to his relations who reside in London, but has left again for the prairie province.

It is stated that the Wilmot & Hobbs Manufacturing Co., of Bridgeport, Conn., makers of cold rolled sheet and strip steel, which is used largely for all difficult pressed, stamped and drawn work, have just received a large United States government contract for this material for use in the manufacture of United States mail lock hardware. This order was placed with them, it is said, after a trial of various makes of cold rolled steel for this special work, extending over quite a period of time, and that the government adopted what The Wilmot & Hobbs Manufacturing Co., term their "extra special" stamping and drawing steel, as being the best for the purpose.

Mr. Perram, of the Wilkinson company, agricultural implement manufacturers at West Toronto Junction, waited upon Hon. Mr. Foster and Hon. Mr. Bowell and asked that the duty of 35 per cent. on steel scraper plates be removed. Mr. Perram was introduced by Lieut.-Col. Tyrwhitt, Lieut.-Col. Denison, Dr. Sproule, Messrs. N. Clarke Wallace, Hugh John Macdonald and Messrs. Hughes and Cockburn, M.P.'s, and his representations are to receive due consideration.

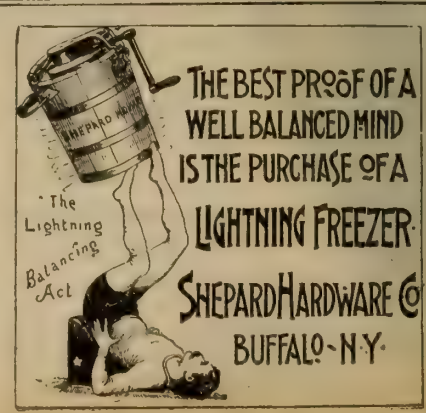
A deputation of the Canadian Manufacturers' Association was received by Hon. Mr. Foster and Hon. Mr. Bowell. It consisted of Mr. J. J. Cassidy, secretary of the association; Mr. W. K. McNaught, Mr. A. E. Kemp, Mr Gartshore and Mr. M. H. Law These gentlemen urged upon the Government the recommendations of the tariff committee of the association, especially with regard to an increase of the duty on scrap iron, and were assured that their representations would be given every consideration.

THE GROWING BICYCLE TRADE.

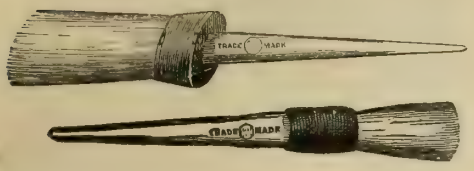
The introduction of the Safety bicycle gave a great stimulus to wheeling. More people essayed to ride when the risks of learning were so much reduced as they were by the invention embodied in the Safety. A further extension was given to the use of the bicycle by the pneumatic tire, which overcame more of the impediments to riding, as it permitted of travelling over quite rough roads. Consequently a very large number of people are now taking to riding, and an important branch of trade has sprung up in the sale of bicycles. This the hardware man should turn to account as his contemporaries do in England and the United States. Not only is the volume of the trade a large one, but the margin of profit is liberal. Hence, if the hardware dealer takes the precaution to handle only first class goods, he cannot but make some money out of bicycles. Not only are the number of people who use wheels increasing, but the applications of them are widening. They are employed for many purposes in the army. They are used for exercise. Business men, professional men, mechanics go to and from the scenes of their labor more generally on bicycles than ever before. The trade should take an interest in bicycles this summer, but should be on their guard against inferior goods.

THE FOUNDER OF A CANADIAN HOUSE PASSES AWAY.

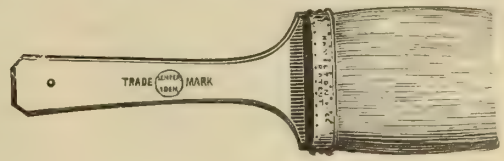
Mr. E Samuel, of the firm of M. & L. Samuel, Benjamin & Co., received, on Monday, a cablegram announcing the death of his father, Mr. Mark Samuel of London, England. The deceased gentleman was born in Hull, England, sixty-nine years ago. He came to Canada in 1849, and in the following year was married in Montreal to Miss Berlin, niece of the late Isaac Valentine. He was the founder of the firm of M. & L. Samuel, which was established in Montreal in 1855 and subsequently moved to Toronto. Mr. Samuel afterwards returned to England and opened a branch office in Liverpool. When he retired from the business in 1880 the name of the firm was changed to M. and L. Samuel, Benjamin & Co. His family consisted of two sons, of whom one, Jacob Samuel, is now manager of the branch in Liverpool: while the other, E. Samuel, resides in Toronto. After his retirement he lived in London, Eng., until his death. He was well and favorably known in Canada—more especially in Montreal and Toronto—where his sterling personal qualities and sound business capacity were thoroughly appreciated.



PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



TORONTO, NOV. 6th, 1891.

W. H. JAGGER, ESQ., 24 Front Street West, Toronto.

DEAR SIR,—We have used Messrs. Hamilton & Co's Painter's Brushes for some time past, and find them very satisfactory, both as affecting the questions of quality and durability.

Yours truly, ELLIOTT & SON.

BUSINESS WANTED.

A YOUNG MAN DESIRES TO SECURE A working partnership in a good active hardware business in a lively and progressive town in Ontario. Understands bookkeeping and general office work. Address Box "D" Glencairn, Ont. 15

BUSINESS CHANCES.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

WANTED—LOCAL AND TRAVELLING Agents to sell Mucilage, Paste, Gums and Sizings, to Mills and Dealers. Liberal Commissions. The Arabol Mfg Co., 13 Gold St., New York.

FOR SALE.

HARDWARE, STOVES, FURNITURE, AND house-furnishing business for sale, in a Northern village, centre of a lumber region; no opposition; doing a business of about ($18,000) eighteen thousand dollars per year. Liberal terms to the right person. This is a chance of a lifetime, write for particulars. Address D. C. M., care HARDWARE, No. 6 Wellington Street West, Toronto, Ont.

SNIDER RIFLES WANTED.

WE WANT HALF A DOZEN SECOND-HAND Snider-Enfield Rifles—military pattern—any kind will do if they are complete and the price be low. Address, Snider-Enfield, care HARDWARE. tf.

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for Catalogue.

THE SUPPLY CO., Niagara Falls, Ont.

MIXED PAINTS.

THE CELEBRATED

"UNICORN" BRAND

IS THE BEST IN THE WORLD

SEND FOR OUR SAMPLE CARD OF 40 COLORS.

Manufactured only by

A. RAMSAY & SON,

MONTREAL.

P. O. Box 2029.

The William Johnson Company

(INCORPORATED)

572 WILLIAM STREET.

MONTREAL, 1st MARCH, 1892.

DEAR SIR,

We beg to inform you that we have sold our business, including our Factory, Stock of Merchandise and Goodwill to

THE CANADA PAINT COMPANY, Ltd.,

who will continue to carry on the business in the premises heretofore occupied by us, and for whom we heartily bespeak a continuance of the patronage you have hitherto bestowed on us.

For purposes of Liquidation, our address remains as above.

Yours faithfully,

The William Johnson Company.

MARKETS

MONTREAL MARKETS.

MONTREAL, April 1, 1892.

HARDWARE.

The gravity of a threatened railway strike which fortunately has been averted, at the time of writing, created some uncertainty in business circles and tended to curtail activity. Another factor in the same direction is the question of freight, as a reduction is usually made in April, and has delayed many orders, purchasers saying they would wait until after the end of the month to see if lower rates were actually obtainable. The metal market therefore is on the whole dull and unchanged, with the exception of copper, which is firm and expected to advance if advices prove correct. Naval stores and other lines remain the same as last week.

PIG IRON.

There is little or nothing to note in the pig iron market since our last report, and prices on spot are unchanged. Makers agents have shown no disposition to talk business now that the labor trouble is about over in England, but it has had little or no result so far, and with the anticipated decline in freights in April matters are very quiet at this point. We quote Summerlee $21.50, and Carnbroe $19.50 to $20.

BAR IRON.

Bar iron is as dull as heretofore with prices precisely the same for all ordinary sizes up to the two inch. Jobbers here claim that neither of the big mills can be doing much business. We still quote the old basis of $2.

SCRAP IRON.

Scrap iron has shown no activity during the week, and outside of a small jobbing business doing there is nothing new to note. We quote wrought scrap at $16 to 17 and cast at $13 to 17 according to quantity.

TIN PLATES.

There is no change in tin plate either here or abroad since our last, and outside of a small movement among the canners there is nothing doing. We still quote the old figures viz., $4 to $4.50 for charcoals and $3.50 to $3.75 for cokes.

TERNE PLATES.

This line is dull and unchanged as noted last week. As remarked from time to time stocks here are on the heavy side, and no doubt holders would make a considerable consession to effect a turnover. We still quote $7 to $8.

CANADA PLATES.

Canada Plates rule quiet and the demand is limited to a few lots for actual necessity. We still quote the same prices as last week, viz.: $2.65 to $2.75, but think $2.60 would be accepted for a round lot.

COPPER, ETC.,

The copper market is the only interesting line of the metal trade of late. There has been a better demand in England, but the chief reason for the stiffening in prices that occurred were reports regarding restriction to the output, and perhaps the export of copper from the United States. Locally prices are firm at the one cent advance noted last week. We quote 13 to 14c. Advices from the States say the market there is firm and a further advance is expected later on.

NAILS

Nails are as previously reported with a fair business doing, and no change is expected until the low freights rule. Travellers from jobbing houses are sending in fair reports. Wire nails are having a fair movement.

STEEL WIRE NAILS.

10 dy to 60 dy	per keg	$3.05
9 dy to 60 dy	"	3.35
8 dy to 60 dy	"	3.60
7 dy to 60 dy	"	3.90
6 dy to 60 dy	"	4,20
5 dy to 60 dy	"	4.20
4 dy to 60 dy	"	4.50
3 dy to 60 dy	"	5.40
3 dy fine,		6.50

GENERAL HARDWARE.

General hardware has a slightly better movement in all lines. According to reports travellers are doing a good business, and although some houses find cause to complain, others say business is good. Nails are in the same steady demand, and the same may be said of cutlery and other imported lines. The French houses say that things look on the bright side, and as spring opens will no doubt improve, as builders will be starting operations.

CHEMICALS.

There has been no change in the chemical market since our last weeks report. Cables from England say the market is firm, chlorate of potash and bicarb soda being examples. We quote :—

Bleaching powder,	$2.25	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.01⅛	to	0.01¼
Caustic soda,	2.65	to	2.80
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.75	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.08	to	0.10
Bich. soda,	0.06	to	0.08
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.30	to	0.32½
Cutch,	0.08½	to	0.09½
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

The glass market is on the same basis as noted from week to week. The stocks here are still very light and holders talk firm. There is only a general trade at present, and we quote $1.35 to $1.45 for firsts and second breaks per 50 feet, and $3.20 to $3.40 for each additional 100 feet.

OILS.

Oils are dull with no change to mention worthy of note. Cod and linseed have a fair movement, but business on the whole is quiet with prices steady. We quote : Cod Newfoundland 40 to 45c. ; seal, steam refined 47½ to 50c.; linseed raw 57 to 60c. ; linseed, boiled 60 to 63c. ; castor oil 9 to 11c. ; cod liver oil, Newfoundland 85 to $1 ; cod liver oil Norway $1.05 to $1.25 ; turpentine, 60 to 61c.

CEMENT AND FIRE BRICK.

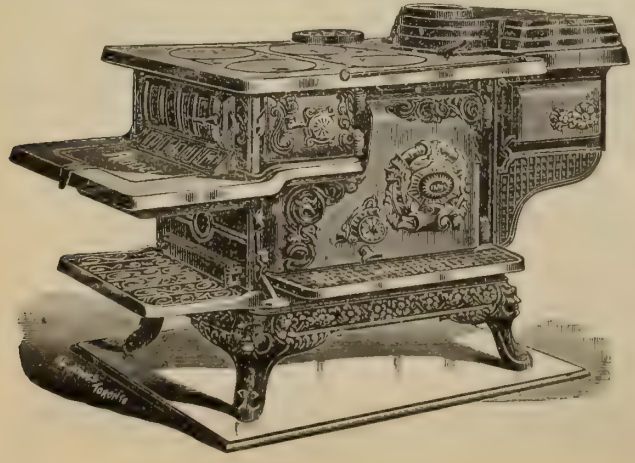
The position of the cement market is unchanged. There is no improvement in the demand and stocks here are still very heavy. The same feeling remains, while prices are unchanged, dealers would no doubt make concessions for round lots. Fire bricks are in the same steady demand as noted from time to time. We quote : Belgian cement, $2.30 to $2.43 ; Newcastle, $2.40 to $2.50 ; London, $2.40 to $2.55 ; firebricks, $20 to $25 per 1,000

NAVAL STORES.

There is no improvement in naval stores and there will not until navigation opens, when this line is bound to pick up. The supply of turpentine is not large and in good demand. Rosins are quiet but stronger and cordage is firm. We quote :—Turpentine, 60 to 61c; rosin, $2.50 to $5, as to brand ; coal tar, $4 to $4.25 ; cotton waste, 5¼c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

PETROLEUM.

There is very little doing in American refined oils, but there is a small movement in Canadian oil at cut prices. It is said that



IMPORTANT.

Dealers will kindly observe that we are now RE-INSPECTING OUR STOVES before shipment, as a precaution against possible shortage, breaks or misfits. Although this is an additional cost to us it will be satisfactory to customers to know our Stoves can be relied upon to be perfect in every respect. We are also taking increased precautions to improve the quality of our goods so as to maintain our pre-eminence in the Stove trade.

There are more of McCLARY FAMOUS STOVES made and sold annually than any other make, and the demand is always increasing. By recent addition to our premises we hope to keep the supply up to the demand.

Besides some other new patterns, we are making patterns for a larger size of the "MODEL" WOOD COOK, which will complete the finest line of Wood Cooking Stoves on the market.

McCLARY M'FG CO.,

London, Toronto, Montreal, Winnipeg, and Victoria, B. C.

London, February, 1892.

MONTREAL Markets continued

large refiners are standing by and allowing their smaller rivals, who must "do or die" to do business at the present unprofitable rates. The movement is, however, becoming small every day. Quotations are : Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 15c. for single casks ; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia ; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

TORONTO MARKETS.

TORONTO, April 1, 1892.

HARDWARE.

The last week of March has undoubtedly been its best, and naturally so, as it ushers into stock the goods for which orders have been solicited throughout the month. Business becomes a matter of present importance among retailers more than it was. A lively trade has consequently been done during the week just closed. Fairly good roads in the country and exceptionally fine weather ministered to this improvement. Wire, churns, green wire cloth, harvest goods, spades, shovels, cordage, nails, chain, are active lines, lines which are rapidly running their course, and of which nothing will be heard soon but what is to be reported of the sorting-up trade. The market is generally otherwise unchanged, and a record of its movements does not furnish many incidents of note. The wire men have made some changes ; the nail men meet to-morrow ; some cutting is reported in barb wire ; heavy hinges are being sold at prices that some jobbers refuse to meet; chain is scarce; tinware is very active. Future delivery business is good.

BARB WIRE—The demand is quite strong but irregular. Importations of United States wire are disturbing prices, it is said, in some localities, and 4½c. is reported to be the quotation in a few instances. If it is a fact that sales are made at this quotation there will likely be trouble, and it is reported that the matter is being looked into. It means the forfeit of a rebate, if proven.

BOLTS.—An active demand is maintained without any variation from prices established last week. The discount remains at 70 and 10 per cent. from the list for carriage bolts.

BUILDERS' HARDWARE.—The trade looks up, a rather spirited demand from outside points being one of the agreeable features of the week. A better local trade than was experienced last week is also observed. Some very good specifications are receiving attention.

CHAIN—Jobbers who placed orders so long ago as last December are advised that the makers can only partially fill those on hand. The recent strike in England is assigned as a cause of the delay. Meanwhile the trade demand is very active.

CORDAGE—Inquiries are received almost daily for binder twine, but manufacturers have not yet begun to quote. Uncertainty as to the result of the agitation both in the United States and Canada for the removal of the duty is holding business in check. Cordage sells well upon the following prices: Manilla 12½c., Sisal 10½c., tarred lath yarn 8¾c.

HORSE NAILS—Are quiet and unchanged at 50 and 5 to 60 per cent. from the list.

HORSE SHOES—The price gravitates more generally towards $3.60 on account of the reduction in freights. The range quoted remains, however, $3 60 to $3.70.

NAILS—The manufacturers meet to-morrow. There may be some change in prices, but it is unlikely that it will be downward if there is. Lower freights obtain now, of course, but practically that will not affect the price, as nearly all sales that have been made since the advance in January have been for delivery in April, after summer freights begin. Large purchases made before that advance have kept stocks pretty well supplied since.

WIRE.—The week's sales are of about average volume for the time of year. The strong competition of United States tinned wire is forcing down prices here, and a new list for brass, copper and tinned steel wire has just been adopted by the Dominion Wire Manufacturing Co. The discounts at present are 12½ per cent. off new list for tinned wire, and 15 per cent. off for brass and copper wire.

METALS

The market for metals has undergone but little development. Business is only beginning to be signified on anything of a large scale, the fluctuations of the week have been inconsiderable, and stocks on spot are ample for requirements. It is clear that manufacturers' wants are opening out more freely, as orders for forward shipment are coming in fairly well. Tin is always more or less active, the price outside is stronger. Copper shows no change, but the indications are in favor of a continuance of strength. Lead is easy. Antimony firm but listless.

FIRE PROOF
ROOFING
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co
MANUFACTURERS, TORONTO

ANTIMONY—The English and United States markets show steady strength, but there is not much doing locally. Prices are firm at 14½c. for Cookson's and 13½c. for other brands, with ¼c. higher for small lots.

CANADA PLATES—Are nominal.

COPPER—The market retains its strength, but there appears to be misgivings among buyers as to its stability and business is by no means large. Values on spot remain at 14½c., with an upward tendency in this quotation.

LEAD—The price of lead is no lower, the demand is fairly good, at 3½c. for domestic pig and 3¾c. for imported.

SHEET ZINC—Prices are steady on this market and trade is light. Casks are 6½c., broken lots 6¾c.

SPELTER—A moderate demand fails to strengthen prices, which are dull in sympathy with outside markets. The price is 5c. for domestic and 6c. for imported.

TERNE PLATES—Are nominal.

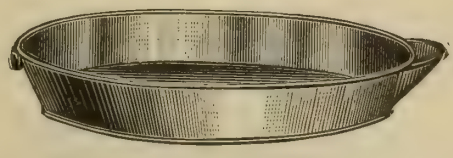
TIN—A steady demand is to be chronicled. A good strong market is reported from outside. Straits pig is worth 23 to 24c. Strips are 24 to 25c.

TIN PLATE—A very good trade is beginning to be done. Future orders are now beginning to come in for filling, some of which are supplied from stock. Shipments are now on the way to this market. Prices are unchanged.

IRON AND STEEL.

The business in Scotch pig iron for the week just closed bespeaks improvement in the demand. The sales for the week have been large and at well maintained prices. Among them are to be noted the following transactions in No. 1 iron ; a lot of 400 tons of Summerlee at $20.75 Toronto, 125 tons of Carnbroe, 50 tons of Govan. Prices vary slightly according to point of shipment. Low prices are ruling at the Scotch furnaces, and that fact influences trade favorably for Scotch

BATHS OF ALL DESCRIPTIONS.



Japanned Ware. Stamped Ware. Pieced Tinware.

Milk Can Trimmings, Creamer Trimmings, Dairy Pail Bottoms, etc., etc.

THOS. DAVIDSON & CO.,

474 ST. PAUL STREET, MONTREAL.

MARKETS—Continued.

brands here. The market appears to be taking a turn here in favor of British brands just now.

The Canada Iron Furnace Co. at Radnor, Que., whose new furnace was blown in a short time ago, is turning out a very fine grade of charcoal iron. Several cars have been placed on this market.

Rogers, Brown & Co's Weekly Market Review gives the following in its Buffalo report:

We are this week confronted with furnaces with pig iron for sale, which must be disposed of with no apparant regard for first cost. As a result the market is weaker, but with so little actual business in progress that there is small advantage gained by thus forcing it. The prices for scrap and old car wheels are so low that they bar out a certain per centage of pig iron sales which otherwise might be made. Consumption, to all appearances, is increasing slightly.

Bar iron has had a fair week of it. The run of orders is not yet overtaken by the supply. Prices are steady at $1.10 to $1 15. Steel is in some request at quotations given in Prices Current. A very good state of inquiry for steel boiler plate is reported, and some fair-sized sales have been made.

PAINTS, OILS AND COLORS.

The paint trade has not moved forward much this week. An average spring business has been experienced. Staples are rather neglected, while house lines continue to sell reasonably well. The prices of linseed oil adopted by the forming of the association are: Raw—1 to 3 bbls., 58c.; 4 to 9 bbls., 57½c.; 10 bbls. and over, 56½c. Boiled—1 to 3 bbls., 61c.; 4 to 9 bbls., 60½c.; 10 bbls. and over, 59½c. These prices are for Toronto, London, Hamilton and Guelph. Outside of these 2c. more is added. Turpentine is scarce and firm at 57 to 59c. There is no change in white lead, which is dull at 5¼ to 5½c.

PETROLEUM

Canadian refined continues to be jobbed out in the city at 14½ to 16c, and shipped outside at 14 to 14½c., the difference being for cartage. The usual limits to business this season are now operative.

The Petrolia Advertiser reports: Petrolia crude $1.29 per barrel; Oil Springs crude $1.29 per bbl. During the past week a firm and steady rise in the price of crude has been manifest, and will, we think, continue for sometime. As we said in our last we can see no reason why it should decline in price at all, but on the contrary everything would indicate a steady market for some time to come. The refined market is in about the same chaotic state as it has been during the past six months, but hopes are entertained that it will eventually come out of it all right, and finally recover its legitimate business basis.

GLASS.

New shipments via Boston are now to hand. A fair demand is reported at unchanged prices, the basis being $1.40.

OLD MATERIAL.

The trade has been good during the past week and prices are firm. The demand from the foundries is brisk at present. Prices are as follows:—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES—Not a particle of change has over the market. No. 1 green cows' are 4½c. Cured hides are quiet at 5c.

SKINS—Sheepskins are steady at $1.10 to $1.25. Calfskins are offered and taken freely at 5 to 7c.

TALLOW—Refined is taken at 5½c., and jobbed out at 6c. Rough is unchanged at 2c.

WOOL—The market shows no reviving symptoms, and 18c. remains the best price for fleeces.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
StoveGross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, March 31, 1892.

In this market the condition of the iron and steel trades is without perceptible change. Some orders of very fair size are coming in for various lines of finished productions, but the demand is spasmodic and uneven, with not enough force behind it to bring about any change for the better in prices. Some of the Western markets are to all accounts faring better than New York does, but none of the reports coming in afford indication of sufficient improvement in sales or demand to offset the weight of present heavy production, and curtailment of the latter is as yet unimportant. Hence continued undercurrent of weakness to values to both crude and finished productions outside of these lines in which manufacturers' combinations exert a restraining influence.

Prices for pig iron, while more or less irregular, have not varied beyond the range quoted last week. On standard brands of foundry iron the quotations are $15.50 to 16 for No. 1 X and $14.50 to 15 for No 2 X but somewhat low figures are named on inferior brands. Mill grades stand at about $13.50 to 14, here. Bessemer pig remains at $14.50 to 14.75 in Pittsburg. Scotch pig sells in small parcels at about $20.50 to $21, for Coltness, $20 to $20.50 for Summerlee, $19 to $19.50 for Eglinton and $18.50 for Carnbroe. Foreign spiegeleisen is nominally, $23 to $23.50 for 10 to 12 per cent and $27 to $27.50 for 20 per cent, and 80 per cent. ferro-manganese about $62 to 62.50 delivered here. Old iron tee rails have been sold to the extent of 1,000 tons at $20 delivered to a point on Long Island Sound, and No. 1 wrought scrap iron is offered at $18 f. o. b. Jersey City, without finding takers. Old leaf spring steel sold at $21 f. o. b. at latter point.

In prices of steel rails and soft steel productions there have been no decided changes and it is a question whether the condition of affairs in those branches that have latterly been most demoralized is improved. Structural material in general still moves at variable prices, and for ordinary sheets and bars the minimum prices that ruled at the beginning of the month are not materially improved upon.

COPPER.—Prices for copper are lower and the market is in extremely peculiar and uncertain shape. The word is passed that the chief producers are making no efforts to sell, and that they are engaged just now in giving foreign interests practical lessons in the advantages of an international combination to regulate production and prices. What grains of truth there may be in the chaff is problematical, but feeling somewhat worried over possible results, outside holders and small producers seem rather anxious to unload. That anxiety has had sufficient weight to crowd prices for Lake Superior ingot down to 11⅞ to 12c., and cause consumers to move with greater caution. In the London market the trend of prices has continued downward, und the "combine" talk is evidently a dead weight there as well as on this side of the Atlantic. Yesterday's cables quoted merchant bars at £45 7s. 6d. to £45 10s. for prompt, and £46 for future delivery.

TIN—Pig tin has also taken a downward turn, despite the bold front assumed by certain speculators last week, and continued efforts on their part to create the impression that demand and supply count for nought against the whims of the would-be owners of the market. The simple facts are that there is too much tin for consumptive wants, and that prices recede when clique buying ceases. During the past few days Straits has been let go at 19.80 to 19.85c. in round lots, and 25 tons were sold at 19¾c. ex steamer now due. In the London market comparatively little change has taken place. Last quotations by cable were £89 12s. 6d. for prompt and £89 15s. for future delivery.

LEAD.—Pig lead has met with slow sale the past few days, but supplies are offered with reserve and prices held quite steady. Car-load lots brought 4.29½c. At the close 4.20c. was bid and 4¼c. asked.

SPELTER.—Spelter is somewhat firmer. Two car-loads of ordinary Western were sold at 4½c., but subsequently 4.55c. was paid for car-load lots to arrive and 4.60c. on the spot.

TIN PLATE.—Tin plate out of store is finding very slow sale, and contracts for supplies for future delivery are still below the average for the season. Former prices are named by sellers, but the market is rather soft.

The McClary Manufacturing Co. are making preparations for the manufacture of galvanized iron ware. The premises for this department of their business are completed and the plant will soon be in.

A customer secured is a promise of greater salary in time.

Restore goods to their proper places as soon after using as possible

A feather duster disperses but does not remove the dust from the store.

Every line of goods embodies a history and a cience worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

You can lose more than we do by not subscribing for this paper

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Manufacturers of

Pure Prepared Paints,

Mixed Ready for Use.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

Established 1864.

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CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

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W. H. Cross, F. C. A.
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REFRIGERATORS OF ALL KINDS.



Manufactured by KNOWLES & NOTT, Brantford, Ont. Write for Catalogue.



BROWN & CO.,

Manufacturers of

Square and Hexagon HOT PRESSED NUTS,

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A. B. JARDINE & CO.,

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Blacksmiths' Tools and Tube Expanders.

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Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

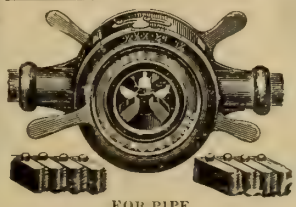
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

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Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

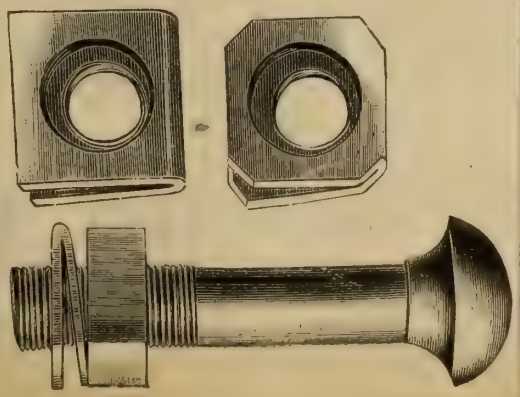
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

STEEL VERSUS IRON.

The present depression in the iron and steel trades, which seems to be increasing from week to week, has brought out more prominently a fact noticed and acknowledged several years ago. To state that steel is superseding iron is merely repeating an observation often made, but development in the Pittsburgh district during the past week have demonstrated the fact in a signal manner. In several of the mills puddling furnaces have been closed down, some of them, of course, temporarily, but at one of Pittsburgh's leading mills changes were made which show that the production of puddled iron in that establishment is to be materially decreased. We refer to the American Iron and Steel Works, where 45 puddling furances were closed down on Saturday last. This is an establishment long known as a distinctively iron concern, and for many years stood at the head. With other progressive firms, Jones & Laughlin, some years ago recognized the fact that iron would have to give way to steel, hence they began the production of the latter and have fully kept up with approved methods. They now find it necessary to restrict their output of iron for the reason that they could no longer use so much. It is more than probable that the puddling furnaces closed down in this establishment will never resume.

Several years ago, when the developments in the manufacture of steel began to indicate the final crowding out of iron, it was thought that the puddler's usefulness in the mills was about done. But iron was not to be so easily superseded as later events showed, for many of the mills, including the one especially referred to, afterwards increased the number of their puddling furnaces. Since then, however, steel has steadily gained ground, and now the indications are that the production of iron will be yet greatly reduced. Of course there will always be a certain amount of work for the puddler, as there are uses for iron that steel will not meet.

One great reason why steel has been pushing iron so hard within the past year or two has been the substitution of steel for iron in pipe manufacture. For years the pipe manufacturers hesitated about adopting or openly opposed the change, because of the large amount of capital they had in iron producing plants. It is now demonstrated that steel is to be the material for pipes, and in this line of manufacture a great amount of iron will be displaced. Taking the trade in general however, it is plain that steel is rapidly superseding iron in all branches. It is not only holding its own, but it is taking up the natural increase in the demand for mill products. As the increasing needs of the country call for larger supplies of metal, those needs are being met by steel to the exclusion of iron.—American Manufacturer.

A reputation for truthfulness is indispensable to permanent and satisfying success.

THE SWIFT

Safety Bicycle

has been produced with the view to raise the English Wheel from the **DEAD LEVEL OF GOOD** to a position of **UNQUESTIONED SUPREMACY** when viewed either as simply a Road and Racing Machine, or as a specimen of modern art and workmanship. It would be impossible to include in this advertisement a list of its advantages and superior qualities, but on application we will mail Illustrated Descriptive Catalogue free, or our Sales Show Rooms exhibit the Bicycles and fully explain wherein lies the points of special merit. Address

FRANK S. TAGGART & CO.

89 KING ST. WEST, - TORONTO, CANADA



BAR-LOCK TYPE WRITER.

The Best Machine on the Market.

Secures visible writing, permanent alignment, automatic paper feed and ribbon reverse, great speed and manifold power, with easy manipulation and control of machine, etc.

A. M. COLQUHOUN,

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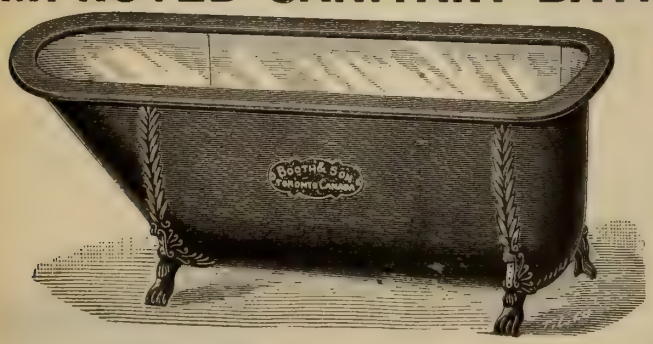
TORONTO AND WESTERN ONTARIO,

TELEPHONE 181.

71 Adelaide St. E, Toronto.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

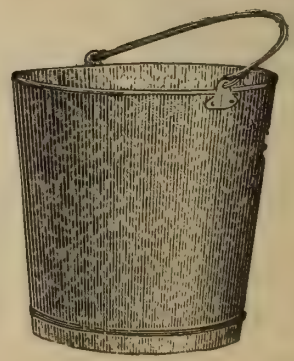
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

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Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S

Butcher Knives

and Steels,

Farriers' and Shoe Knives

Are the best in the World.

Trade Mark.

FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,

INTERNATIONAL EXHIBITION JAMAICA 1891

LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

Halifax Shovel Co., Ltd., Halifax, N.S.

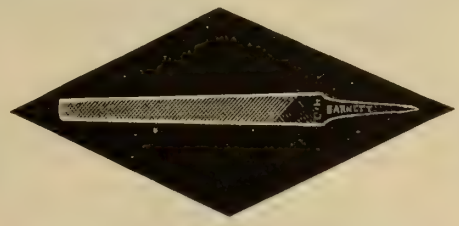
VICTORIA R. & I. AND OF JAMAICA SUPREME LADY

HALIFAX SHOVEL CO., Ltd.

Dear Sirs,—Your make of shovels, "Fenerty's Patent," that we have been using for Railway construction have given every satisfaction, never breaks and wears well.

Yours truly, HIRAM DONKIN, Resident Chief Engineer, Cape Breton Railway.

BLACK DIAMOND FILE WORKS,



21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

We are now prepared to name prices on the following :—

LAWN MOWERS,
GARDEN SHEARS,
GARDEN SETS,
RUBBER HOSE.

SOLICIT ENQUIRIES.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28 and 30 Front St. West, and 9 Jordan St., Toronto, Ont.

ENGLISH HOUSE: 1 Rumford Place Liverpool.

Business Changes

SALES MADE OR PENDING.

D. Brown, hardware merchant, Portage La Prairie, N.W.T., has sold his stock.

Chas. Hamilton, hardware merchant, Blyth, has sold out to Henry A. Scarlett.

PARTNERSHIPS FORMED AND DISSOLVED.

A. Hermans & Son, tinsmith, Charlottetown, P.E.I., have dissolved partnership.

REMOVALS AND DEATHS.

J. F. Gibbons, general merchant, Morrisburg, Ont., is dead.

FIRES.

James Doherty, tinsmith, Gladstone, Man., is burnt out.

Williams Bros., hardware merchants, Gladstone, Man., have been burnt out.

Annie McQueen and S. Schooley, two general merchants of Gladstone, Man., have suffered losses by fires.

R. & J. Nelly, hardware merchants, Bradford, Ont., were burnt out on the 22nd inst. Loss $4,500, insured for $3,000

McDougall's store at Eddyville, Ont. was destroyed with all its contents on Friday night. The loss was $5,000, the insurance $1,500.

Chas. Elliot, general merchant, Robert Stewart and Alex. Sutherland, grocers were burnt out by a fire in Bradford on the 22nd inst. Elliot's loss was about $16,000, with insurance $10,000; Stewart's loss $2,000, no insurance, and Sutherland's loss was about $300.

ASSIGNMENTS, DIFFICULTIES, COMPROMISES.

John E. Hickey, general merchant, Sackville, Ont., has assigned.

Thos. Furlong, general merchant, St. John, N. B., has assigned.

Daniel McIntyre, general merchant, Birsedale, N. S., has assigned.

Wm. Sutherland, merchant, Sheet Harbor, has assigned to S. O. Hogg.

Joseph Pelletier, general merchant, St. Jean, Port Poli, Que., has assigned.

Leon Langlois, general merchant, St. Flavie, Que., is offering to compromise.

Long Bros., manufacturers woven wire mattresses, Brantford, Ont., have assigned to M. F. Muir.

POINTS FOR TRAVELLING MEN.

Honesty is the best policy. This proverb has come down to us with the indorsement of the ages. It has also varied applications. At this place I would impress its applicability in the matter of the statements of the traveller to his prospective customer. The benefit resulting from the boasting of large sales is very problematical, to say the least. The customer is not likely to be induced to buy any more than he wants by any such devices, and their only effect on the sensible man is to make the boaster ridiculous in his eyes. It does not take much power of discernment to see that his purpose in resorting to them is to add to his own importance. A good memory is said to be essential to the successful liar, and this sort of boasting is not so much unlike lying as to make the good memory unnecessary. A ludicrous illustration of this matter was recently related. A traveller who was given to boasting of his large sales, and who was suspected of drawing somewhat on his imagination for his facts, was indulging his propensity in the presence of a company of fellow travellers, one of whom quietly took notes of the figures as he gave them. The result was that he not only lost the respect of his companions, but the circumstance having been reported outside, he became the butt of ridicule among his customers.

Occasionally a traveller gets too big for his position, and attempts to bolster himself up by claiming to have a proprietary interest in the house, that he is none of your common, every day "travellers," but that he is a sort of a "special," and is just out taking a look over the trade, as it were, and as a rule, makes only the larger towns. He, perhaps, imagines that this sort of talk raises him in the estimation of the customer; it doesn't, however. The chances are, moreover, that some rival will give him away, and, thus stripped of his borrowed plumage, his influence is very much impared. The traveller must never feel above his business. When he is attacked with this species of big head it is high time his services were dispensed with.—The Travelling Salesman.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, - Ontario.

HAVE YOU EXPERIENCED TROUBLE WITH

FLOOR PAINTS



I'VE USED IT.

It is more important to have a reliable floor paint than any other Liquid paint.

They must Dry hard. They must Dry quickly. Brightness and Durability are necessary.

These qualities, it has been proved are to be found in

ADAMANT FLOOR PAINT

In Six Colors, at $1.00 gal. Send for Cards to

Walter H. Cottingham & Co., Montreal.

THE TORONTO SILVER PLATE CO.



EDWARDS' ORANGE SPOON removes the meat completely. No soiling of fingers or napkins. Adapted for parlor or party use. Packed in fine satin-lined boxes.

E. G. GOODERHAM, Manager. J. C. COPP, Sec.-Treas.

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OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



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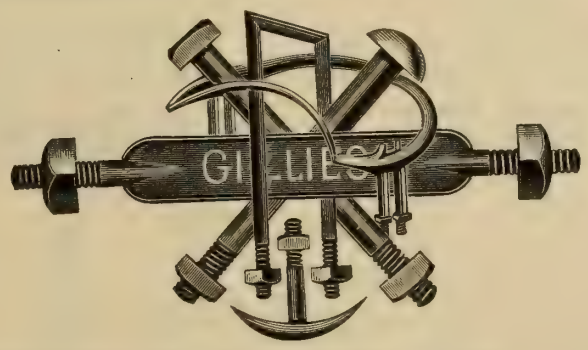
PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

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Offices, 50 & 52 McGill Street,
Yards:
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MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

RAPPING

FOR THE HARDWARE TRADE.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. The price low. Send for samples.

PAPER.

STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

To the Trade :

OUR NEW CATALOGUE

—OF—

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

The Art Metropole

131 YONGE STREET,

TORONTO,

IS HEADQUARTERS FOR

Artists' and Decorators Colors in Tubes, Artists' Canvas, Academy Boards, Brushes and Materials of every kind, being direct Importers from every manufacturer of repute in Artists' supplies, and giving our entire attention to this special trade.

If you handle this line of goods, it will certainly pay you to get quotations.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
Bradley M.L.S.		
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 50	8 75
D.C., 12½ x 17	4 00	4 25
D.X.,	5 00	5 25
D.X.X. "	6 00	6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 00	8 25
I.X. Terne Tin	10 50	10 75
Old process I.C.		13 00
" " I.X.		16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	
" 14x60, "	6½c, 7c
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½	6¾
26 "	7	7¼
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 10	$2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S. "	0 14 0 14½
Lake Superior	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	$0 22 $0 25
" round & square	
1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Brasiers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " " "	0 19 0 21
" 50 lb and above per lb	0 18 0 20

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 03½ 0 04
Domestic "	0 03½ 0 04
Bar, 1 pound	0 95
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 16 0 18
Crown	0 15 0 17

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according t composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, Berger's ex. deep, per lb	0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56½ 0 58
Boiled "	0 59½ 0 61

Turpentine (in bbls)

Selected Packages, per gal	0 57 0 59

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 12
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis 10 p c.

Wads.

Eley's, per 1,000	$0 25 $1 60

Anvils.

Per lb	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing	per gross	3 65	1 59
Pegging,	"	0 65	1 25
Brad,	"	0 85	1 60
" handled	"	3 60	7 30
Saddlers'.	"	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's,	per doz	0 65	0 90
Diamond, Shell "		1 00	1 50
Nail and Spike, per gross		2 25	5 20

Blind Rollers.

Annex	per doz.	1 25	1 75
Mascot	"	1 35	1 85
Erminie	"	1 12	1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis, 70 and 10. dis.
Fire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 25

Butts—*Brass.*

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz		22 50
World "		21 75
Daisy, "		24 00
Star, "		18 00
Crown Jewel, per doz		29 00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 90	1 10
White, lump, per lb	0 01½	0 01½
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c. to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No. 2		2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 0
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz.	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz		1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.45	2.70	2.00	
26 to 40	.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary	
1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30	0 90
Enamelled "	0 55	1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Gun Wads.—*Baldwin's.*

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe	per doz	00	3 50
Store door	"	1 00	1 80
Chest, per doz pairs		0 40	2 50

Chisel.

Firmer	per gross	3 00	4 50
Socket Firmer	"	3 25	8 00
Socket Framing per gross		3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

	Per doz. sets	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c.		

	Per doz. pairs	
Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware. Orders promptly filled. Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 50 and 5 to 60 per cent

Horse Shoes.

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 to 60 and 5.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Pad- lock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F. & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cert

Nails.

Cut, American basis, per keg base, price 2 30
Brads & Moulding Nails, 75 per cent, from new list.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octa- gon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15 16
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 per cent.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 per cent.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

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Per doz..... 4 00 5 50

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Axle. 22 33
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Tinner's solid, per set... 72
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Sliding Door, " 3¼ 3¾

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Razor Strops.

Currier's, per doz 1 25 3 60

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Iron " " 40 to 45 per cent.
Burrs, Iron, 30, 33⅓ per c

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Canadian, dis. 30, 35 per c.

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	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10½ 10¾	12½ 13
¼, 5-16, ⅜ in.....	11 11½	13 13½
3-16 in	11½ 11¾	14
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Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

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" N P. " 1 15 1 20

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Emery, per quire..... 55 90

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Per lb 22 50

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Kempshell's dis. 40, 62½ per cent
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Each 1 00 3 00

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S. & D., dis. 35 to 40 per cent.
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Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

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Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

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Sargent's, per doz 65 4 00

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" R. H. " 70 " "
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Bench, wood, per doz.... 3 25 4 00
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Canadian, dis. 40 to 50 p.c.

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" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps.

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Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

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Sapolia ¼ gross boxes..... 3 25
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Per lb..... 0 28 0 30

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Discount, 20 per cent. to 25 per cent.

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Wood, English 1 80 5 00
Iron, American 1 35 2 35

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Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
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Steel, dis. 75 p.c. to 75 and 10 p.c.
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Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
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Grind, per ton 15 00 18 00

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Broom " 0 30 0 55
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" Blue ribbon 0 14
" Red cap..... ..... 0 12
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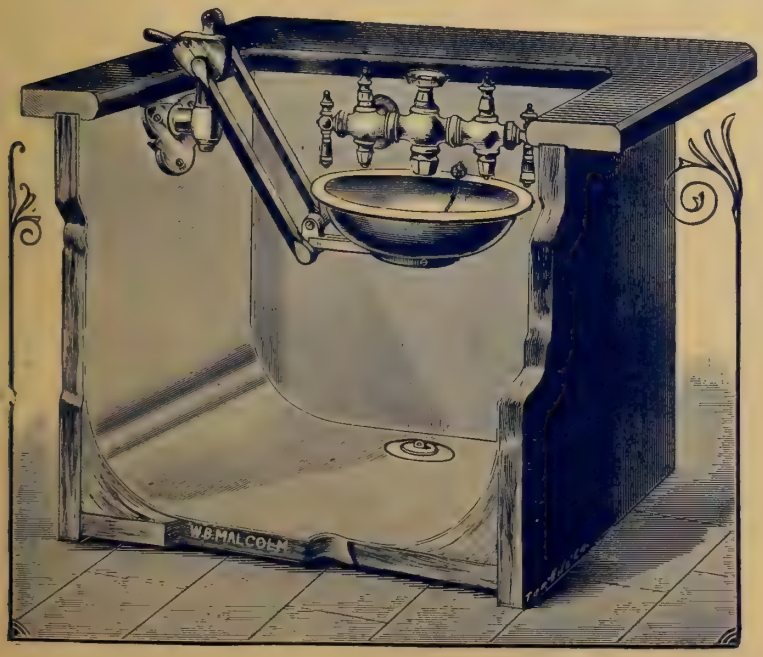
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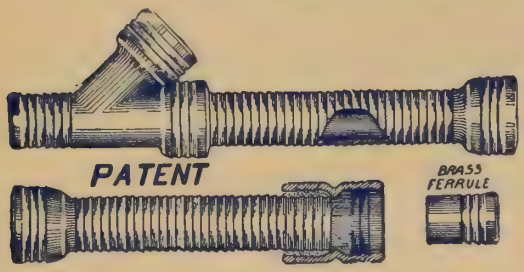
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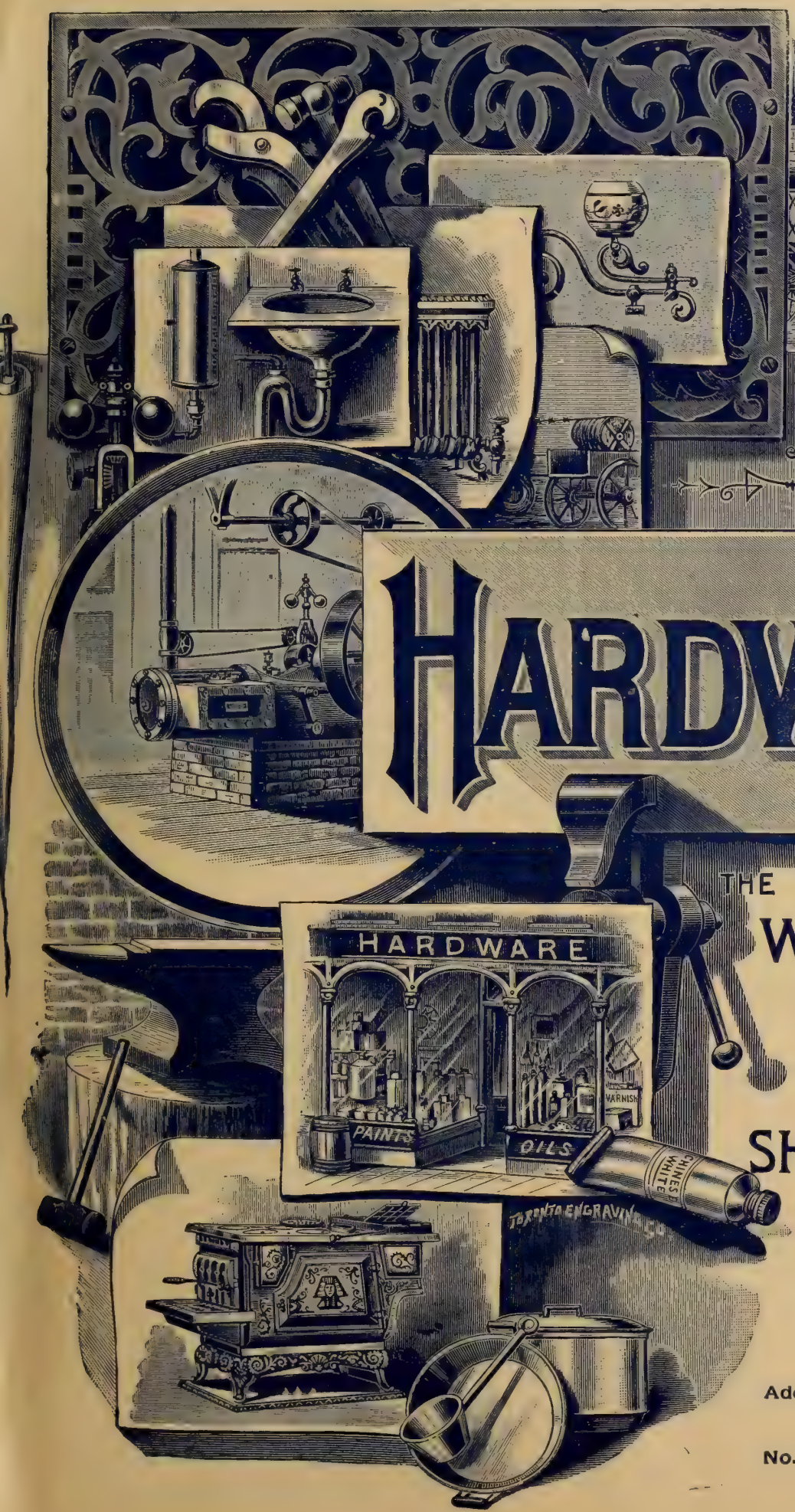
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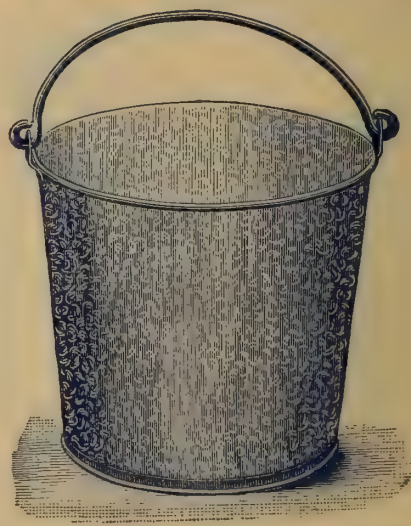
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PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, APRIL 9, 1892 No. 15

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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THIS WEEK'S MOTTO:

Keep thy shop and the shop will keep thee.

The introduction of the gas stove into the domestic economy of this country has not done much for the stove dealers. The gas companies have appropriated the lion's share of the benefit. They place the majority of these stoves, because they can afford to do it at almost cost price. They do not aim at any profit on the stove; where they recoup themselves is in the extra consumption of gas that the use of these stoves will cause. In houses where a gas stove is used gas bills are almost double what they were when gas was used only for lighting. It greatly extends the use of gas, and therefore is a serviceable agency in the interests of gas manufacturers. That is why it is taken up by them and put into the people's houses at prices which it would be impossible for the trader to cope with. The gas stove is as profitable to the gas companies as it is useful to consumers. It is a goose that lays a golden egg. The coal burning stoves it displaces were sold by the trade but the gas stove is not, except to a very limited extent. The gas stove is a loss to the trader.

* * *

Among hardware men in the west there is reported to be a very general desire to sell out. Keen competition, bad book debts and the taking up of retail accounts by little jobbing houses, are the causes to which this feeling of discouragement is attributed. The trade have long been accustomed to sell goods cheap and to sell them on long time, and have taken their chances as cheerfully as possible in the face of these difficulties, but the loss of their best customers to the little jobbing houses is the straw that threatens to break the camel's back. The latter class of traders scour the country for business with leading consumers, to whom they give privileges almost equal to those accorded to retailers, and put the latter entirely out of the race in the competition to get such consumers' trade. Retailers will, it seems, continue to give business to such undermining houses. The trade should stand by those who stand by them. If they did there would be fewer hardware merchants wanting to sell out.

* * *

"Let every tub stand on its own bottom" appears to be the motto which best represents the attitude of wholesalers in this country towards combines among manufacturers. Combines are pretty hard to rivet firmly upon the hardware trade at all events, and any that are established are more self-dependent than those in the United States, where the support of the jobbers, from motives of self-interest, usually braces the footing of the combine very materially. It is recognized that a stable combine virtually makes a close corporation of a trade, and in this respect does the work of the trade guilds of the Middle Ages. A retailer who wishes to get on a manufacturer's list has to get through the eye of a needle, as it were. Nothing short of a positive assurance that he is going into a strictly wholesale trade—and that assurance must take the convincing form of ready and sufficient capital—will avail to get him on the lists of the chief combines among manufacturers to-day. It is as easy a matter to get a tavern license as it is to get upon a manufacturers' list This is what secures for United States combines the backing of the wholesalers as a rule. If there were fewer combines there would be a much larger number of distributors on a so-called wholesalesale scale. The interests of manufacturers and jobbers in maintaining a combine appear to be mutual, but the wholesalers cannot be accused of slavish fidelity to any combine. They do not prefer an increase in the number of their competitors, but they do dislike restriction. Individuality is likely to be extinguished where freedom of action is cramped.

* * *

The current production of plate glass in England has been very considerably cut down as an immediate consequence of the strike at the collieries. That cause would not have been so prostrating, however, if previous competition had not weakened some of the concerns so as to make their recovery from the industrial shock slow and doubtful. There is only one factory in England now in full blast. Two large factories closed down completely and one closed down indefinitely and no advices are to hand of intended resumption. It is stated that if present low prices continue, it is improbable that the closed factories will reopen. Owing to the stoppage of these works the output is reduced at least 150,000 feet per day. This means that a large quantity of plate glass, bought at low prices, will never be delivered. Leading importers here have withdrawn prices in many cases.

* * *

The company which proposes to establish iron smelting works in this province appears to be of the right composition to make a success of the project if it is not unduly handicapped by the drawbacks that have always stood in the way of the development of our own mines. A bonus of $2 per ton granted by the Ontario Government would help to reduce the effect of those drawbacks. That taken along with the duty and the bounty given by the Dominion Government would be a reasonable degree of protection, but not more than enough to meet the competition which a continuance of the present over-production in the United States would bring to bear.

MERCHANTS' TAXES.

The merchants of Ontario will not this year be put on an equal footing with their fellow-citizens in the matter of municipal taxation. Two bills aiming to do them that simple justice were brought before the present session of the Provincial Legislature. One of them, that introduced by Mr. Waters, was withdrawn upon the motion for its second reading, in deference to the sense of the house that it was too radical and comprehensive. The other, Mr. Tait's, was withdrawn on account of the attitude of the Municiipal Committee upon it. It was moderate in its scope, and had the support of the mercantile interests of the province. It was a proposal to amend the Assessment Act by the provision that the capital of any person which is invested in any wholesale or retail mercantile business, and the stock-in-trade, book debts and other assets held for the purposes of or in connection with said business, shall not be taxed, but the income or profits derived from such capital shall be liable to be assessed. Briefly, it proposed to change the basis of merchants' taxes from capital to net income. Two sessions ago a measure to change the basis of merchants' taxes from capital to rental value of premises was passed by the Ontario Legislature. This is known as the Permissive Act. It was rendered inoperative by a provision which made its adoption a matter of local choice. Municipal councils were made the custodians of the merchants' rights, and those rights had to be suspended when votes and a strong and sure source of revenue came up for consideration. Something was gained, however. Before the passing of the Permissive Act both the Provincial Legislature and the municipal councils stood between the merchants and justice. After that measure became law the municipal councils were the only obstacle in the way of equal rights to the merchant.

Grossly unfair as it is to make capital the basis of taxation, it is not so bad as a purely arbitrary basis, one which there is no rule of getting at but the caprice or judgment of the assessor, which is almost certain to err on the long side. Guesswork, with a percentage added, is the real basis on which our merchants have been taxed. If their actual capital had been really the basis, the total revenue derived from them would most probably have been very much less. But why should capital be taxed? In every other application but that of merchandise and manufacture it has long been emancipated in this province. Money on deposit is also supposed to be taxed, but it is hard to get at. Capital, then, unless employed in commerce, manufacture, and rarely when on deposit, is never taxed in this province. Bank stocks, mortgages, bonds, debentures, general securities, grain in transit, the capital of the farmer in stock and plant, are untaxed. Our system of taxation is a rather hybrid one. It was copied in the first instance from that of New York State where all capital is taxed. But it departs from that of New York in its exemption of bank stocks, mortgages, debentures, etc. In these exemptions it imitates the principle that prevails in Europe, where taxation for local purposes is entirely on rental value. No country or part of a country in the world has anything like our merchants' tax. Ontario alone makes a discrimation against the merchant class. The merchant cannot escape it as the man whose money is on deposit can. An illustration, by the way, of the injustice of taxing capital on deposit, is illustrated by a real incident that came under notice. A widow happened to mention to the assessor that she had $60,000 in the bank. It was at once taxed, while of all the rest of the money on deposit in that bank, probably no other yielded a municipal tax. The rich bank directors have the use of it at about 3 per cent. but pay no tax but on dividends.

A differential tax which takes in the merchant class alone is not a less arbitrary and illogical thing than a special tax which would take in only one particular nationality in the community. Imagine all Englishmen required to pay a tax on their capital, while the capital of Irishmen, Scotchmen and all the rest would be exempt. Which class is selected is immaterial. It is as indefensible in one case as in another. Nationality is as rational a principle of selection as occupation. Nor do extra privileges go with extra burdens. The real estate class have the privileges, though they pay only on the value of the land and premises. If a trader fails with the goods of a wholesaler on his shelves, does the wholesaler who pays taxes both on his premises and his capital have any special protection? He does not. On the contrary, he must look on while the landlord exercises his preferential right of distraining for rent on the very goods the wholesaler is a creditor for. The business man has no extra vote in virtue of his taxes on capital.

The country merchants suffer most, for their tax on realty is most generally on their own capital, as they are most usually the owners of their own stores. Take the instance of a man who has $10,000 capital to start with, and uses this to buy a lot and erect a store: To get the money to buy a stock of goods he gives a mortgage on his realty as security for a loan of say $8,000. Such a man pays a tax on nearly twice this capital. He has a capital of $10,000, but pays a tax on $18,000.

The personalty tax is absurdly unequal, because it rests upon the very irregular stratum of human veracity. Take three merchants, A, B and C, in the same town, doing a business of equal magnitude. A lives sumptuously and just manages to hold his assets and liabilities in a state of chronic balance. He candidly shows the condition of his affairs to the assessor, and is credited with having no personalty to assess. He therefore escapes the tax. B is a shrewd, economical business man, and has all his stock paid for, but being something of a liar, he professes to have a very small margin of the stock to call his own. His personalty tax is accordingly a small affair. C is a thrifty, frugal man, making money fast, and the assured owner of every cent's worth in his business. He is a very honest man, and owns up to the property he has in the store. That man bears the full brunt of the personalty tax. The knavish and the improvident trader escape, but the honest and prosperous man is caught every time. And C gets no more benefit from the municipality than A or B does.

A grocer and a millionaire live on opposite sides of the same street. The capital in the grocer's store is heavily taxed, but is the capital in the millionaire's house? It is not. The grocer is trading on a capital of $5,000, while his wealthy neighbor has works of art and costly furniture within his house to the value of $100,000. But the struggling capital is what is taxed. Yet who gets the special privileges when they go round? If the family in the mansion leaves for the seaside the police department is asked to have a man constantly near the house to protect it and the untaxed property it contains. The request is graciously granted. If the grocer, who pays a heavy tax on the premises and an unjust one on his capital, presumes to ask such a favor, he is chided for his effrontery. In Ontario we follow merchandise with taxes as if it were a proscribed calling. The carter who draws goods from warehouse to station must pay a tax on his lowly business, but the class of people who deign to wear the streets out with their carriages in pursuit of pleasure pay no tax on the capital they have in horses and carriages. In Philadelphia everything is the other way. The exemptions are in favor of the small owner of furniture and horses.

PURCHASING POWER.

Is your dollar as good as any other man's? Maybe it is and maybe it is not. A dollar is a hundred cents anywhere, no matter in whose hands it is, but some men can make it do a hundred and ten cents' worth of buying, while others can make it do only ninety cents' worth. There are more possibilities in the mere application of money than are dreamt of in some merchants' philosophy. There is close analogy between "purchase" as used in mechanics and as used in business. The money gives the medium and

basis of leverage, the force laid out depends upon the agency which is handling it. A hundred pound man at the end of a crowbar in position will not raise as much as a two-hundred-pound man on the same lever. Money has a relative as well as an absolute value. This is illustrated in the differences of result attained by equal amounts in different hands. With one man ten thousand dollars will vanish to zero in five years, with another it will grow to fifteen thousand dollars in the same time, and all the conditions may be equal between the same two men, with the exception of the disparity in their buying ability. One man applies his money to the market as an engineer applies force to matter, with an eye to the maximum of effect with the minimum of energy. Another lays out his money as if he were simply making an exchange, instead of buying. There is usually a vast difference in the total result at the end of a lifetime. Buying is something more than converting money into merchandise.

A dollar can be made go farther just now in the grocery trade than it could a year ago. The balance is on the side of money as against merchandise; usually it is, of course, but is much more so now than it commonly is. Hence, the present is a buyers' market. Prices rule low on the general average and distribution is divided up. The retailer has therefore advantages that he cannot afford to ignore. If he does, his competitor will not, and the local balance of trade will shift to the competitor's side. If A can go into a wholesale trader's sample room and buy a certain grade of article at 16c., B has himself to blame if he buys the same description of goods from the same wholesaler at 18c. It is not desirable to depress prices unduly, but it is material that each man should look out for the lowest that anybody else can secure. It is by attending to this that the tendencies of competition can be withstood.

A trader may have a special point of vantage as a buyer, in his readiness to pay spot cash every time, in his ability to place large orders, in his knowledge of the market, in his judgment of quality and value, or in some other strong point. Competitors who have no distinguishing strong point as buyers must usually pay higher—sometimes considerably higher—prices than he does. Perhaps it ought to be thus, that every man should get the benefit of his own gifts or resources, but less favored competitors cannot allow themselves to be handicapped. They can make a specialty of close buying as a matter of principle, and should never capitulate to a quotation till they find out if they cannot better it. They should remember that no matter how unequal retailers may be in the eye of sellers, they are all equal in the eye of buyers, and it is the buyers who lay on the level. The smallest retailer must sell at the lowest price his big rival chooses to fix, and the smallest retailer should get all he can get in the way of concessions.

ARTISTIC HARDWARE.

To the uninitiated it would naturally seem the height of absurdity to look for art in a hardware store, and justly, for 'midst the varied assortment of hay rakes, cut nails, ploughs and cook stoves one would scarcely imagine that art would find a home, notwithstanding, it is a fact, that no higher elegance of artistic effect is attained in any line of art metal works than in the hardware as used for building purposes. It is only within the past few years that decorative metal works has played any part in the line of hardware, but in these few years great progress has been made, until to-day the designs wrought or molded in metal for builders' hardware are such that at no time in the world's history has metal ever taken to itself such forms of beauty and grace, and the artisan may be proud of his work whether at the anvil or in the molding room.

There is a cause for this remarkable advancement in this particular line, and it is simply this: Year by year the people gain in knowledge and wisdom, education is becoming more widely extended scarcely a man or boy but can read and write, and throughout the world civilization is extending, ideas are broadening and necessarily art is being more understood and appreciated. Each and every mortal has in his or her anatomy a love for the beautiful. Even the lowest possible stage of humanity has an inner consciousness that throbs at the sight of the artistic. Education simply tends to warm this spark into life, and it is a safe statement to make that no higher appreciation of the beautiful ever existed, since Adam worshipped Eve in her loveliness, than exists to-day in the civilized world. The designer, the manufacturer and merchant have appreciated this fact, and hence our present excellence in artistic hardware.

No more graceful school of design ever existed than the Italian Renaissance, and to-day we find this school adapted to knobs, escutcheons, hinge straps, etc., in gold and silver plate, in bronze and brass. The old-style gothic is scarcely seen in the present day, except in the cheaper grades of goods for tenement house trim. The Elizabethian, Moorish and Romanesque styles, while still in use, are not so common, although the Romanesque, combined with the Byzantine, is often seen while seldom used separately in either case, as these designs, unlike the Renaissance, are simply a repetition of a leaf, or series of leaves, with intertwining stems. The Colonial school of art, while a great deal more modern, like black clothes, is rather a rock to fall back on when other styles fail. The Colonial design is popular from the fact of its simplicity and plainness, but on this account it is used, as many of our buildings, and in fact most of them, are constructed on a style of architecture that forbids the employment of more elaborated designs. This fact is, bye-the-way, too often overlooked in the selection of trimming. It is an easy way to get over the work of hardware selections to say to the contractor or carpenter, as the case may be, "Select a nice design of trim and have it finished in old copper." This is very simple and the trouble is reduced to a minimum, but, let us look at the house when it is finished and how the "goods fit the job." The general style of the house is Colonial, the woodwork is dark black walnut, mahogany or antique oak. The trim selected is of the Renaissance school of architecture, the finish old copper; the result, is a building trimmed throughout with an expensive design and in a finish so nearly resembling the wood in color that it is difficult to distinguish the door knob from the door panel, it may all be likened unto a Zulu savage dressed in a brown silk suit, that is skin tight. It is a question of where the Zulu commences and suit ends.

It is a common mistake, also, to trim a house finished in dark wood with black iron, or more properly speaking with Bower-Barff hardware, Take for instance a pair of front doors made of black walnut and trim them with black iron knobs, escutcheons, hinge plates, etc., and the effect is all thrown away, while if the doors were natural oak the effectiveness would be obvious. The Bower-Barff finish is becoming very popular, especially for exterior trimming, and no finer effect is to be had in hardware application. Iron has the effect when used that no other metal produces. In the first place, iron is the symbol of strength, while fashioned in the manner that it is for this purpose, it combines with the former effect gracefulness and a softness that is not found in any of the other metals. In selecting the ornamental hardware taste and experience are necessary. In selecting the other hardware a mechanical knowledge is all that is required. The carpenter may select the locks, the butts, sash-fasts and various other smaller trim, as he is thoroughly acquainted with the details of thickness, bevel, hand, etc., etc., but the escutcheons, knobs, hinge straps and other ornamental trim should be selected by the owner and architect. Personal selection of the hardware is the only correct way to attain desirable effects. It is a very poor plan to allow the specification to be drawn up in such a way that the application of the artistic trimming is left to the manufacturer.

Ornamental trimmings play just as important a part in house-fitting as does a collar and scarf on a man. The front door of a building is always in sight, and though it might seem overdrawn to say that the front door effect is the effect of the building; nevertheless, the artistic effect of the entrance doors cannot help but impress the passer, and the judgment of the interior is more or less affected by the exterior appearance. The old saying that "beauty unadorned is beauty in its highest sense" may apply in a few cases, but it does not apply to front doors. No greater metamorphosis can transpire than in the case of a pair of entrance doors on which the ingenuity of the painter and hardware man is allowed to be applied, a little taste and the expenditure of say $25, will, when applied to front doors have the effect of changing the entire appearance of the building.

The field occupied by ornamental hardware is constantly widening and without any appreciable limit as to the extent. The blacksmith at his forge, the designer in plaster, the carver in wood and the molder at his bench are each and all contributing to the advancement of this particular line. In the shops of the hardware manufacturer of to-day are employed men who represent art in its highest sense, as the products which we daily meet are evidence, and each day brings forth results in metal working that lead us to believe that the possibilities in this line are almost limitless. Then again competition has so lessened the cost of artistic trimmings that there is no excuse for the soul-harrowing effects of hardware application which are still occasionally met with.

THE LATE MR. MARK SAMUEL.

We announced in our last issue the decease of Mr. Mark Samuel, in London, England, as reported by cable. His death removes one of the very few of the old school of Canadian merchants remaining with this generation. An Englishman by birth he came to Canada in forty-eight, and established himself at Montreal in the fur business, of which he had a prior knowledge. Subsequently, on the construction of the Grand Trunk Railway, he was induced to engage in the metal and hardware trade. He then associated with him his brother Lewis, under the style of M. & L. Samuel. A branch was opened in Toronto in 1856, but during the panic of the following year, with a view of concentrating their forces, the business was entirely removed to this city. In '62, in order to furnish additional facilities for conducting the rapidly increasing trade, Mr. Samuel went to Liverpool and opened an office there. Although for some years a resident of that city, he paid periodical visits to Canada, and finally retired from active life in 1880, when the personnel of the firm underwent some change. Two sons, members of the present firm survive, one residing here and the other in Liverpool.

The subject of our sketch was universally regarded as a gentleman of marked energy and strict integrity. In an extensive commercial and social circle on both sides of the Atlantic, he obtained that consideration which a kind heart ever gains, and his many friends were attached to him by sincere esteem and ready recognition of his merits.



THE LATE MR. MARK SAMUEL.

KEEP WITHIN THE LIMIT.

Clerks in a store should remember that the way to amass a competency is to keep their expenses lower than their income. A few dollars saved each week or each month is that much better than being overdrawn ten cents. Do not be in too much of a hurry to get rich. Establish and maintain a good reputation, and by fair means manage to salt down a little every pay-day. The time may come when your good name will help you out at the bank or with the wholesaler when you are sufficiently educated to go into business for yourself, for no man is competent to engage in business on his own account until he has served an apprenticeship. The first question the jobber will ask when credit is asked for, "What's his reputation." This will cut more of a figure than the amount of your capital.—Ex.

KEEP ON TIME.

An exchange is of the opinion that if all the money lost through delays in giving orders could be gotten together in one pile, the aggregate would make a good round sum. We all know full well that tardiness in purchasing stock has cost us much money, and yet, somehow or other, we never manage to keep on time in this respect.

Travelling salesmen say it is an every-day occurrence to find some of their customers so nearly out of a certain article that it is impossible to get a fresh supply in on time to meet the requirements of the consumers. A salesman tells of an instance that aptly illustrates this point. "My customer," said the salesman, "had quite a run on a certain brand of goods. I never called upon him when his stock was full. I urged upon him to always send in his order when he saw he was running short, and even went to the trouble of writing out blank orders. It did no good. His customers would call only to be disappointed, and would therefore go some place else for the next desirable brand. The last time I called there he complained bitterly about the loss of some of his best trade."

There is more in this than may appear at first sight. Buyers are sensitive, and when they think that the dealer is ignoring them they hasten to some other store. The dealer himself would not long patronize a house that did not look after his interests. A little promptness always saves trouble, even if it don't retain a customer. Every dealer understands that it is not always possible to fill an unusual order the day it is received, yet some of them seem to work upon the plan that to keep a customer waiting several days would indicate to him that they are doing a rushing business. The customer don't regard it in that light, however. It works against the interest of both wholesaler and retailer to keep a customer waiting when it is possible to be prompt. Only the houses that are regular in their methods do a large business for any length of time.

In your advertising never lose sight of the people you are addressing. If you wish to reach the so-called great middle-class, the cheap trade or the millionaire trade, whatever your purpose is, remember that the advertisement, to pay, must be along the lines of taste, ideas, interests. The trade of your store, if you have been in trade long, will assume a certain character. If you are in a country town, carrying a general assortment of merchandise and pretty nearly the same lines as all the other dealers have, your advertisements should be made up of special offers which your shrewd buying has brought to your net. Never let the tendency of your advertising or your buying be downward. Have your sales-people always impressing the fact that a good article is the better investment. When you induce a customer to buy a better article than she intended you will be more likely to have her praising you and your goods than if you sell her a cheap thing, and it only does what it really should do—its duty according to its cost.

Every line of goods embodies a history and a cience worth years of study to understand.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

AGENTS IN CANADA FOR

Joseph Elliot & Sons', Sheffield Eng.,

Table Cutlery, Razors.

The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

To be had of all Jobbers and Dealers in Sporting Goods.

JAMES BALDWIN & SONS,

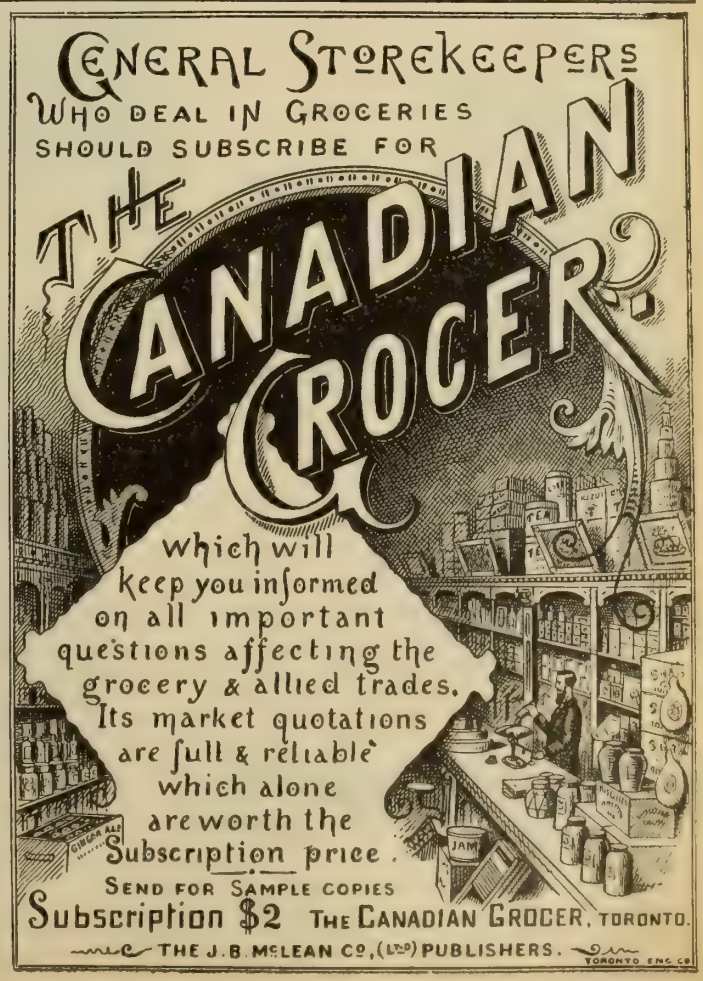
ORIGINAL MANUFACTURERS,

Morville Street, Birmingham, Eng.

Agent:--W. H. JAGGER,

24 Front Street West, TORONTO.

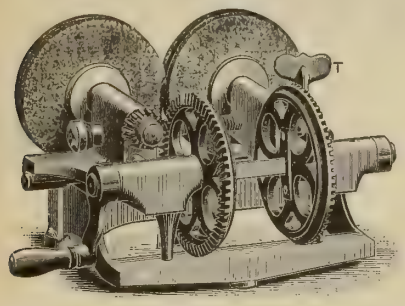
Price Lists and Samples to the Trade Only.



NEW GOODS.

THE UNIVERSAL KNIFE SHARPENER.

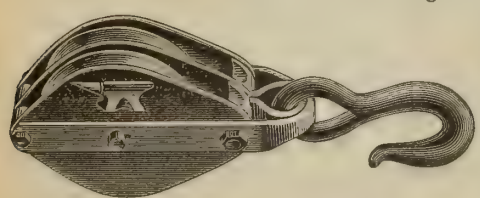
For sharpening knives used for cutting flesh, leather, cloth, rubber, cork, etc., the machine here illustrated is in strong request. It grinds both sides of the knife simultaneously, leaving no feather edge to prevent a clean cut. It is adjustable for bevels of any desired angle. Table knives may be ground to a good cutting edge without affecting the



plating or finish more than one-sixteenth of an inch from the edge. Three-fourths of the substance of the wheels can be utilized before becoming unfitted for use. Should the wheels become injured by use they can be put in perfect order by using the emery brick, which, with direction for using, is furnished with each machine. For hotels, boarding houses, restaurants, markets, etc., it is very valuable. Patented Oct. 20th, 1891. Manufactured and sold by the patentee, Wm. H. Brown, 81 Mechanic street, Worcester, Mass.

"ANVIL" WROUGHT IRON BLOCKS.

Surpless, Dunn & Alder, No. 97 Chambers street, New York, general agents for the "Anvil" brand tackle blocks, report many inquiries for a wrought iron block at a moderate price, to be used where blocks with wooden shells are unable to stand the rough



usage required. Heretofore the high price charged for wrought iron blocks has interfered with their introduction for general use. In response to the increased demand they are placing on the market their new "Anvil" Wrought Iron Blocks with loose hooks, as illustrated in the accompanying cuts. These blocks have wrought iron hooks, straps and



shells; the straps run the entire length of block and the strain is thus suspended on the straps. They are but a trifle heavier than wooden blocks of the same capacity, and there is no danger of splitting the shells, etc. Size 10 inch and larger take the same size rope as thick mortise wooden blocks. They are particularly recommended to contractors, railroad companies and machine shops, and the price places them within reach of all. Inquiries and sample orders are solicited. Surpless, Dunn & Alder have recently taken some very good orders for these goods from dealers in Canada. The success already achieved promises greater success in the future.

THE KEY HOLE GUIDE.

A simple invention has been patented under the name of a "key hole guide," which will be of considerable benefit to those who have experienced the difficulty of finding the key hole after dark, or even in the day time if one happens to be shortsighted. The invention enables anyone to place the key in a lock at once, without groping or search, and is adjustable to any style of lock or simple escutcheon.

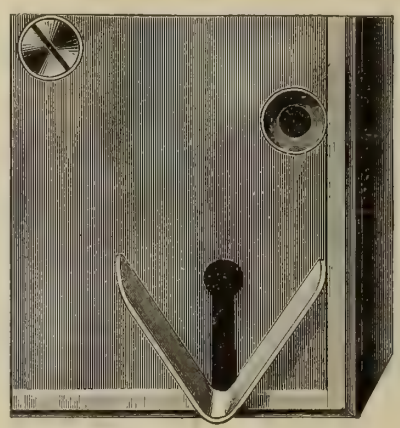


Fig. 1 shows a section of lock with adjustable guide, which can be reversed for either right or left hand lock.

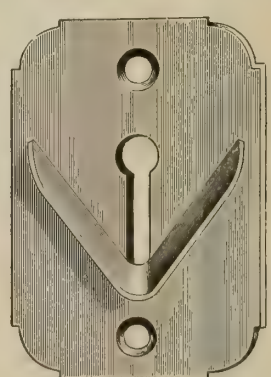
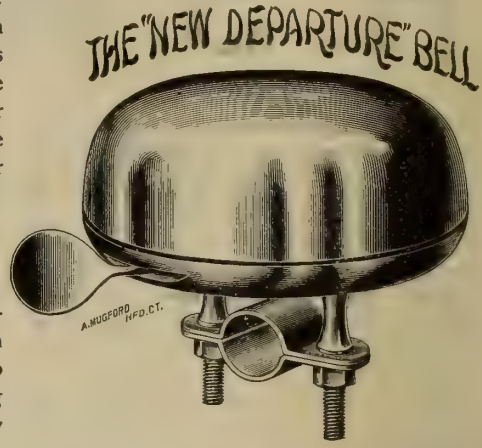


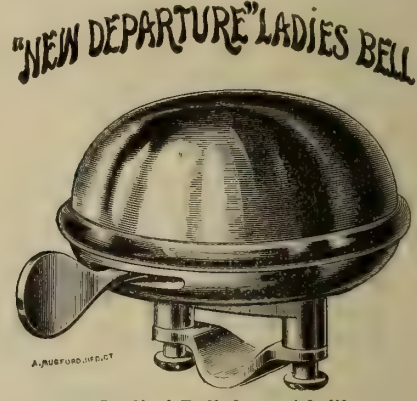
Fig. 2 shows it on escutcheon. It is also made in various ways to fit any escutcheon at present in use, and can be attached without difficulty. It has been patented in Canada and United States by the inventor, Mr. C. N. Holdenby, 134 Bay street, Toronto. Mr. Holdenby is open to offers for the patent, either for Canada or the United States.

THE NEW DEPARTURE BICYCLE BELL.

This bell is rotary in its action. A pressure of the lever winding a spring and operates the little hammers in one direction, while the action of the spring alone operates

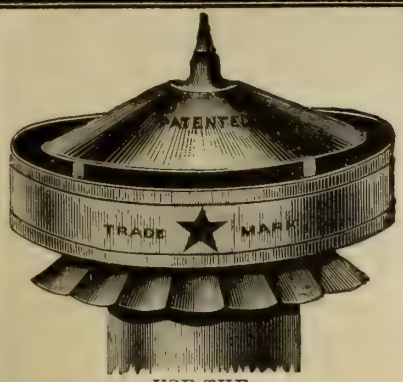


not only to return the lever, but to ring the bell while the lever is being returned by giving a double electric ring, partially automatic, and without any winding, etc. The hammers are anti-friction, striking a lug cast on the inside of the gong, rebounding and passing by each way, giving a clear sharp



ring. The Ladies' Bell, herewith illustrated, embodies the same principle. Both the "New Departure" and Ladies' Bell are made by the New Departure Bell Co., Bristol, Con.

A circular has been issued by the United States Treasury Department modifying the existing regulations regarding the transit of goods in sealed cars from one point in Canada to another point in Canada, by way of the United States, so as to no longer require a full statemeent of values in the triplicate manifests. The instructions contained in department Circular No. 68, of May 2 1884, is modified so as to read as follows: "When cars from Canada arrive at a frontier port of the United States duly secured with Canadian seals, manifests or invoices in triplicate showing the character of the merchandise in said cars and its quantity or weight, shall be filed with the Collector of Customs, who will, if there is no reason to doubt that the manifests contain true statements of the contents of the cars affix to such cars the seals prescribed by the Customs regulations, and allow the same to go forward. One copy of each manifest or invoice will be retained for file in the Collectors's office; one copy will be sent by mail to the Collector at the port of exit, and one copy will be delivered to the conductor of the train.



—USE THE—
STAR * VENTILATOR
For the VENTILATION of
Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Send for our book on Ventilation.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,

GANANOQUE.

GLOBE FILE MFG. CO., Port Hope, Canada.

—MANUFACTURERS OF—

FILES AND RASPS

OF SUPERIOR QUALITY.



Capacity 600 dozen daily. We manufacture everything from a small Dental File to a 16 inch Bastard or Block File. Every File Tested and Warranted equal to the best imported. Write for Prices.

TORONTO WAREHOUSE, 74 YORK ST. MONTREAL WAREHOUSE, 432 ST. PAUL ST.

Eureka Steel Head Garden Rake.

PATENTS APPLIED FOR.

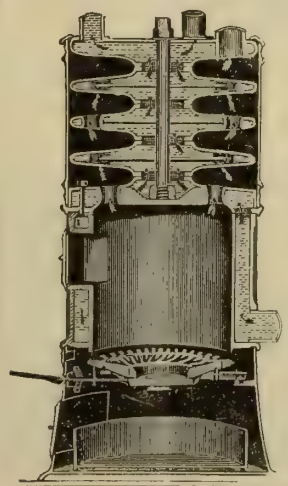


The Head is stamped from a Solid piece of Extra Double Refined Silver Steel and consequently is much stronger than any other Rake now on the Market.

SEND FOR PRICES.

MANUFACTURED BY

JAMES ROBERTSON & CO., - TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS

MONTREAL.

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,
AGENT.



Two Ply Twisted Fence Strand, and Galvanized Fence Staples.

Oiled and Annealed Fence Wire.

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

Write for Catalogue and Price List.

TRADE CHAT

The Safety Barb Wire Co., is applying for incorporation, with headquarters at New Toronto, York, Co., Ontario.

Some one stole a cheque signed in blank from the office of A. Smith, hardware merchant, Stratford, on Saturday.

W. H. Thorne & Co., wholesale and retail hardware merchants, St. John, N. B., have been burnt out, but are fully insured.

Lloyd's bonded warehouse in St. John, N. B., was partially burned on Monday. There was considerable loss on goods.

The Hamilton moulders' difficulty shows no change. Bowes, Jamieson & Co. have started up their foundry with a small force, the majority of whom are boys.

D. Ricker is putting up an implement warehouse at Nesbit, Man., which he will conduct in connection with his general store.

The Waterous Engine Works Company, of Brantford, are manufacturing a portable grist mill for shipment to the Peace River district.

Frankel Bros., metal dealers, George street, Toronto, have bought out the stock of the Toronto Mill Stock and Metal Co., River street, and will continue dealing in assorted rags and papers, in connection with their present business.

Mr. W. R. Hobbs, of the Hobbs Hardware Company, London, has been appointed a director of the Ontario Loan and Debenture Company, in the place of the late Alexander Johnston. The well known business ability of Mr. Hobbs will make him a valuable addition to the Board of the "Ontario."

G. D. and Chas. A. Smith, who carried on business as tinware and hardware dealers in Brandon, Man., have dissolved partnership.

Travellers who have been north the past ten days report an improvement in trade. Good orders have been booked in Barrie, Orillia, Collingwood, Meaford and Owen Sound.

McMahon Bros., hardware merchants, Kingston, Ont., were put to considerable inconvenience on account of their safe refusing to open. The safe which was locked for five days, the combination refusing to work, was opened by A. R. Brock, Friday morning, after half-an-hour's labor.

The British Columbia Iron Works Co., held its first annual meeting on the 25th of March, and declared a dividend of 10 per cent., and the capital stock was carried to $250,000. The old board of directors consisting of Messrs. C. D. Rand, J. W. Campion, J. E. W. Macfarlane, Hickey and Pollock were re-elected unanimously.

The Mercer Co., has been incorporated with headquarters at Toronto, with a capital stock of $180,000. The Company is composed of T. W. Dobbie, F. T. Mercer, J. S. Mercer, T. D. Mercer, F. C. McDowell, T. W. Anderson and M. S. Mercer.

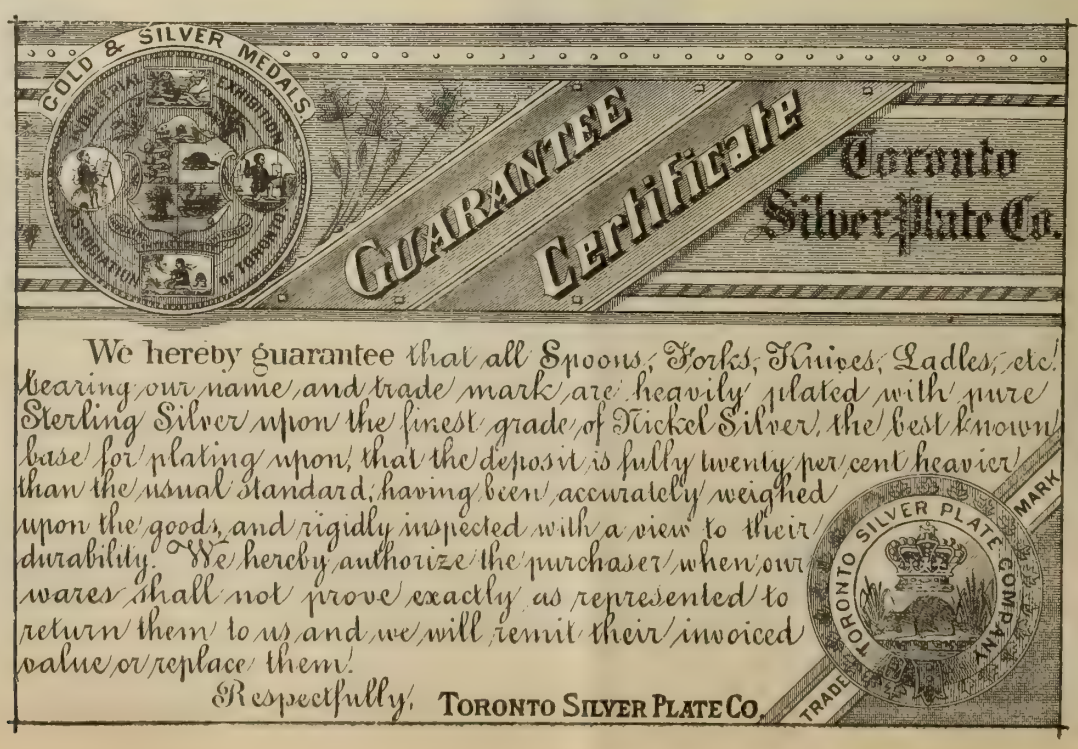
The Cleveland Iron Trade Review, one of the best papers of its class, is edited now by Mr. Alvin Findlay, a former writer on the Philadelphia Press. The retiring editor of the Review, Mr. W. M. Day, devotes himself entirely to the affairs of the Cleveland Printing and Publishing Co., of which he is president.

George Harriott, of Toledo, has written to Secretary C. R. Smith, of the Hamilton Board of Trade, in regard to the prospects for opening a bicycle factory there. Mr. Harriott was 11 years in England, and three in Toledo. He is now desirous of extending his business into Canada, as the 35 per cent. tariff keeps his goods out of this market to a certain extent.

It is sixty-two years since the firm now known as Aikenhead & Crombie started a hardware business on the corner of Yonge and King streets. In 1830 the firm name was Ridout Bros., afterwards changed to Ridout, Aikenhead & Crombie, later still Aikenhead & Crombie. To-day the old corner knows them no more. They have moved to 6 Adelaide street east.

Letters patent have been issued incorporating William Ridson and John Ridson, hardware merchants, John Baird, John Farley, and Amelia E. Brotherhood, all of the City of St. Thomas, James Forbes Sangster, Florence, Alfred Maybee Diamond, Belleville, for the manufacture and sale of the "Kitselman Wire Fence Machine," the manufacture, sale and putting up in all parts of the Dominion of Canada, of the "Kitselman Wire fence," the sale of territorial rights for building the said fence, the manufacture and sale of all kinds of useful and ornamental caskets and other articles made from wire —by the name of the Ketselman Wire Fence Co, (Lt'd).

A certain storekeeper in Richmond, Ind., with some knowledge of electricity and considerable ingenuity in getting up window attractions, recently constructed an electrical fly-catcher that is unique. It consists of a small induction coil, giving about a quarter-inch spark, with a couple of cells of battery and a series of fine wires strung on board, very much as in the musical instrument called the zither. Each alternate wire is connected to a terminal of coil, and the sliding regulator so adjusted that the spark will not quite strike across between wires until an unlucky fly alights on one wire, when the projecting body receives a spark, and the victim takes a header between the wires and leaves the field clear for the next comer.—Mixed Stocks.



THE TORONTO LEAD AND COLOR COMPANY, LIMITED

Manufacturers of

Pure Prepared Paints,

Mixed Ready for Use.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson,F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

REFRIGERATORS OF ALL KINDS.



Manufactured by KNOWLES & NOTT, Brantford, Ont. Write for Catalogue.



BROWN & CO.,

Manufacturers of

Square and Hexagon HOT PRESSED NUTS.

PARIS, ONT.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists.

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

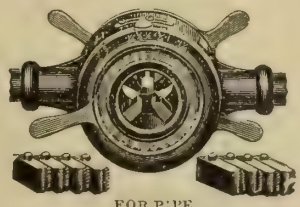
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

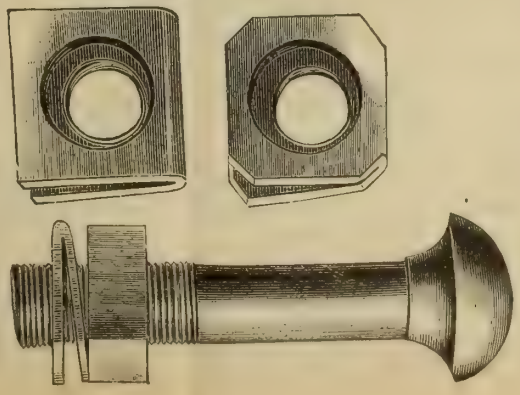
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

AN ELEGY IN A COUNTRY STORE.

Sit down a minit, Mister, an' write a line or two,
An' let me tell my story—you'll say it's sad though true ;
But some things hez their bright sides as well as darkest shades,
An' clouds are never brighter than when the sunlight fades.

There's trouble, disappointment an' trials all through life,
An' tho' yer peaceful-minded yer bound ter hev some strife ;
But settle at four cross-roads an' keep a country store,
An' ye'll find yer troubles greater than e'er they were before.

But, 'scuse me, I'm a wanderin' a little off my text,
An' if ye'll tell yer paper when yer a writin' next,
How old Hank Smith of Johnsville was hooked an' done up brown,
Ye'll do a wondrous kindness to every country town.

I've kep' a store in Johnsville nigh onto twenty year,
An' every man an' woman to my old heart is dear,
I've paid what's due of taxes an' helped ter make the town,
An' many a totterin' farmer I've kep from breakin' down.

My bizness wos progressin', an' though my wants were few,
I couldn't lay a surplus by, as some I know well do—
Like old Ben Jones, the Deacon, down on the township line,
Who owns three hundred acres, the finest of the fine.

One day a deputation of farmers came to town,
An' called on me to offer their trade an' spot cash down ;
They'd writin's, papers, letters, rules, by-laws an' the like,
Just like the honest workmen, preparin' for a strike.

An' Deacon Jones was leader an' read the rules to me,
An' Rodd of Township Logan, he of Concession Three,
Got up and painted to me the glories of the deal,
An' like a fool I signed it—they stamped it with a seal.

I was to get the business of a hundred farmers sure,
On only ONE condition—'twas simple an' secure—
That I should sell them freely, for cash, you understand,
There goods, an' only charge them—a twelve per cent demand.

They said they'd buy all goods from me and pay me down the cash,
An' that the other merchants here would all go plunk to smash,
That I would do a roarin' trade an' make my money fast,
An' all my neighbors would get left for robbin' in the past.

I signed the paper as I said—they stamped an' sealed it too—
An' smilin' left my little store—that day I'll always rue.
At first they swarmed into the place an' ordered goodly lots,
Looked at my bills, put down the cash, an' grinned like idiots.

But Roberts 'cross the road from me, who'd kicked the whole gang out,
Cut sugar down below my cost, which raised a deuced shout,
An' Brown, up near the market, sent out a card to say,
That "Patrons or no Patrons," who had the cash to pay,

Could get what good's they wanted at less than Patron price—
He put his prices lower than for living would suffice.
An' every store around me, both in our town an' out,
Was cuttin' things below me, of that there was no doubt.

I kind er felt uneasy to see such tricks be made,
An' knew that I was losin' each blessed day more trade,
The Patrons seemed to vanish and leave no trail behind—
My neighbors was asmilin'—they didn't seem to mind.

An' then my trade in town got mad an' passed my store each day,
An' bought their goods from "Hustler" Brown or Roberts cross the way.
They wouldn't deal, they told me so, with any man who sold
To greedy men of wealth like Jones, for twelve per cent. of gold.

The Patrons didn't seem to come like once they used to do,
An' I began to see that things was gettin' mighty blue,
My business got into a mess, my bills could not be paid,
The wholesale house got dunnin' me—said "payments must be made."

I wondered what the matter was, an' couldn't make it out,
Until one night I met old Jones ('twas him without a doubt),
Aloadin' up his democrat in front of Brown's old stand.
I tumbled to the racket then—I saw the rascal's hand.

That night when I got home again I read the writin's through
To see just what the bargain was, an' what we had to do.
'Twas clear as daylight now to me—I'D BOUND MYSELF TO SELL,
While they had not agreed to BUY, except it suited well.

An' when my prices seemed too high, though I was sellin' straight,
They either went to other towns or came at night quite late,
An' bought what goods they wanted from Roberts or from Brown,
Who worked together, strange to say, to beat my prices down.

I knew then just how things would go. I knew it, though too late,
That I was bound to clean bust up as sure as fate is fate.
I couldn't buck agin Old Brown, an' Roberts too was rich.
While they were making money, I was nearly in the ditch.

Next mornin' I hung out a card, with letters large an' red,
An' told the public—as I thought the Patrons was all dead,
An' that, though I was near the same, I'd drop the whole gang hot
An' sell my goods like honest men—I'd do it or be shot.

An' Mister, say, when you reach town, jest tell yer printer-man
To write an' show the merchants how they work their little plan.
An' if you'll only tell 'em straight, I'm sure you'll have success
An' many a trustin' brother will pause, an' think an' bless—

HEC. SECORD.

MONTREAL TRADE CHAT.

Wm. Jenks, the iron founder, of Sherbrooke, Que., was in town last week.

The asbestos mines at Black Lake, Thetford, will begin operations about the 15th inst.

William Johnston & Co. have moved into their new premises on Mill street and are sending out large orders.

The cellar of Macarthur, Corneille & Co. is flooded to the height of three to five inches, owing to the sudden rise of the river.

Operations at the mica mine, in the township of Wakefield, are becoming lively. There are about thirty men engaged at the mine. About two tons per day are being turned out. The quality is good

W. Cottingham's new store looks fine just now, as all the repairs are finished. Mr. Cottingham also reports business good, and says he is shipping a large lot of stuff to the west, now that the summer freights have gone into effect.

Mrs. Walter Grose died very suddenly on Sunday. She had been with her husband to Douglas Methodist Church. On the way home, accompanied by Mr. Grose and Mr. Seybold, she stopped, fell and instantly expired. Mrs. Grose was the daughter of the late Major John Smith.

PERSONAL APPEARANCE.

Said one of Boston's thrifty business men the other day : "Do you know that I attribute a great part of my success in life to cleanliness? Cleanliness is next to godliness, but it must also be considered as having something to do with our material prosperity.

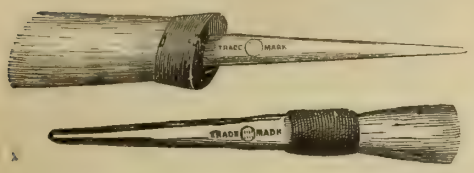
"Why, I never think of meeting a business acquaintance for the purpose of talking over our commercial relations without first getting a shave and putting on a nice Prince Albert coat that I keep especially for occasions of that kind.

"Personal appearance has a great deal to do with our associations with our fellow men. If you walk into the presence of a merchant in a slipshod manner, with your coat unbuttoned and covered with dust, he immediately says to himself: 'This man doesn't amount to much.' It makes little difference to him how well posted you may be on the matters which have called you together, he cannot subdue the thought that you are hardly the person he wishes to confide in.

"People may ridicule a sentiment of this kind as much as they like, but I can tell you, my boy, there is more to this question of neatness than you imagine."

There is doubtless a good deal of truth—yes, a very great deal of truth—in the above observations ; but we have known—and do know—business men who pay little attention to their personal appearance, and yet are eminently successful. The exceptions probably only go to prove the general rule.—New England Grocer.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



TORONTO, Nov. 6th, 1891.

W. H. JAGGER, ESQ., 24 Front Street West, Toronto.

DEAR SIR,—We have used Messrs. Hamilton & Co's Painter's Brushes for some time past, and find them very satisfactory, both as affecting the questions of quality and durability.

Yours truly, ELLIOTT & SON.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."

BRITISH SHEET GLASS
P.B.

These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

THE BEST English Sporting Gunpowder

USE THE

"ALLIANCE"

PRIZE POWDER.

— Made only by —

Pigou, Wilks & Laurence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from

Frank S. Taggert & Co, Toronto,
The Hingston-Smith Arms Co., Winnipeg.



BAR-LOCK TYPE WRITER.

The Best Machine on the Market.

Secures visible writing, permanent alignment, automatic paper feed and ribbon reverse, great speed and manifold power, with easy manipulation and control of machine, etc.

A. M. COLQUHOUN,

AGENT FOR

TORONTO AND WESTERN ONTARIO,

TELEPHONE 181.

71 Adelaide St. E., Toronto.

THE

SWIFT

Safety Bicycle

has been produced with the view to raise the English Wheel from the **DEAD LEVEL OF GOOD** to a position of **UNQUESTIONED SUPREMACY** when viewed either as simply a Road and Racing Machine, or as a specimen of modern art and workmanship. It would be impossible to include in this advertisement a list of its advantages and superior qualities, but on application we will mail Illustrated Descriptive Catalogue free, or our Sales Show Rooms exhibit the Bicycles and fully explain wherein lies the points of special merit. Address

FRANK S. TAGGART & CO.

89 KING ST. WEST, - TORONTO, CANADA

MARKETS

MONTREAL MARKETS.

MONTREAL, April 8, 1892.

HARDWARE.

Trade conditions in iron and heavy material do not show any change, as buyers are not operating ahead at all having no desire to stock up. While the jobbing demand is restricted to a sorting up movement for supplying immediate wants. In iron quotations for spring delivery are already considerably below present spot prices, so that manufacturers and buyers generally are content to work along as best they can having no desire to stock up. In chemicals the same remarks apply to a certain extent. Cement has had a better movement at a reduction of five cents all round.

PIG IRON.

There is no change in pig iron on spot and the prevailing conditions considered, there does not seem to be much prospect of any immediately. Makers agents report that wholesalers are not disposed towards business at present, as they claim there is no object in stocking up ahead, consequently any transactions at present are of a very limited nature, and there is no change in spot prices. Stocks of pig in store here are very small, in fact smaller than usual for the season. There is practically no Summerlee here at all the stock being restricted to Carnbroe. Manufacturers however are said to have some supply on hand, and are stubbornly holding out for the reason that prices so far spoken of to arrive are already much lower than what it would cost to move stock here ex-store, for instance Summerlee has been quoted at $19.50 for spring delivery, where as it would cost 21.50 out of store here. Carnbroe ex-store $19.50

BAR IRON.

Bar iron is quiet and there is no change. Makers agents report fair business but state that buyers are only taking what they actually require in a sorting up way and are not operating ahead at all. We quote the former prices $1.85 for wholesale quantities from makers hands and $2 from jobbers.

SCRAP IRON.

There is little or nothing doing in scrap with no change. The only transaction of importance was the sale of 1,000 tons C. I. F. for export the terms of which were kept quiet. We quote $16 to $17 for cast and $13 to $17 for wrought according to quality.

TIN PLATES.

Tin plate is featureless with no change, the only business doing being a small jobbing trade. We quote cokes $3.40 to $3.60 and charcoal $3.75 to $4.25 out of store here, quotations for spring delivery are about equivalent to these.

TERNE PLATES.

Remarks about tin plate apply to the article also. Stocks here are still heavy and have not been reduced much. We still quote $7 to $8, but think holders would take less for a round lot.

CANADA PLATES.

This line is still dull and unchanged, and outside of a few small lots moving ex store there is nothing doing. We quote $2.65 to $2.75, but think $2.60 would be accepted.

COPPER, ETC.,

The copper market is easier, owing to this weak and unsettled feeling on outside markets. There is little doing and we quote prices half a cent lower, 12½ to 13c. This condition of affairs can hardly be satisfactory to one local dealer on spot, if it is true as stated, that he bought a considerable quantity of copper at the bulge in anticipation of continued stiffness. Other metals on spot show no change. Tin on the other side is quoted ⅓ lower, but there has been no alterations here.

NAILS

The nail market is about the same as last week. There is good call for ordinary three inch at the old figure, viz., $2.45. Steel nails running 10c. per keg higher for same size. Steel wire nails have the same movement. We quote.

STEEL WIRE NAILS.

10 dy to 60 dy	per keg	$3.05
9 dy to 60 dy	"	3.35
8 dy to 60 dy	"	3.60
7 dy to 60 dy	"	3.90
6 dy to 60 dy	"	4,20
5 dy to 60 dy	"	4.20
4 dy to 60 dy	"	4.50
3 dy to 60 dy	"	5.40
3 dy fine,		6.50

GENERAL HARDWARE.

This line has shown a good improvement since last Monday on account of the low freights. All the orders that came in for sometime back were to be held, and are now going out. Travellers are also sending good reports of their work on the road, and all lines seem to have a better movement. Shelf goods and builders supplies are having good call now as the weather is favorable and builders will soon be starting work. Nails are still selling at the old figure. Manufacturer's agents say business on the whole is as good as this time last year. Payments are also fair.

CHEMICALS.

The chemical market is about the same this week as it was last. The only thing of interest is the shipment of a few lots that were bought from time to time to be held till the low freight rates went into effect. One dealer here states they are having fair spring enquiries but they are only small ones. Business will no doubt pick up when navigation opens for as it is now it is only fair.

Bleaching powder,	$2.25	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.01⅛	to	0.01¼
Caustic soda,	2.65	to	2.80
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.75	to	2.00
Copperas,	0 80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.08	to	0.10
Bich. soda,	0.06	to	0.08
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.30	to	0.32½
Cutch,	0.08½	to	0.09½
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

The glass market is quiet, but firm with only a small jobbing trade doing at steady prices. Holders here that hold stocks are inclined to talk firm under the light stocks which are being held. We quote $1.35 to $1.45 for firsts and second breaks per 50 feet, and $3.20 to $3.40 for each additional 100 feet.

LEADS AND PAINTS.

Owing to the summer freight rates taking effect last Monday, there is a fair business coming in from the west, especially for best brands of mixed paints of which Montreal is the centre. We quote :—Choice brands of paint, Government standard, $5.50; No. 1, $5.00; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4 1-2c.; do, No. 1, 4c.

OILS.

There is not much doing in oils, which have only a small jobbing movement at



Brass Bird Cages.

We are making a special drive on these. It will pay to get our prices.

Our Hardwood Galvanized Iron-lined Refrigerators, command larger sales each year. One for sample will speedily sell others.

THE McCLARY MF'G. CO.,

London, Toronto, Montreal, Winnipeg.

MONTREAL Markets continued

former prices. We quote as follows: Cod Newfoundland 40 to 45c.; seal, steam refined 47½ to 50c.; linseed raw 57 to 60c.; linseed, boiled 60 to 63c.; castor oil 9 to 11c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25; turpentine, 60 to 61c.

CEMENT AND FIRE BRICK.

Cement is moving freely in small lots. A sale of 5,000 barrels has been put through on Western account on private terms. The prospects for summer trade here is good, but prices that are being obtained for future delivery of fresh arrivals are said to be lower than a year ago. Stock on spot have decreased considerable, but still they are about the average for this time of year. There has been good enquiry from the west for round lots for future delivery, but outside of the above sale no further transactions have been heard of. In regard to outside work the prospects are good, but it is still a little too early to state much about it. The tone of the British market is still weak. Firebricks are still in the same demand, with prices unchanged. We quote: Belgian cement, $2.25 to $2.35; Newcastle, $2.35 to $2.45; London, $2.35 to $2.50; firebricks, $20 to $25 per 1,000

NAVAL STORES.

There is a marked improvement in the ship chandlery trade since our last report, several orders coming in from points where boats are being fitted out. In fact, the whole tone of the market is encouraging. We quote turpentine, 60 to 61c; rosin, $2.50 to $5, as to brand; coal tar, $4 to $4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

PETROLEUM

The demand for refined Canadian is small and prices are unchanged. American also has only a small movement at steady prices. We quote: Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 15c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities. Canadian crude is quoted at $1.28½ per brl.

TORONTO MARKET.

TORONTO, April 8, 1892.

HARDWARE.

A strong outward movement, the culmination for the most part of the travellers' winter campaign, characterizes the week. The large number of orders booked for delivery on the 1st and the 15th, are being shipped to purchasers, and business in the way of afterthoughts and wants held in reserve till now helps to swell the volume of activity in the warehouses. Harvest tools, forks, spades, shovels, chain, cordage, traces, plough lines are now in the very thick of distribution. Other seasonable lines are likewise going forward. Lawn mowers, garden hose, and similar goods are coming into inquiry. Wire still sells well, though some pause in the demand is observed on the eve of probable changes in prices that are expected both in plain and barb wire. The change in freights inaugurated on Monday has had little effect on anything but nails. The delivery and purchase of nails has been quite free since Monday. Some backwardness in the supply of goods by manufacturers is complained of. The demand has been so sudden after a long dull spell, that makers are not all prepared for it. Collections are at a better average than usual.

BARB WIRE—The pressure of quotations on United States barb wire is likely to lead to a reduction in domestic makers' prices. A meeting of the Barb Wire Association, of which a report is expected in time for this issue, is being held to-day in Montreal. United States wire is offered so as to cost $4.28 here in car lots, while our wholesalers have to job out to $4.75. The demand has slackened in expectation of easier prices.

BOLTS—No cessation from the rate of activity noted in last week's trade is observed. A strong call for carriage bolts continues, the discount remaining 70 and 10 per cent. from the manufacturers' list.

BUILDERS' HARDWARE.—The demand is opening out under the influence of the season and the fine weather, which is so favorable to building operations. Orders from outside constitute the main part of the demand.

CHAIN—Sales continue to be numerous, and orders are still rather slowly filled by the makers.

CORDAGE—The call for cordage is now at its height, and a very large quantity of stock has gone out at unchanged prices. Manilla is 12¼c., Sisal 10¼c. New Zealand 10¼c., tarred lath yarn 8¾c. Upon binder twine makers still refrain from quoting. Jobbers have been advised that no attempt will be made at fixing the prices till the end of the month. What course will be taken with reference to the duty will then be known.

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co
MANUFACTURERS TORONTO

HORSE NAILS—The demand is at a low ebb. The discount is still 50 and 5 to 60 per cent. from the list.

HORSE SHOES—Retailers' orders are not coming forward in such volume as they did for the winter trade. Prices are unchanged at $3.60 to $3.70.

NAILS—The meeting of the manufacturers of cut nails at the beginning of the month did not result in any changes, and the list adopted in January is given another three months' lease. The orders now coming to hand make the trade active, and are really the first that amount to anything that have been filled at this year's list prices. All the nails shipped before this month were in fulfilment of orders booked before the 8th of January, in anticipation of the change which took place on that date. The wire nail men meet to-morrow (Friday) in Montreal. It is not known whether any changes are contemplated or not.

WIRE—The demand for annealed, oiled and galvanized remains quite strong, but the prices at which foreign wire is quoted for delivery here are likely to cause a reduction in the prices asked by our manufacturers.

METALS

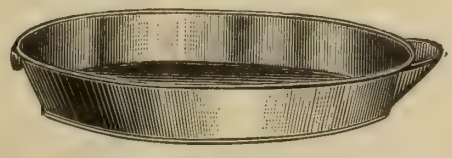
A decided improvement in trade, unattended by fluctuations of any moment, and an increase in the size and number of the orders, as well as a widening of the range of distribution are the most strongly defined features of the market. Pig lead shows no symptoms of recovery, copper is very firm, tin is fairly active, tin plate is waxing in importance as a line of current trade.

ANTIMONY—Sales on this market do not make a large aggregate. A mild demand at unchanged prices is reported. Cookson's quotes at 14½c., other brands at 13½c.

CANADA PLATES—Are nominal at this season.

COPPER—The combination among producers, whether it is to last or not, has had the effect of strengthening the market. Another influence having the same effect is the great increase in consumption that the

BATHS OF ALL DESCRIPTIONS.



Japanned Ware. Stamped Ware. Pieced Tinware.
Milk Can Trimmings, Creamer Trimmings, Dairy Pail Bottoms, etc., etc.
THOS. DAVIDSON & CO.,
474 ST. PAUL STREET, MONTREAL.

MARKETS—Continued.

eve of low prices has caused. This increase has told on stocks, around the market is reported to be in a healthy condition at most leading centres. Ingot copper is very active at 14½c. Best English selected is scarce and stiff. The best casting brands, as Orford, are about the same price.

LEAD—The lead market continues to rule low. One important contract was awarded on a tender of $3.12, but that price was much below what is now generally current. The range is 3½c. for domestic and 3⅝c. for imported.

SHEET ZINC—Prices tend towards easier figures. Casks are 6¾c., and broken lots 6⅞c.

SPELTER—Prices are lower and business somewhat better. Domestic quotes at 4¾c., and imported at 5¾c.

TERNE PLATES—Are nominal.

TIN—The market is active, and while the quotations of last week, 23 to 24c. for ingots, hold for the ordinary run of business, special prices are accepted for special lots.

TIN PLATE—The call for tin plate becomes stronger. A fair movement of orders is experienced by jobbers. Prices do not differ from those of a week ago, which appear in Prices Current.

IRON AND STEEL.

The demand for pig iron is now active, but prices are hard to keep up in the competition among sellers, United States iron being offered at figures unusually low. The amount of business done this week in Southern irons has been considerable. Scotch iron is also engaging a larger share of buyers' attention, some very good orders have been booked for May delivery, and inquiry is developing fast and is expected to culminate in some big business before very long. The freights, both ocean and inland, for pig iron are somewhat higher than they were for last summer. Quotations run about $20.75 for Summerlee, $20.50 for Calder, and $19.75 for Carnbroe No. 1 irons. These figures would be shaded for large lots.

Bar iron is a fairly good selling line. More despatch in filling orders at the mills would be appreciated. Values are steady at $2.10 for domestic. Imports of special brands have been light for the week. Cast steel is called for somewhat freely. No changes in finished iron or steel are to be noted.

PAINTS, OILS AND COLORS.

A better feeling prevails in the paint trade, in which more demand for staple lines is coming into existence. Turpentine is almost out of stock, quite a raid having been made on supplies when the price took an upward jump. Quotations are almost nominal at 56 to 58c. White lead is featureless 5¼ to 5½c. Since the adoption of a common basis of trade in linseed oil there has been little to note in the trade in that commodity except its steadiness.

PETROLEUM.

The local market maintains its steadiness, 14½ to 15c. being prices for lots delivered in the city and 14 to 14½c. for quantities to buyers outside.

The Petrolia Advertiser reports: Petrolia crude $1.29 per barrel, Oil Springs crude $1.29½ per barrel. Although prices for our raw material are somewhat on the droop, the trade expansion looked for is coming slowly. There is no doubt but that buyers would become a little uneasy if there were any further break in the price of the refined article, and jobbers and retailers in all places would feel the same as to their future investments. One thing there can be no doubt of, however, and that is the fact that the Canadian crude oil business, as far as the producers are concerned, never was in a more satisfactory condition and on a more solid and substantial basis. Of course money is not as plentiful as many would desire, but anyway with this as a drawback, enterprise is scarcely halting, and those that are in a position to do so continue their drilling operations and other investments with their usual confidence.

GLASS.

Stocks are low in double diamond glass, the new receipts being mostly common glass. The demand is quite active just now, and the price steady at a basis of $1.40.

OLD MATERIAL.

The trade has been but fair during this week and prices are easy. The demand is not very great, but is moderately good. Prices are as follows:—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES—Green hides are less plentiful with the close of winter, when slaughtering falls off very considerably. The quotation is unchanged at 4½c. for No. 1 cows'. Cured are dull at 5c.

TALLOW—The usual volume of offerings of crude at 2c. is heard of. Refined is bought at 5½c. and sold at 6c.

WOOL—The relation between the supply and demand has not been disturbed this week, and the price of fleeces stands at 18c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
StoveGross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, April 7, 1892.

No further improvement in soft steel products has taken place, and the indications are that manufacturers are not adverse to accumulating additional orders on the basis of prices reached last week. In rails, structural material, etc., there is hardly the amount of business that has been calculated upon, nor in the lighter forms of finished productions anything more than a routine sort of business; certainly not enough activity to offset the natural bearing of present enormous capacity of mills in operation. Purchases of crude materials are governed in a good measure by this condition of affairs, and, while there may be surface appearances here and there of some firmness, close buyers do not appear to experience a great deal of difficulty in securing supplies at last week's prices.

Rumors still have circulation that steel rail manufacturers are indirectly shading the "official" prices and that $30 f. o. b. mill, or $30.75 tidewater delivery for heavy sections are "nominal" prices in the fullest meaning of the term. Actual business in this locality is slow, and new inquiries are comparatively light. On 40-lb section rails $30.75 at tidewater has become a common price, and $30.75 at mill is apparently the top for 30-lb. sections. The market for light rails would thus appear to be weak, whatever the actual condition of the market for heavy sections may be.

Pig iron prices are much the same as they were a week ago. On standard brands of Northern foundry iron the quotations are $15.50 to 16 for No. 1 X and $14.50 to 15 for No 2 X. Southern brands about 50c. less. Mill grades stand at about $13.50 to 14, here. Scotch pig moves in small lots at about $20.50 to $21, for Coltness, $20 to $20.50 for Summerlee, $19 to $19.50 for Eglinton and $18.50 for Carnbroe. Foreign spiegeleisen is nominally, $23 to $23.50 for 10 to 12 per cent and $26.50 for 20 per cent, and 80 per cent. ferro-manganese about $62 delivered here. Old iron tee rails are quoted at $20, old steel at $16 to 16.50 and No. 1 wrought scrap iron at $17.50 to $18 f. o. b. Jersey City. Of the latter about 500 tons have been sold, part at $17 delivered to lighter. Other descriptions of old material are correspondingly slow and meeting with very slow sale.

COPPER—Business in ingot copper has been very slow the past few days and the market is bare of really new feature. Uneasy outside holders seem to have disposed of their burden, thus relieving that which existed at times last week; the mining companies offer indifferently, claiming to be well sold ahead, and consumers are quiescent in view of the fact that their future wants are well provided for, "Combine" stories seem to have disappeared as well, and about the only really interesting feature is another reaction in London, where merchant bars dropped to £45 12s. 6d. for prompt and £46 5s. for future deliveries during the past few days. In the local market Lake Superior ingot is quoted at 12 to 12¼c. and common casting copper at 11½ to 11¾c. according to size of lot.

TIN—Pig tin has ruled somewhat higher under the influence of cable advices noting a rise in London to £90 12s. 6d. to £90 15s. 0d. for prompt and £90 15s. for future delivery. Higher cost seems to have acted as a check upon speculation rather than an incentive to operations, however, and consumers have purchased sparingly as well. Present value of straits is about 20 to 20.05c. for 10-ton lots and 20.15 to 20.20c. for smaller quantities.

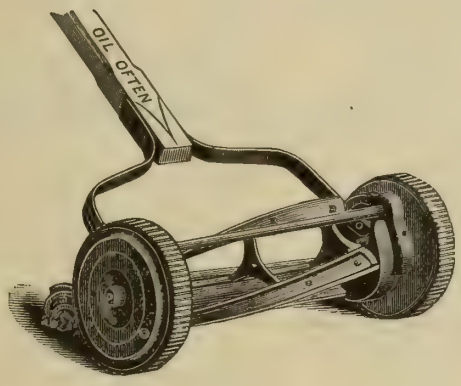
LEAD—Pig lead has been sold in single car-load lots at 4¼c. and at that the market is apparently firm. Western prices are on a parity of 4.30c. here. Business has been moderate, however, and the demand is tame.

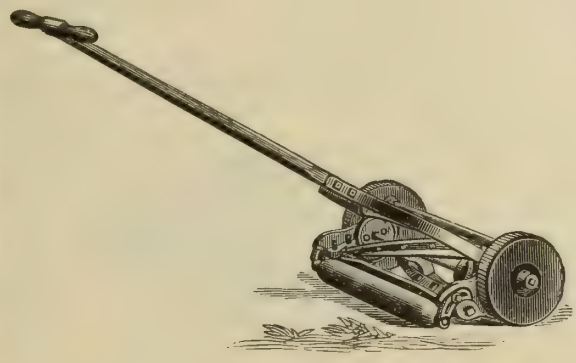
SPELTER—Western spelter is quite firm at 4.60c. for car-load lots. Recent export sales have absorbed considerable late surplus and very little late stock is offered from the West for shipment prior to May.

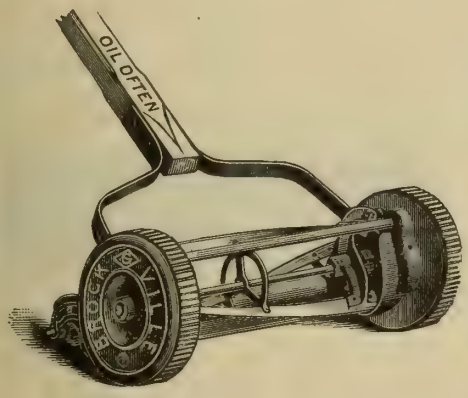
TIN PLATE—on the spot still finds slow sale, and contracts for future delivery are still below the average for the season, but former prices are named by sellers.

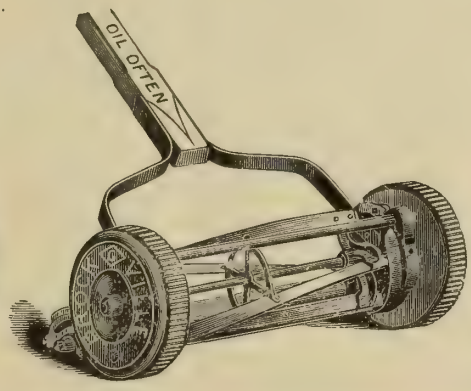
Brockville Lawn Mowers.

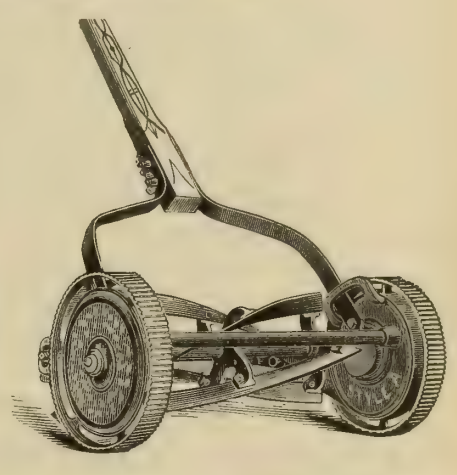
The Standard for Easy Running, Durability, and Handsome Appearance.

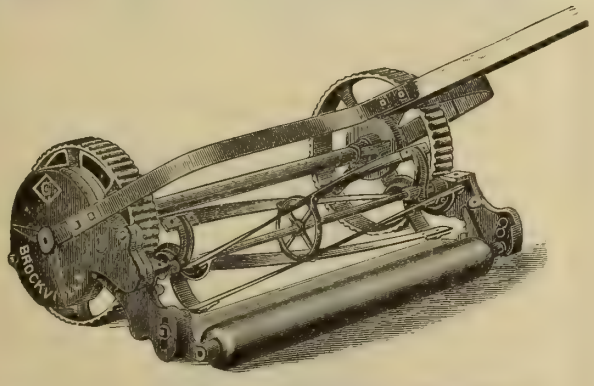


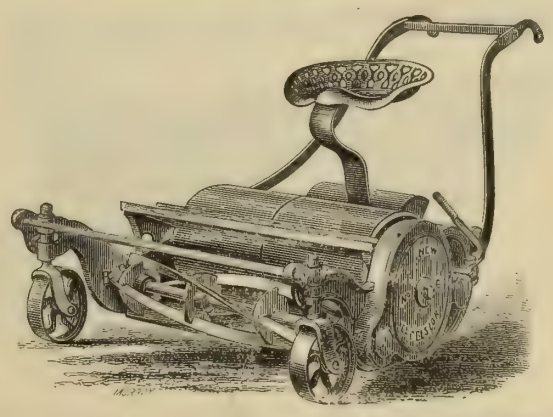












UNEQUALLED ASSORTMENT. EVERY MACHINE WARRANTED.

Delivered free at any railway station or steamboat landing in Ontario, Quebec, or Maritime Provinces.

SEND FOR CIRCULARS AND PRICES.

THT JAMES SMART MFG. CO., Limited,

Brockville, Ontario.

A SMELTING COMPANY FORMED.

The importance of the establishment of smelting works in Ontario has long been recognised. Various attempts have been made to organize a company strong enough to operate a smelting business, but up till the present they have ended in nothing. Now, however, after getting at the facts of the iron situation in Canada and placing them before prominent business men, some gentlemen have succeeded in organizing a company quite able to put a smelting business in operation and carry it forward, provided the inducements which are sought are granted.

The provisional directors are: Messrs. Elias Rogers, H. S. Howland, Robert Jaffray, J. K. Kerr, H. N. Baird, A. S. Irving, W. D. Matthews, George A. Cox, John I. Davidson, G. T. Blackstock, H. L. Hime, and T. D. Ledyard.

Among the promoters are: Messrs. J. Kerr Fisken, W. I. McKenzie, J. W. Langmuir, William Ince, A. H. Beatty, A. N. Walton, J. W. Brown, John McAree, C.E.; C. J. McCuaig, Joseph Blakely, William Stark, Harton Walker, Fred. J. Stewart, Alexander Rankin, J. Enoch Thompson, S. Frank Wilson, John T. Moore, L. O. P. Genereux, C. S. Gzowski, James McGee and Edward Moore.

There are about 120,000 tons of pig iron used in Canada annually, according to the estimates arrived at by some of the promoters. All of this, except the amount produced by the Londonderry (Nova Scotia) mines, is imported. It is calculated that there would be a good market in Ontario for the entire product of works turning out 45,000 tons per annum, and the proposition is to establish rolling mills with that capacity at the most convenient point in Ontario for such a business. The cost of the buildings and plant for such mills would be $200,000. The proposed name for the organization is "The Ontario Iron & Steel Company," and the capital stock will be placed at $1,000,000. A bonus of $2 per ton upon all iron produced from native ore is sought from the Ontario Government.

TO CONTROL THE NICKEL OUTPUT.

An attempted organization of a nickel trust to control the entire output of nickel on a basis similar to the copper combine of the United States is talked of in Sudbury. The plan of the syndicate is to purchase all the valuable nickel properties in the district. The number of such properties worth buying is much less than is popularly supposed, as pointed out by Mr. J. B. Hammond. Dr. Bell's map shows that the nickel area is very limited. It is now an established fact that only one out of every 200 of the so-called nickel properties contains nickel ore in sufficient quantities to pay for mining and treating. Mining operations on the Moncrieff property of the Straight Lake Nickel Mining Company will begin next month. This property is generally regarded as one of the richest and most favorably situated in the district. Few men have done more for the development of Northern Ontario than W. Barclay McMurrich, Q.C., the energetic and enterprising president of the company. He seems to be backed by an exceptionally strong Board of Directors.

The Blezard mine is now working under the direction of the new imported manager, who is doing good work.

The Dominion Mineral Company on a total investment of $100,000 made a profit of over 100 per cent. of their entire capital during the first year.

After operating the property for some time and realizing enormous profits the company sold out for $2,000,000. At the time of the sale Jack Ferguson, a popular character in the district, stated that he had put in a few hundred dollars and had taken out $110,000. Ferguson was formerly a teamster and deserves his goed fortune.

Rice Lewis & Son are exhibiting a fine line of brass bed-steads in a section of their front window.

The American Bit Brace Co., represented on this market by A. C. Leslie & Co., is getting out a new high-grade brace, which will soon be among the samples of the latter firm.

M. & L. Samuel, Benjamin & Co. are making a specialty of imported United States guns and single breech loaders. Circulars and catalogues will be furnished on application.

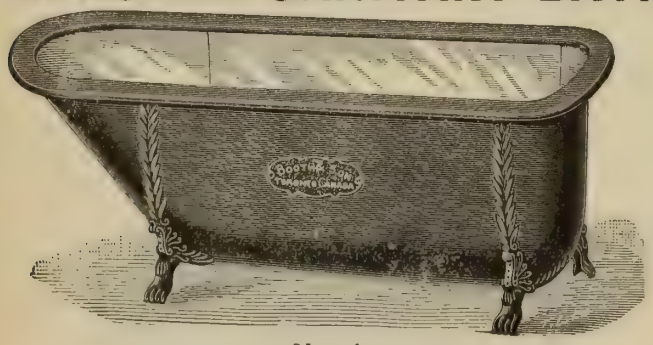
Restore goods to their proper places as soon after using as possible

A feather duster disperses but does not remove the dust from the store.

SPOONS, FORKS ETC STAMPED
1847 ROGERS BROS. A1
ARE GENUINE "ROGERS" GOODS.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1
PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

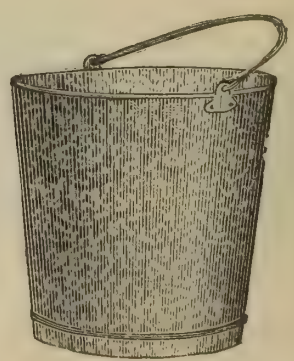
Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,
TORONTO, CANADA.

Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,
42 SCOTT ST., TORONTO.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S

Butcher Knives

and Steels,

Farriers' and Shoe Knives

Are the best in the World.

Trade Mark.

FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,

INTERNATIONAL EXHIBITION JAMAICA 1891

LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

Halifax Shovel Co., Ltd., Halifax, N.S.

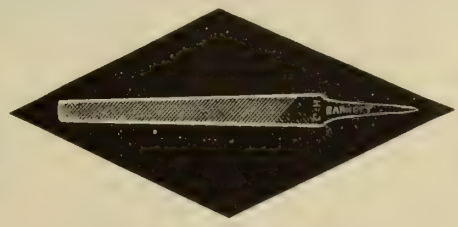
VICTORIA R & I AND OF JAMAICA SUPREME LADY

HALIFAX SHOVEL CO., Ltd.

Dear Sirs,—Your make of shovels, "Fenerty's Patent," that we have been using for Railway construction have given every satisfaction, never breaks and wears well.

Yours truly, HIRAM DONKIN, Resident Chief Engineer, Cape Breton Railway.

BLACK DIAMOND FILE WORKS,



21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

We are now prepared to name prices on the following :—

LAWN MOWERS,
GARDEN SHEARS,
GARDEN SETS,
RUBBER HOSE.

SOLICIT ENQUIRIES.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28 and 30 Front St. West, and 9 Jordan St., Toronto, Ont.

ENGLISH HOUSE: 1 Rumford Place Liverpool.

COLLECTING INTEREST ON OVERDUE ACCOUNTS

When an account is not paid when due, says an exchange, interest should be charged on all excess time taken. This is right, perfectly legitimate and good business logic. Still many retailers, for one reason or another, do not pay their bills when due, and even in some instances after taking thirty, sixty or ninety days extra time, making great complaints if interest is added. Now there are, of course, many retailers who when their bill is about due, if they can not meet it, will write, stating they are hard up, ask for a slight extension, and request the jobber to add interest, but these are the exception and not the rule. However, as that may be, the wholesale merchant is not a banker, and retailers should get more in the habit of borrowing from their interior banks and discounting their bills with the jobbers. The retail dealers would then soon ascertain the facts that banks do not loan money without interest, and this should teach them that the charge of the jobber is perfectly correct and just, and that it should not be objected to, but paid without question. There is another point in relation to the above that retailers should not overlook, and that is that many jobbers are compelled, from the lack of capital, to borrow money from their city banks in order to carry their customers and meet their own bills, and interest must be paid on every dollar they borrow. If retail dealers would borrow from their local banks, and discount their bills, jobbers could run their business on from twenty-five to thirty per cent. less capital. Discount all your bills for one year and see how much money you will save." It will be enough to pay for a good clerk.

If all retailers would adopt the plan of sending out monthly statements, the same as jobbers, it would facilitate their making collections. Most retailers send out statements twice per year, and frequently an account gets very large during that time, consequently it is much harder for the consumer to pay, and to go still further, it is just so much harder for the jobber, who suffers from lack of collections on the part of the retail dealer. We note with pleasure that some retailers have already started in the good work of sending out monthly statements and reports have reached us that it works splendidly, that it makes collections better, and that it is growing in favor with the consumer, who was at first inclined to take exception to it. If every retailer in the country would turn over a new leaf and send out monthly statements, such a revolution would take place in collections that both retailers and wholesalers would be astonished. The small dealer would make more money by discounting his bills, and the jobber would save interest by running his business on less capital. Do not wait for your neighbor and competitor to start in this good work, but commence yourself, and others are sure to follow.

DOES ADVERTISING IN TRADE PAPERS PAY?

To pay or not to pay—that is the main question.

The advertiser may put the inquiry in this way: Does such and such a paper reach the very class I wish to interest and sell to?

The answer cannot be given in a single sentence.

There is a great difference in our trade papers. One paper may while another may not reach the special class an advertiser would cater to.

How is he going to find that out except by making the experiment? There is no other way. The trade paper must be tried and judged by results.

The staple argument of the trade newspaper owner or agent is, that his paper goes to all the people doing business in a certain line. Hence an advertisement will surely reach them.

To this rule their are some exceptions. Talking the other day with a manufacturer of bakers' and confectioners' utensils, who has only a small card in his trade journal, I asked the reason. He said: "My business is with restaurants, hotels, steamship lines, etc., but I sell largely to German bakers, candy men and others, who seldom, or never, see a bakers' and confectioners' paper. So what use would it be for me to advertise my wares in the paper?"

Quoting this opinion to a liberal advertiser in a shoe and leather paper, he said that in his business the trade paper was a necessity. The commission merchants announce to tanners and curriers that they receive consignments of leather, and to shoe manufacturers that they sell leather.

As a rule trade papers are well edited. They may be owned by a business man, but the editor is sure to be a journalist. Hence, all the latest movements in the trades are reported promptly and accurately.

Those who expect to keep up with the times and with competitors must take and read their class paper. Thus they keep posted, and there is no excuse for not knowing the news and advertisers.

It is significant that the largest firms and corporations in different branches of trade are the most liberal advertisers. In many cases there is no need of exploiting their wares. They are long and favorably known in the trade, and customers know them by reputation or name.

Take the great iron papers (I mention no names), and in their pages you find the splendid advertisements of millionaire concerns. Who think that these advertisers want "to create a demand" for their products?

Take the great and flourishing dry goods papers. There, too, you find the full page "ads" of merchant princes, who do not especially desire "to attract attention." But when these dry goods men make a "drive" in a line of staples, or have "bargains," it is made known in their trade papers.

I do not suppose that the cards of the Fifth Avenue Hotel or of the Hoffman House in hotel papers bring many new or additional guests. But all the same, there is a good reason for their places before the public eye.

As a prominent merchant of this city said to me recently, "We put our advertisement in such and such a paper to show the people that we are still doing business at the old stand."

The number of miscellaneous advertisements in some really flourishing trade papers is small. I have before me a copy of a boot and shoe journal. Out of 255 advertisemeuts 12 only may be classed as miscellaneous.

This is, however, far below the average, unless a trade paper occupies a limited field, or draws from a narrow range of advertisers.

Advertising in trade papers must pay, or else so shrewd an advertiser as John Wanamaker, for example, would not use such mediums. His business engages a large audience. His problem is, of course, how to reach all sorts and conditions of people.

Finally, the trade-paper man must have an argument—one that pays. He must answer the prospective advertisers questions, meet his objections and overcome many difficulties.

I do not undertake to supply arguments for solicitors. But there is a golden rule for all cases, and I do not mind stating it.

Make the advertiser see that he is getting the full value of his money.

Try it.—L. J. Vance.

POINTS FOR TRAVELLING MEN.

Honesty is the best policy. This proverb has come down to us with the indorsement of the ages. It has also varied applications. At this place I would impress its applicability in the matter of the statements of the traveller to his prospective customer. The benefit resulting from the boasting of large sales is very problematical, to say the least. The customer is not likely to be induced to buy any more than he wants by any such devices, and their only effect on the sensible man is to make the boaster ridiculous in his eyes. It does not take much power of discernment to see that his purpose in resorting to them is to add to his own importance. A good memory is said to be essential to the successful liar, and this sort of boasting is not so much unlike lying as to make the good memory unnecessary. A ludicrous illustration of this matter was recently related. A traveller who was given to boasting of his large sales, and who was suspected of drawing somewhat on his imagination for his facts, was indulging his propensity in the presence of a company of fellow travellers, one of whom quietly took notes of the figures as he gave them. The result was that he not only lost the respect of his companions, but the circumstance having been reported outside, he became the butt of ridicule among his customers.

Occasionally a traveller gets too big for his position, and attempts to bolster himself up by claiming to have a proprietary interest in the house, that he is none of your common, every day "travellers," but that he is a sort of a "special," and is just out taking a look over the trade, as it were, and as a rule, makes only the larger towns. He, perhaps, imagines that this sort of talk raises him in the estimation of the customer; it doesn't, however. The chances are, moreover, that some rival will give him away, and, thus stripped of his borrowed plumage, his influence is very much impared. The traveller must never feel above his business. When he is attacked with this species of big head it is high time his services were dispensed with.—The Travelling Salesman.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS Pateson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US.

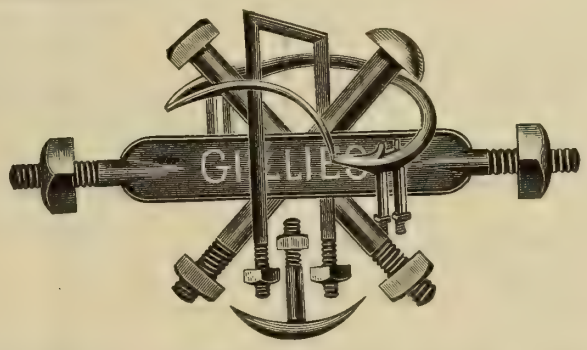
PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING SANDSTONES, CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

Wm. McNally & Co
Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

RAPPING

FOR THE HARDWARE TRADE.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. The price low. Send for samples.

PAPER.

Business Changes.

SALES MADE OR PENDING.

A. W. Stults, dealer in crockeryware, Halifax, N. S., has sold out.

FIRES.

Geo. W. Bentley, general merchant, Kensington, P. E. I., has been burned out. Insured.

An incendiary fire Sunday morning in the store in Fowler's block, Teeswater, occupied by Carmichael & McTaggart, general merchants, was quickly extinguished. In the cellar boxes had been piled up and fired. Upstairs the floor of the store from end to end had been completely saturated with coal oil.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

P. E. Roy, general merchant, Coaticook, Que., has assigned.

Nelson Weir, general merchant, Kennetcook, N. S. has assigned.

Wm. Sutherland, general merchant, Sheet Harbor, N. S., has assigned.

Gillies & Co., general merchants, Winnedosa, N. W. T., has assigned

Prescott & McDougall, general merchants, Blackville, N. B., have assigned.

Wm. Turner, general merchant, Sault Ste. Marie, has assigned to Thos. Johnstone.

Norman Baker, general merchant, Newinton, Ont., has assigned to G. K. Wales.

A. E. Halle & Co., general merchants, Grenville, Que., are offering to compromise.

Jardine, Smith & Co., general merchants, Collingwood, Ont., have assigned in trust to G. E. Moberly.

Geo. Shillington, hardware merchant and grocer, Carberry N. W. T. has assigned to S. A. D. Bertand.

Goods conveniently located save time, money and temper in showing.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, - Ontario.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto,

—REPRESENTING—

Leading Manufacturers of Hardware Specialties, Iron Pipe, Hot Water Boilers and Fittings, etc.

Send for Prices.

P. CORRIDI,

Accountant, Auditor, Receiver, Etc.

EXPERT AUDITING, and ACCOUNTANCY A SPECIALTY.

Partnership Accounts Adjusted, Books Opened, Balance Sheets Prepared.

Office 139 Yonge St., TORONTO.

HAVE YOU EXPERIENCED TROUBLE WITH

FLOOR PAINTS



I'VE USED IT.

It is more important to have a reliable floor paint than any other Liquid paint.

They must Dry hard. They must Dry quickly. Brightness and Durability are necessary.

These qualities, it has been proved are to be found in

ADAMANT FLOOR PAINT

In Six Colors, at $1.00 gal. Send for Cards to

Walter H. Cottingham & Co., Montreal.

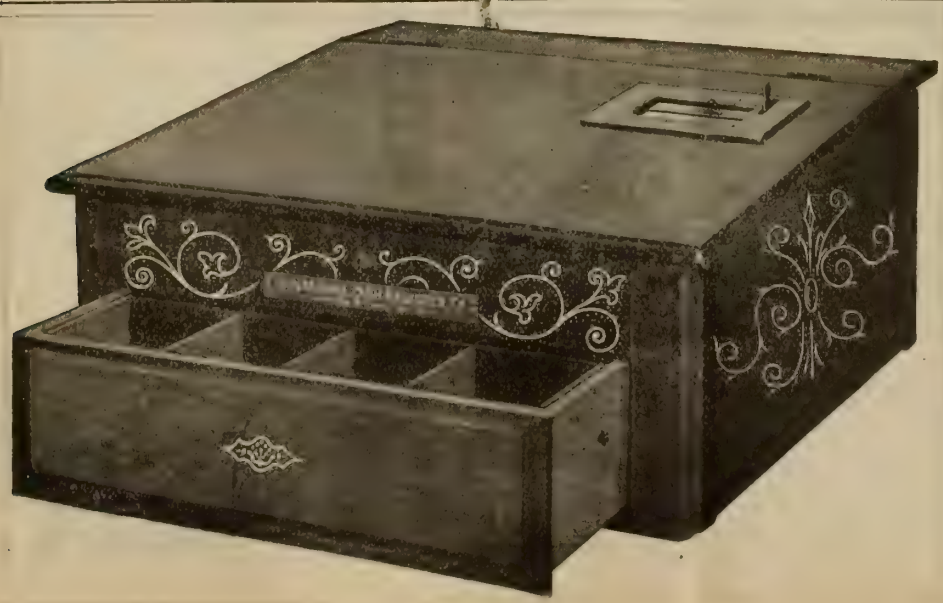
Here it is again---FORBES' NEW PATENT,

ACHIEVED ! ACHIEVED ! ACHIEVED !!



Write for Price Lists, Discounts, Circulars.

The Forbes Manufacturing Co., Halifax, N. S.



WE MANUFACTURE

Autographic Registers.

PRICES:

Regular - - $15.00

With Combination Till $20.00

Send for Circulars.

THE NATIONAL CASH REGISTER CO.,

OFFICE: 63 King St. W., TORONTO.

Sporting Goods, Fishing Tackle, Guns and Ammunition.

SPECIALTY: "Rudge" and "Eclipse" Bicycles and Bicycle Sundries.

Catalogue sent and Discounts Quoted on Application.

H. P. DAVIES & CO., 81 YONGE ST., TORONTO.

BUSINESS WANTED.

A YOUNG MAN DESIRES TO SECURE A working partnership in a good active hardware business in a lively and progressive town in Ontario. Understands bookkeeping and general office work. Address Box "D" Glencairn, Ont. 15

BUSINESS CHANCES.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

WANTED—LOCAL AND TRAVELLING Agents to sell Mucilage, Paste, Gums and Sizings, to Mills and Dealers. Liberal Commissions. The Arabol Mfg Co., 13 Gold St., New York.

FOR SALE.

HARDWARE, STOVES, FURNITURE, AND house-furnishing business for sale, in a Northern village, centre of a lumber region; no opposition; doing a business of about ($18,000) eighteen thousand dollars per year. Liberal terms to the right person. This is a chance of a lifetime, write for particulars. Address D. C. M., care HARDWARE, No. 6 Wellington Street West, Toronto, Ont.

SNIDER RIFLES WANTED.

WE WANT HALF A DOZEN SECOND-HAND Snider-Enfield Rifles—military pattern—any kind will do if they are complete and the price be low. Address, Snider-Enfield, care HARDWARE. tf.

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for Catalogue.

THE SUPPLY CO., Niagara Falls, Ont.

VARNISH.

The only varnish made to meet all the requirements of a first-class article for GENERAL PURPOSES IS THE

"UNIVERSAL,"

Put up in cases of eight gallons, in tins assorted from ½ pints up.

Manufactured only by

A. RAMSAY & SON,
MONTREAL.

P. O. Box 2029.

The William Johnson Company

(INCORPORATED)

572 WILLIAM STREET.

MONTREAL, 1st MARCH, 1892.

DEAR SIR,

We beg to inform you that we have sold our business, including our Factory, Stock of Merchandise and Goodwill to

THE CANADA PAINT COMPANY, Ltd.,

who will continue to carry on the business in the premises heretofore occupied by us, and for whom we heartily bespeak a continuance of the patronage you have hitherto bestowed on us.

For purposes of Liquidation, our address remains as above.

Yours faithfully,

The William Johnson Company.

STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

To the Trade :

OUR NEW CATALOGUE

—OF—

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

"Burham"

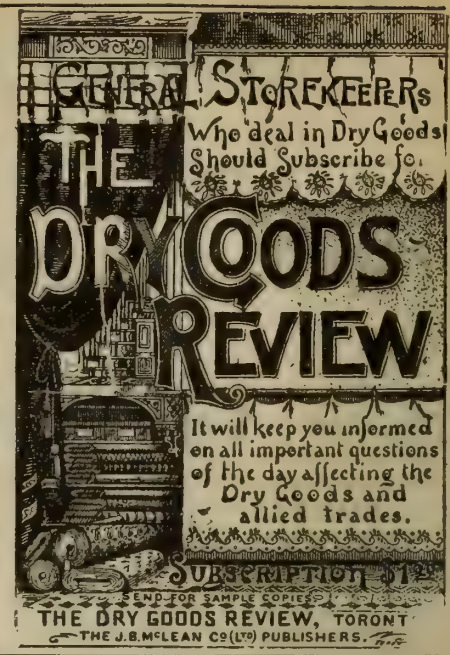
PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7½ 7¾

Iron and Steel.

	Base Price
Common Iron, per 100 lb	$2 10 2 15
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 50 2 65
Hoop " "	2 60 2 65
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 12
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3½
28 "	3¼, 3½

Canada Plates.

Blaina ½ bright	2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5¼, 5¾
28 "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5¼, 5¾
28 "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S. "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 21
" 50 lb and above per lb	0 18 0 20

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05¼ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅜ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 16 0 18
Crown	0 15 0 17

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according t composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre(J.C.) bbls.p.cwt	1 35 1 40
" " (J.F.L.S.) "	2 75
Venetian Red (R.C.2) "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " "	2 25
Canadian " "	1 75
Paris Green, Berger's ex. deep, per lb	0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03¾

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56½ 0 60
Boiled "	0 59½ 0 63

Turpentine (in bbls)

Selected Packages, per gal	0 56 0 58

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 12
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 10 p.c.

Wads.

Eley's, per 1,000	$0 25 $1 60

Anvils.

Per lb	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz | 13 00 20 00
Adjustable " each | 5 50 6 50
Post Hole, Vaughan's, each. | 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing	per gross	0 65	1 59
Pegging,	"	0 65	1 25
Brad,	"	0 85	1 60
" handled	"	3 60	7 30
Saddlers',	"	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

Per box	6 00	12 00

Axle Grease.

Per gross	6 50	14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz		3 35	4 75
Moulders' "		7 50	10 00
Blacksmiths' discount 35,40 per cent			

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½,40 per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's,	per doz	0 65	0 90
Diamond, Shell "		1 00	1 50
Nail and Spike, per gross		2 25	5 20

Blind Rollers.

Annex	per doz.	1 25	1 75
Mascot	"	1 35	1 85
Erminie	"	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 70 and 10. dis.
Tire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	4 40	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz..	500	4	25

Butts—*Brass.*

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz..	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22 50
World "	21 75
Daisy, "	24 00
Star, "	18 00
Crown Jewel, per doz	29 00
Grand Rapids, "	30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross	8	50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 90	1 10
White, lump, per lb	0 01½	0 01½
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.		
Canadian, dis 35 per cent.		
Tanged Firmer per doz	0 85	4 00

Churns

Daisy, dis. From factory 60 and 10 p.c. to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No. 2		2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 0
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50
P. S. & W., dis. 40 per cent		

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz	0 50	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz		4 00

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each	1 65	2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.45	2.70	2.00	
26 to 40	..55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary	
1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass.

Pilkington's ordinary.

1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30	0 90
Enamelled "	0 55	1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25	4 65

Gun Wads.—*Baldwin's.*

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45

Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—

11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 15

Ball Pean.

English and Can., per lb.	0 25	0 37½

Handles.

Axe per doz	00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 18	0 25

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per		
Heavy, per lb	0 4½	0 05
Screw and Strap, per lb	0 03½	0 04½

	Per doz. sets	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c.

	Per doz. pairs	
Spring	1 50	3 50
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled.
Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 50 and 5 to 60 per cent

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 to 60 and 5.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F. & J. screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   - Basis—50 to 60 dy..... 2 30
   - 40 dy..... 2 35
   - 30 dy..... 2 40
   - 20, 16 & 12 dy..... 2 45
   - 10 dy..... 2 50
   - 8 & 9 dy 2 55
   - 6 & 7 dy..... 2 70
   - 5 dy..... 2 90
2. American Pattern Only
   - 4 dy. (shingle)..... 2 90
   - 3 dy. (lath)..... 3 30
3. Canada Pattern Only
   - 4 dy. (shingle)..... 2 80
   - 3 dy. (lath)..... 3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15 16
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p.c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 to 50 and 2½ per cent.
Iron " " 40 to 45 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c,

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10½ 10¾	12½ 13
¼, 5-16, ⅜ in.....	11 11¼	13 13½
3-16 in	11½ 11¾	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90
" N P. " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 2¼ 3 00

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ⅛ gross boxes per gross net cash..... 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4¾
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 2 40

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 20 to 25 per cent.
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 30 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 14
" Red cap..... ..... 0 12
" Crown..... ..... 0 11
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Tinned Wire for Broom and Mattress Makers' use, 7½ per cent. dis. from List.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	4¾	5
" 4 " 4 & 6 " "	4¾	5
" Plain twist, 2&3 wires	4¾	5
" Steel thorn and ribbon.....	5	5½
"Lock Barb," 4 point	....	0 04½
Ditto Glidden 2 point	....	0 04½
Galvanized Barb, "Lyman," 2 to 4 points.....	.....	0 04½
Steel staples	0 04½	0 04½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

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REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

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Manufacturers of

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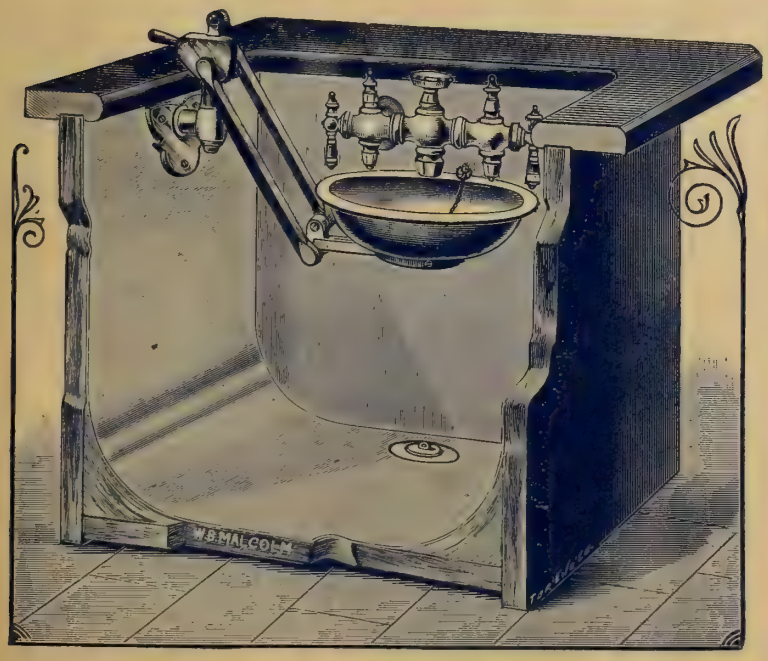
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W. S. McGREGOR,

11 and 13 Front St. East, Toronto.

Malcolm's Patent Adjustable Basin Stand.



Unique, Durable, and Cheap. Nothing like it in the Market.

It is easily adjusted to any position; is filled from the bath-taps, and when filled, can be raised to the desired height by the user, or swung to the outside of the bath by either adult or child, and will remain where placed.

Plate Glass

ALL SIZES IN STOCK.

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STAINED GLASS FOR EVERY PURPOSE.

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COPPERINE

Best Box Metal Extant For Machinery Bearings. Stands any Weight or Motion. Solid Comfort for Engineers. Most Favored Metal in Canada Used and Recommended by the Best Manufacturers and Owners of Machinery in this country. It admits no Competition. COPPERINE will do all your work.

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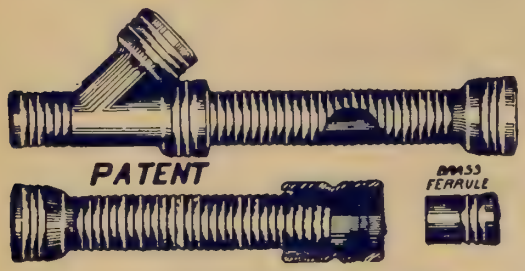
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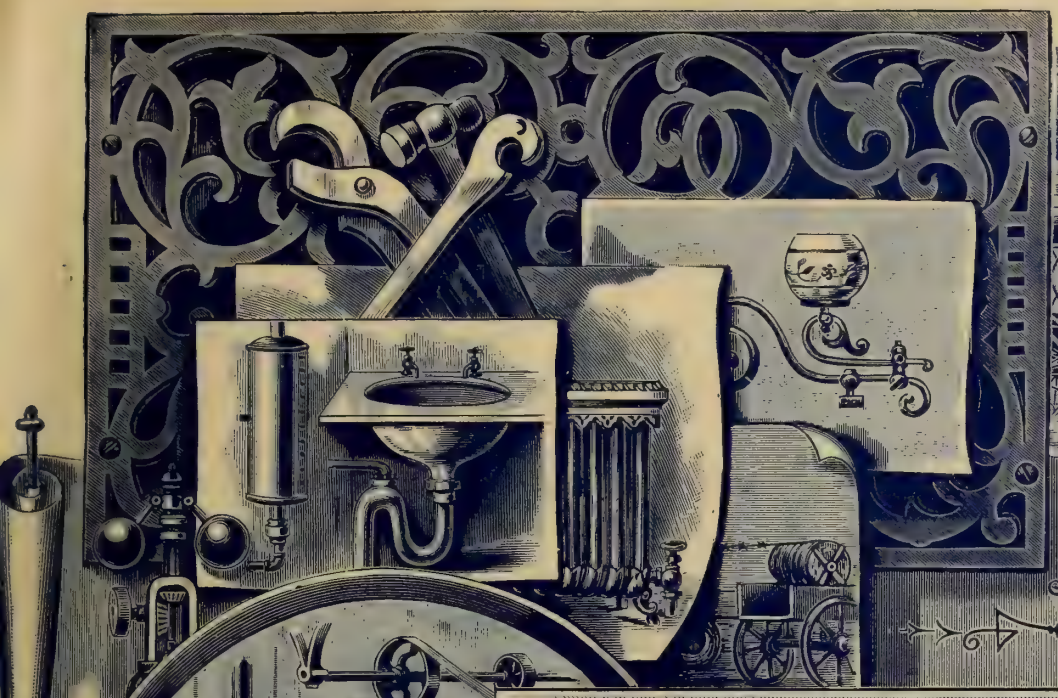
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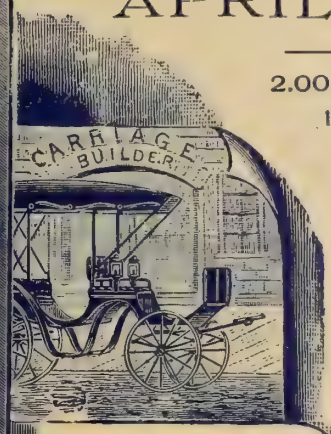
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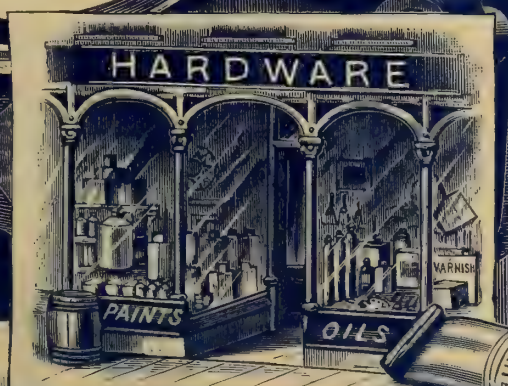
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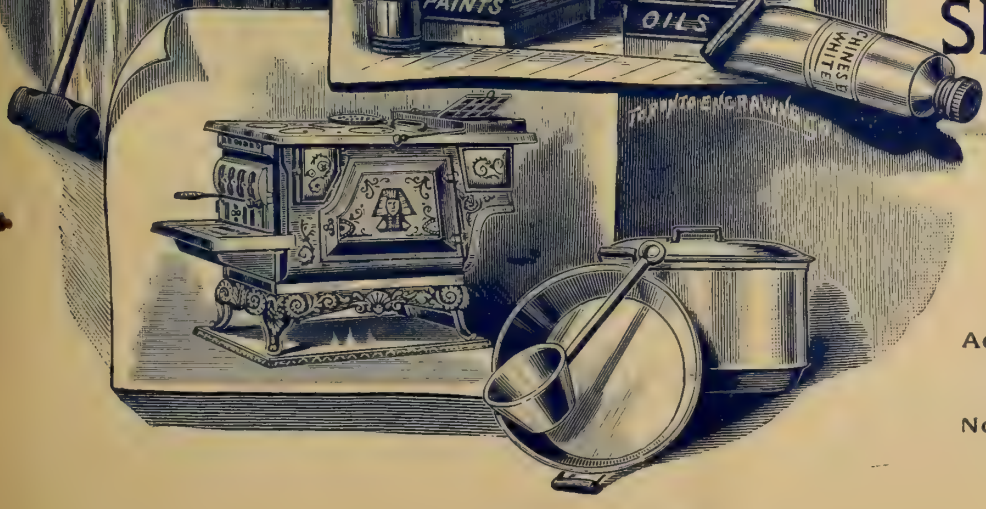




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Dog Collars.
Poultry Netting.
Garden Tools.
Wheel Barrows.

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WE GUARANTEE OUR **PURE LEAD**

To contain no adulteration whatever. Is composed entirely of perfectly Pure Carbonate of Lead and Refined Linseed Oil, and for fineness, body and durability is unrivaled. Every package bears the annexed label.

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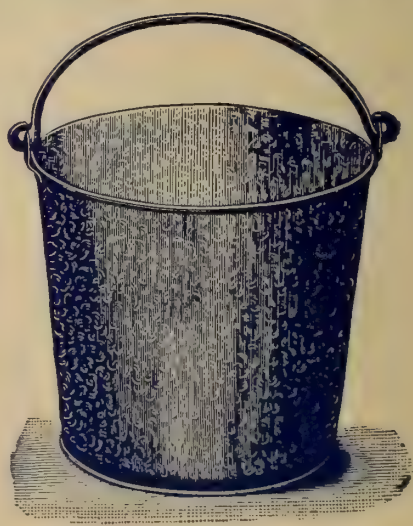
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GALVANIZED STEEL BUCKETS.

IMPROVED PATTERN.



IMPROVED PATTERN.

Something entirely new, and superior to old style Buckets, made in three sizes.
They are superior to the ordinary Flaring English Bucket, being of greater capacity.
They are stronger in shape, consequently more durable.
They will not slop over or tip over, owing to the wide bottom.
They nest very close and firm, which protects them in shipping.
The rim is in one piece with the body, consequently cannot get knocked off.
They are Galvanized and not lead coated.

For Sale by all Wholesale Hardware and Tinware Houses.

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TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, APRIL 16, 1892 No. 16

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MONTREAL OFFICE: 115 St. Francois Xavier St. A. J. Ritchie, Manager.

NEW YORK OFFICE: Room 105, Times Building, Roy V. Somerville, Manager.

EUROPEAN BRANCH: Canadian Government Offices, 17 Victoria St., London, S.W. R. Hargreaves, Manager.

THIS WEEK'S MOTTO:

Truth is better than a falsehood even in an advertisement.

According to the Engineering and Mining Review, recent experiments with tungsten steel have revealed properties in it that may prove advantageous to it as a competitor of nickel steel. The known sources of ore supply, however, are limited, and unless they greatly extended by discovery nickel steel will be likely to retain the economic advantage, if it has not the physical advantage.

* * *

The Barb Wire Association at its quarterly meeting in Montreal on the 7th inst., reduced the prices of barb wire, plain twist and staples by 25c. per hundred-weight, the reduction to take place from the first of April. The reason given for this step is the slowness with which these lines have gone into consumption this spring. The contagion of dulness in the United States could not but affect the tone of business here, though not by reason of any appreciable amount of business done here by United States makers, but as an effect of market sympathy. The condition of the barb wire trade at several centres of manufacture in the United States is very unsatisfactory, private advices from one point reporting closing down and referring to instances of no dividend having been paid for several years. This state of things has caused some offering of United States wire on this side of the line at very low prices, but as the stock has usually been poor, buying has been very light. The object of such attempts at business seems to be as much to make this country a dumping ground for trash as to make a sacrifice market of it. The present list of prices approved by the Barb Wire Association is the lowest they intend to issue this season.

* * *

The wire nail manufacturers met and confirmed for another quarter the list they adopted on the 8th of January. This list has done one good thing for which all dealers should be duly grateful, and that it has cut down the number of gauges that it is necessary to carry in stock. The price discrimination in favor of standard sizes has, as was intended, thrown almost the full demand upon those sizes. As there are many consumers to whom the description of wire nails by gauges conveys but little meaning, it may be of service to the trade to have the equivalent of these descriptive terms given in pennies, in the same way as cut nails. Only standard sizes are included in this table. The net price is given, that is, the price which remains after deducting the 75 per cent. discount allowed. The following is the table:

STEEL WIRE NAILS, F.O.B. TORONTO.

6	inch,	3	gauge	....60 dy.,	$3.00	per keg.
5½	"	4	"	....50 dy.,	3.00	"
5	"	5	"	....40 dy.,	3.00	"
4½	"	6	"	....30 dy.,	3.25	"
4	"	8	"	....20 dy.,	3.25	"
3½	"	8	"	....16 dy.,	3.25	"
3¼	"	9	"	....12 dy.,	3.25	"
3	"	10	"	....10 dy.,	3.25	"
2¾	"	11	"	.... 9 dy.,	3.25	"
2½	"	11	"	.... 8 dy.,	3.50	"
2¼	"	12	"	.... 7 dy.,	3.75	"
2	"	12	"	.... 6 dy.,	3.75	"
1¾	"	13	"	.... 5 dy.,	4.00	"
1½	"	14	"	.... 4 dy.,	4.25	"
1¼	"	15	"	.... 3 dy.,	5.00	"
1	"	16	"	.... 2 dy.,	6.00	"

* * *

The deputation from the Montreal Board of Trade which waited on the Minister of Customs to urge the adoption of some means to put an end to diversity in appraisements at different ports of entry, had the support of the whole importing trade at their backs. Importers have too long been without redress or practical source of appeal against the rulings of local appraisers. Not having any standard to which to conform, these officers frequently differ very much in their individual ideas as to the classification of the same description of article. That anomaly virtually invests the local appraiser with absolute power. His deliverances in tariff exegetics apparently cannot be reversed. There is a Board of Customs to which all disputed questions are supposed to be referred, but its mediation between the importer and local appraiser is hard to bring about, for the simple reason that it never, or rarely ever, meets. If it would do its duty properly, the importers of the country would not now be calling for the appointment of a chief appraiser. It is remarkable that commerce is without any protection against the arbitrary rulings of men who are often too inexperienced in the handling of goods that admit of equivocal description. Assessors of value for taxation have a check upon their reports in the Court of Revision, and assessment for taxes is not a whit more important than appraisement for customs.

* * *

In a speech upon the insolvency question, delivered before the Halifax Board of Trade a few days ago, Mr. Fyshe said some wise things, and among others this: "There are three interests involved in this matter, the interests of the insolvents, the interest of the creditors and the interest of the public; compared with the other two interests that of the insolvents is utterly insignificant, and it transgresses all reason and common sense that they, after all the mischief and waste they have already brought on their creditors and the community, should be treated as a favored class, petted and helped as if they had been benefactors to the community instead of drags on it, while better and abler men are treated as of no account in comparison, and the interest of the general public practically ignored. It is not the matter of the bankrupt's discharge, but this of compromising with him and allowing him to continue in business, which really is the key to the whole subject, and it is hardly worth while discussing any other part of it."

THE E. B. EDDY WORKS,
HULL, QUE.

The name of E. B. Eddy is known throughout the length and breadth of Canada, and everywhere he is acknowledged to be one of the shrewdest and most successful business men in the Dominion. About 40 years ago he started business in the little Village of Hull, and before long had acquired a considerable portion of the water power afforded by the Chaudiere Falls. Match making was his first venture, and at different times were added the making of pails, tubs, lumber, doors and sashes, indurated fibre ware, pulp, sulphite, and last, but by no means least, the manufacture of various kinds of paper. In 1886 he deemed it advisable to form a joint stock company, and since that time the various branches of the business have been carried on under the name of the E. B. Eddy Company.

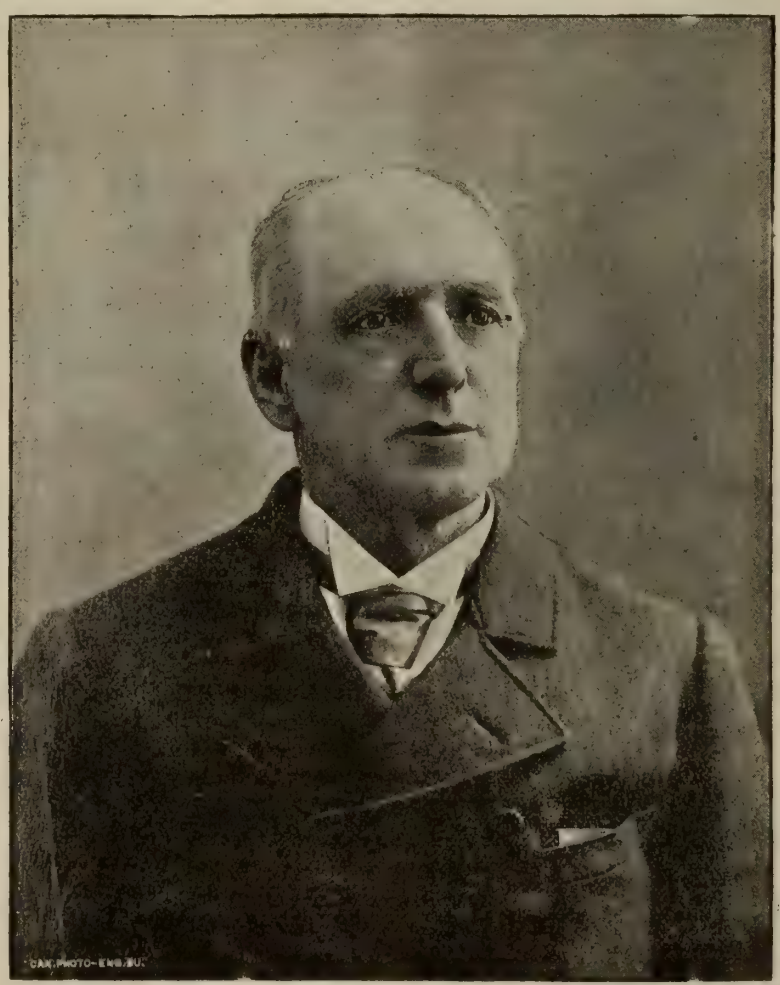
Four thousand five hundred horse power is required to drive the machinery of the Company, and upwards of 1,800 hands are employed the year round. These two facts will give some idea of the enormous business carried on by this company, whose wares are sold from the Atlantic to the Pacific, and whose reputation for honest, square dealing is second to none in the Dominion.

The capacity of the machinery is as follows: Indurated fibre mill, 8 presses, capacity 600 articles daily; wood pulp mills, 8 grinders, 16 tons daily; sulphite fibre mill, 4 digesters, 13 tons daily; woodboard mill, 2 machines, 10 tons daily; woodboard mill, 2 machines, 10 tons daily; paper mill No. 1, 98-inch four-driver machine, 10 tons daily; 86-inch cylinder machine, 10 tons daily; paper mill No. 2, 76-inch cylinder machine, 2 tons (tissue) daily; small woodboard machine, 2 tons daily; Jordan engines, 6, and beating engines, 16, of a capacity of 1,000 pounds each.

Everywhere throughout these factories order and cleanliness exist, and that, too, without the air of restraint that is often marked in very orderly factories. Evidently the spirit that animates the management permeates every department of this very varied business.

The buildings are lighted by electricity from four dynamos and over four score of large arc lights, and several hundred small ones are used.

The factories as seen from the Chaudiere entrance into Hull convey no adequate idea of their true size. When seen from the vantage of a visitor, they cover acres. They are clustered loosely; the great paper mill, the stone paper mill, the box factory, machine shop, warerooms and the hooped-ware factory to the left of the road; a group, including the match factory, the indurated-ware works, the sash and door and washboard factories on the other side—a straggling mass of stone buildings, connected above by galleries and tramways, and presenting only an end to the street. The match factory is incomparably the largest in Canada, and possibly the largest in the world under one roof, much larger than all others in the Dominion together. It is a busy place, with many departments, for it takes about as many people to make a good sulphur match as to make a pin. The hum of machinery is everywhere; the rooms are closely filled with employes, mostly bright looking French-Canadian girls. A confused orderliness reigns. The debris, which almost invariably litters factories where wood is the material used, is here absent. Unfinished matches that fall to the floor are almost the only waste to be seen; these are gathered up and removed regularly to avoid risk of fire.



E. B. EDDY.

At Eddy's, matches are made with great rapidity and with very little manual labor involved in the process, and entirely without the waste and loss incurred by the old-time methods. In the cutting machines the pine, first cut into blocks and cross-cut, is split by knife-combs into match sticks the length of two matches, and then poured off on to a belt conveyor, which carries it to the reeling machines. This work is done so rapidly that the uninitiated eye finds it difficult to discover how the result is brought about. The matches are now prepared for dipping by the reeling machines, of which there are a score or two. In the oscillating feeder of the machine the match splints are snaken into position, side by side, one layer in thickness, and so pass through — an unbroken stream—onto a double line of tape, and are then rapidly wound, with the tape, around a little hub into a "wheel" or roll about two feet across and to match lengths—about 4½ inches —in thickness. So evenly is this done that a flat plate laid on either end of the wheel would touch every match splint. This evenness ensures uniform distribution of the sulphur and phosphorous dips, and as each match is separated by the reeling process from every other match in the wheel, the adhesion of the matches when dipped is prevented. A roll requires half a minute or a little more to complete. As it is finished it is whipped off, and another hub and set of tapes substituted. The wheels pass to the dipping room where they are dipped at both ends into sulphur, and when cool, touched on the phosphorous mixture, which, kept evenly fluid throughout by steam heat, never takes fire. After drying thoroughly, a cutter and unwinder now cuts the rolls into two wheels and unwind them. In the boxing room, a busy and most interesting apartment, girls with wonderfully nimble fingers gather from the tables the matches in half-handfuls and cram them into little paper boxes. Each quarter-gross as completed goes into a cardboard box and is passed to another department for packing and shipment. So great, when united with natural apitude, is the skill acquired by the girls in filling the little boxes, that these scarcely differ in the number of matches

each contains. And the work is done with marvellous despatch—a box in about three seconds.

Of course there are departments devoted to incidentals of the match business, such as places where the selected pine is stored and rooms for making and stamping by machinery the wooden boxes, large and small. The stamping is thoroughly done, for the company takes care that every person who purchases a box shall know that it is Eddy's matches that are giving him satisfaction.

One of the most interesting mechanical rooms in Canada is that given to the making of the small paper boxes. Here over 700 boxes are made per minute. Great perpendicular cylinder or wheels made of hundreds of pieces of burnished steel constitute the prominent part of the machines, which were invented and made by the company on the premises. The machine, notwithstanding the time and thought consumed in inventing and perfecting it—rather in consequence of that time and thought—has the profound merit of simplicity, a merit phenomenally rare in machines made up, as those are, of about 3,000 separate pieces of metal. By these machines a band of tough paper, unwinding off a roll, is cut, grooved into seams, printed with a label, glued and pressed in rigid form as boxes. Of such boxes each machine turns out 185 per minute. Machines of similar construction, but without the printing apparatus, make the little covers. Unquestionably this is the crowning achievement Canada has made in mechanism. Perhaps it may justly be placed first on this continent for simplicity in principle, delicacy of adjustment and adaptedness to run without the frequent repairs generally necessitated in a machine required for operations so varied and of such nicety.



W. H. ROWLEY.

Two very important qualities are essential in first-class matches. They must not break readily, and, while they must never fail to strike, yet must not go off on the lightest friction, and so prove a prolific source of danger. Both of these qualities, as well as minor ones of importance, are exhibited in the highest degree in Eddy's matches. The pine selected is the choicest; sound, without knot or twist, and is thoroughly dried. Every maker has his own phosphorous dip, and, though these are much alike in their principal ingredients, the proportions used of each and the minor ingredients added very much. On Eddy's matches, as experience proves, the mixture is probably as nearly perfect as possible. The phosphorous ends well resist damp and heat alike; they are odorless, never spit or break off when struck, and so meet every requirement of parlor matches, while their comparative safety is such that it may be said the Eddy company has saved the insurance companies of Canada more than the cost of all the fires that have devastated Hull. Over 27,000,000 matches are turned out each day, giving employment to 475 hands, and using up about 6,000 cords of wood for matches alone, and 100 tons of sulphur annually.

Indurated fibre ware, as some readers well known, is made from wood pulp pressed on moulds of the utensil required into more than the original solidity of wood in the grain, and then kiln dried and saturated to a considerable depth with a solution which gives it almost the tenacity of iron, and renders this light, elastic ware impermeable and exceedingly durable. The ware manufactured at present (moulds for additions to the list are in preparation) includes tubs, pails, round-bottom fire buckets, basins, bread troughs, pans, water closet tanks and a variety of other articles. As this kind of manufacture is a novelty, and the factory is the only one of the kind in Canada, a brief glance at the processes may be of interest.

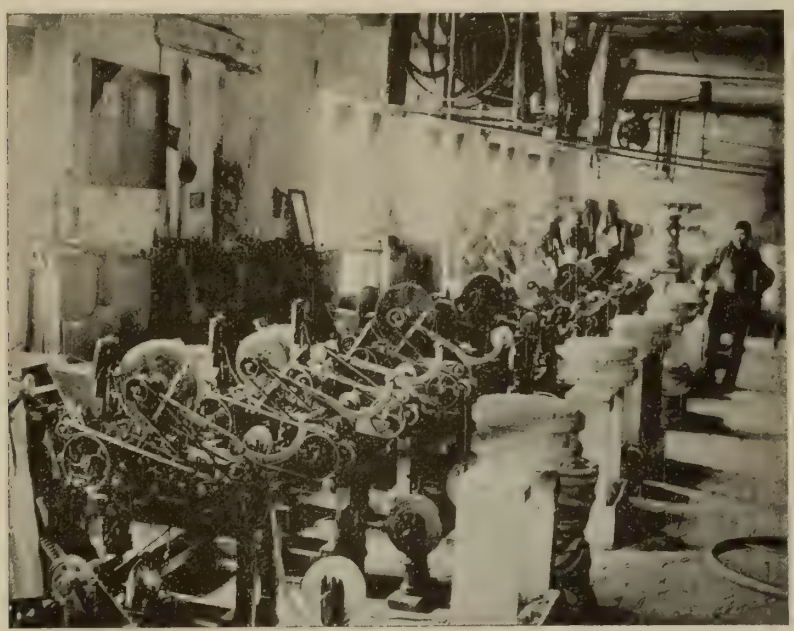
The pulp used is pumped in a gruelly condition into a large vat, and freed from lumps and partially drained is forced on into iron moulds set on tall presses, where, under a pressure of 160 pounds to the square inch, which drives the water out in streams, the utensils are shaped. The moulded goods are now dried in a kiln, then removed to another floor, trimmed by machine-driven saws of various descriptions, put upon lathes where, in polishing, their shape is reduced to that of the light and sometimes graceful utensils they appear when finished. Then comes the indurating vat, where, in a hot mixture, the composition of which is kept a profound secret, the goods are immersed, the indurator poking them under here and there with a stick every moment, and intently watching the mixture and the utensils floating in it. The immersion process complete, the wares are put for a considerable time in a kiln heated to 500° Fahr. A second immersion in another liquid follows, to give them a hard, glossy finish, which is afterward dried on in a kiln. The goods are now ready for the market, all except pails, tubs and a few other things, to which handles must be fixed.

The color of the goods, which is imparted in the glazing bath, varies as desired. Mottled browns appear to be favored most, but bright tints are frequent. The ware admits of great variety of pleasing effects in color, quite as much so as metallic or earthenware. This industry is more especially under the eye of Mr. Cushman, the vice-president of the company, a gentleman whose early and long connection with the Eddy factories has contributed much to their success.

Indurated ware is a boon to the kitchen and dairy, and needs only to be well known to come into general demand. The utensils are the lightest in the market. Strength is combined with lightness. A man can jump on a light wash-basin or hurl it into the air and let it fall on the hard floor without cracking or denting it. It may be broken with a hammer, but it is difficult to wear out indurated goods. The surface remains hard and glossy; neither heat nor cold, moisture nor drought affects it. The utensils are seamless

non-warpable, and for practical purposes may be described as indestructible.

Immediately opposite, across the Chaudiere road, is a large stone building, occupied by the machine shop and the hoopware factory. The last, if not so interesting as the match factory or the indurated ware works,

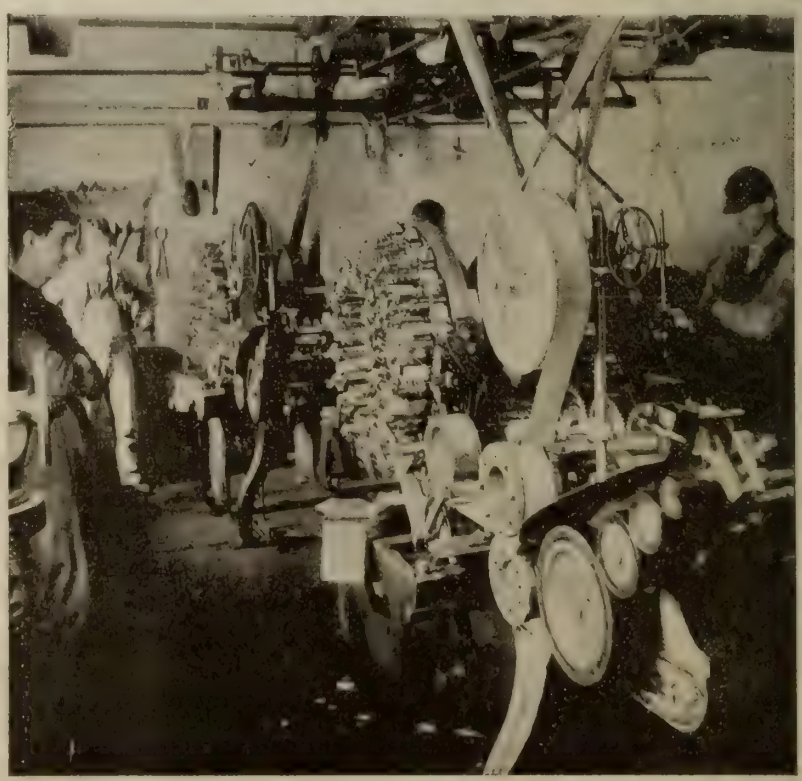


THE MATCH FACTORY—WINDING MACHINES.

has many processes which the visitor watches with interest. The factory is a very large one, the largest of its kind in the country. It was one of the earliest industries engaged in by Mr. Eddy, and its reputation has steadily increased, for no pains have been spared to make every improvement possible in the machinery and methods with a view to economy in production and to securing well finished wares that will not fall to pieces or become leaky if left empty and dry. The manufacture comprises common pails, pickle pails, toy pails, wash tubs, candy, lard, jelly, jam, biscuit and spice pails and a variety of minor wares. Ash, elm, white pine and spruce are used, the last being in especial demand for butter tubs, as it is tasteless. The putting together and hooping is a process at once interesting and surprising on account of the rapidity with which it is done. The process of stamping the name of the company and printing from patterns the imitation grain work on this ware is particularly attractive. A recent improvement in hooped ware is the insertion in grooves around a tub, pail, etc., of wires; this doubly prevents the falling to pieces of vessels neglected and left in the sun. The magnitude of the business done by this factory may be judged from the fact that the output is equivalent to from 2,500 to 3,000 pails per diem. Here, too, a large number of men find constant employment in turning out first-class washboards, second to none in the market.

And last but not least by any means there is the manufacture of paper of all kinds, grades and colors. Here the grocer can get his tea and other wrapping papers in any quantity and at the lowest market price; here the hardware man is favored by having a strong heavy wrapping paper made specially for himself; and here users of paper of all kinds can have their wants filled. There are two paper mills, Nos. 1 and 2. The latter a large stone structure, 60 x 90, fitted up with the latest improved paper and pulp making machinery. We cannot attempt a description of the making of paper, for it would of necessity abound with technical terms, which would be meaningless to the vast majority of our readers, but will merely say that the whole process, from the time the wood is cut up into suitable lengths for being fed into the grinding machines until the finished paper is wound on the spools as it leaves the machine, is one so interesting that it is worth going many miles to see. In mill No. 2 there are two grinding machines, three beating engines (large, oval-shaped vats in which an engine keeps stirring and beating up the pulp) and a large paper making machine, used principally for making tissue and tissue manillas. This machine has a capacity of one and a half tons of tissue, or three tons of tissue manilla paper, per day. Although the Eddy Company have only been making toilet paper for a few months, yet already they find it hard work to keep up with their orders, even by running the two machines to their fullest capacity. These machines turn out 30 cases—100 rolls of 1,000 sheets each to the case—per day. With the improved machinery the company are able to turn out a superior quality of toilet paper and at a lower price than any similar article on the market.

Next comes the paper furnishing room. It is 85 x 102 feet, three storeys high, the ground flat having an 18-foot ceiling. On the lower flat is the mammoth super-calendering machine, having eight rolls 80 inches long. This is one of the finest machines on the continent, and is capable of finishing paper with the finest possible surface. The whole series of buildings are lighted with electric light, supplied with five dynamos with a capacity of 80,000 candle power. The two upper storeys are used for storage. The



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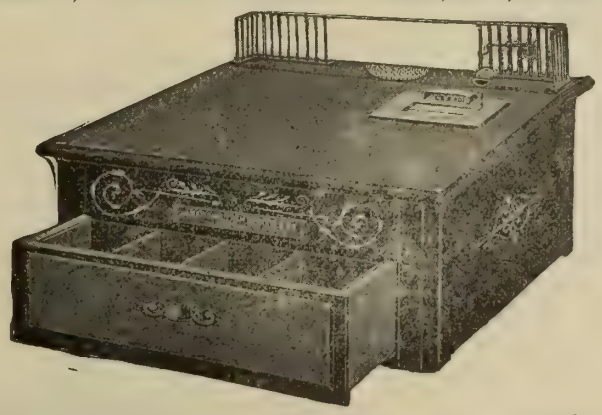
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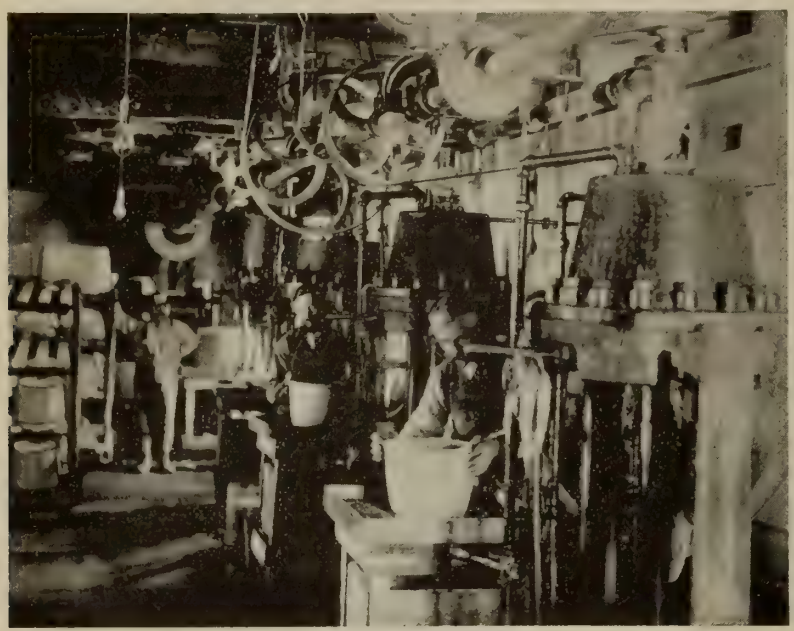
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building is fitted up with two powerful elevators and is heated throughout with hot air, as are all the other buildings no stoves being allowed around the premises. Passing from the finishing rooms, into paper mill No. 1, you are completely taken by surprise. The building itself is 122 x 148½ feet, with an



THE INDURATED FIBRE WARE FACTORY.

extension on one side, increasing the length to 170 feet. This extension had to be built to accommodate one of the new machines, which is 157½ feet long; truly a monster. On entering the door you are confronted by the two finest paper machines on this continent, if not in the world. They cost upwards of $30,000 each. The smaller one is, however, 147 feet long, is 98 inches wide, has 18 four-foot dryers and 2 stocks of calenders. This machine is used for making book, white print, news and manillas, and has a daily capacity of from eight to ten tons. The larger machine is 157½ feet long by 86 inches. It has 6 cylinders, 24 four-foot dryers and 3 stocks of calenders. This machine is used for making wood board, card board, duplex board, card middles, manillas, wrapping paper, etc., and has a capacity of from ten to twelve tons per day. This machine is so constructed as to produce cardboard with different colored sides, the only machine capable of doing this work in Canada. This mill is also fitted up with 6 grinders for grinding wood into pulp, and these require 1,350 horse-power to drive them. These grinders are 24-inch face, with 4-foot diameters. There are six run of them in mill No. 1, and two run in mill No. 2. In mill No. 1 are 10 beating engines of 50 horse-power each, and 4 Jordan engines, each of 30 horse-power. In the basement are the huge vats or tanks for holding the pulp, and also various pumping appliances for forcing the pulp up into the beating engines and finally into the paper making machines. Although this is but a short description it might be imagined that it is days instead of hours from the time the wood is ground into pulp till it comes out a beautiful sheet of paper. But such is not the case. Large sticks of spruce are thrown into the grinders and ground into pulp, then it passes on from machine to machine, and within a couple of hours is ready for use.

This confident vigor, which had so much to do in developing a very varied business which employed more hands than any one manufacturing enterprise in the Dominion (the number is said at one time to have amounted to 4,238 men, men and children) appears well founded. Mr. Eddy tolerates no inferiority in any of his manufactures. His wares must equal and, if possible, surpass the best in the same line produced elsewhere. All that careful methods and close attention can do is done. The needs of the market, and the special demands of customers, are carefully considered and promptly met. If the machinery already known to the world and needed by his company seems capable of improvement, the improvement is studied out, invented and perfected in Hull. A fully equipped machine shop is an important appurtenance of the company's factories, and here many new inventions have been made and elaborated, among them the Eddy match box machine, a marvel of mechanism scarcely rivalled anywhere.

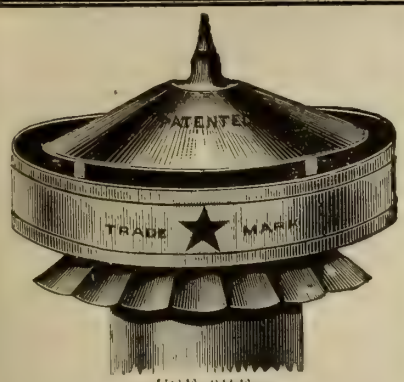
Mr. E. B. Eddy is the president and managing director of the company, the other officers on the board being: Mr. S. S. Cushman, vice-president; Mr. G. H. Millen, superintendent, and Mr. W. H. Rowley, secretary-treasurer. Mr. J. J. Gormully, Q.C., Ottawa, is also a member of the board.

Notwithstanding his many business duties, Mr. Eddy finds time to take an active interest in all that pertains to the welfare of Hull, and has filled the important positions of mayor or chairman of the finance committee for many years.

To the commercial public of Canada Mr. W. H. Rowley, the genial Sec.-Treas., needs little introduction. The accompanying portrait is a good one. He is a Canadian, his birthplace Yarmouth, in Nova Scotia, and is a son of Lieutenant-Colonel Rowley. He is 42 years of age. His business career may be given in outline as follows: In 1866 he entered London House, St. John, N.B.; from 1869 to 1870 he was with the Hon. John Robertson, of the same city; in 1870 he entered the Merchants' Bank of Canada, in Montreal; he was afterwards stationed on the Bank's staff at Windsor, Kingston and Ottawa; in 1880 he was made manager of the Ottawa branch; in January, 1887, upon the formation of the E. B. Eddy Co., he was made secretary-treasurer of that company. Mr. Rowley is a typical business man, and has a capacity for administration and hard work that is possessed by few.



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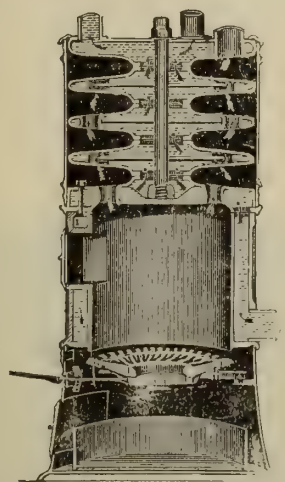


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STANDS AT THE HEAD.

MILLER BROS. & TOMS

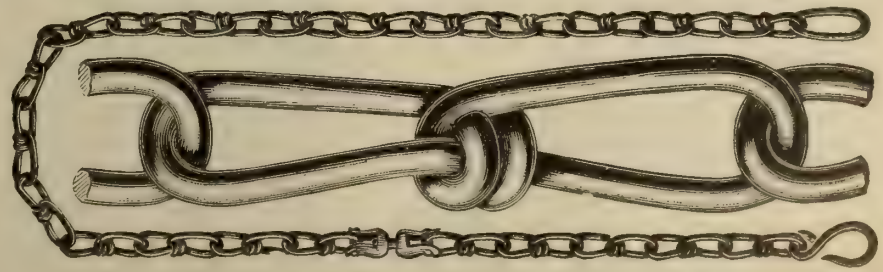
MONTREAL.

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,
AGENT.



TEMPERED STEEL WIRE TRACE CHAINS



LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full line of Cow-Ties, Tie-out, Dog and Halter, Coil Chains, &c. If you have not yet tried these chains send for samples and prices.

THE B. GREENING WIRE CO, Ltd., Hamilton, Canada.

FOR UNIFORM APPRAISEMENTS.

Hon. Mackenzie Bowell, Acting Minister of Customs, was interviewed the other day by a large deputation from the Montreal Board of Trade, consisting of Messrs. J. P. Cleghorn, ex-president of the board: J. B. Learmont, James Cantlei, Hon. E. Murphy, Alexander Ramsey, J. P. Hebert, John Hudson, John Kerry, R. Munro, Henry Newman, Gordon MacPherson and C. Myles, who were accompanied by Sir Donald Smith and J. J. Curran, Q.C.



INTERIOR OF PAPER MILL NO. 1, SHOWING THE TWO BIG MACHINES.

Mr. Cleghorn, who addressed Hon. Mr. Bowell first, presented a petition signed by 500 merchants doing business in various parts of the Dominion from Vancouver to Cape Breton, and controlling, as he stated, some two hundred millions of capital, all of whom are importers. The prayer of their petition is to have uniformity established and inequalities done away with in the mode of appraisement of goods by customs appraisers throughout the Dominion in order to secure some practical interpretation of the tariff everywhere in Canada. Speaking more especially of the dry goods trade, he pointed out several mistakes which had been made by different appraisers in certain of the smaller customs houses, which had worked to the great disadvantage of merchants in the larger centres. The petition suggested the appointment of an officer whose duty should be specially to investigate all cases reported to him of wrongful appraisement of goods. Mr. Cleghorn closed by saying that there was no complaint against any official of the custom house of Montreal. The mistakes complained of were made only by appraisers outside of the large centres, who naturally enough were not able to cope with their work from lack of varied experience in appraising.

Mr. Learmont, who spoke for the hardware trade, said that no fraud was charged against officials, but only mistakes.

Mr. Myles, of Lyman, Sons & Co., gave several instances of inequalities of appraisement, and Mr. Hebert, who represented the wholesale grocery trade, and spoke last, presented a resolution of the Board of Trade of Montreal, endorsing the mission of the deputation in coming to the capital to wait upon the Government.

Sir Donald Smith and Mr. Curran having spoken, Hon. Mr. Bowell assured the deputation that their request should be considered by the Government at once.

YOU ALL KNOW HIM.

Farmer Furrow came hustling into the hardware store of Messrs. Saw & Hammer one day and said:

"I'm going to build a new corncrib, Crosscut, and I want to figure on a couple kegs of nails. What are they worth to-day?"

"Dollar ninety-five, Uncle, seein' it's you."

"Whew! They're up, ain't they?"

"No, that's cheap. Just above cost."

"Well, I'll run over to Chisel's and see what he's got to say."

Fifteen minutes later he returned and remarked:

"Now, Crosscut, I can beat ye 5c. over at Chisel's. I'd rather deal with you, and if you've got any better figure just say so."

"Well, just keep it quiet and I'll make 'em to you at $1.85."

"All right, Crosscut. I'll be in again before I start home."

Along in the afternoon he sauntered into the store and said:

"I jest met Chisel accidently, and he sez I can have them nails at $1.80. Now, if you want to make 'em at $1.75 I'll close a deal with you on the spot for two kegs.

"I'll do it," said Crosscut. "Now what else?"

"Reckon I'll have to have a couple o' locks. What's the price?"

"These are fifty cents apiece."

"Put in two of 'em," said the farmer, handing him a bill.

As the old man drove away, chuckling over his ability as a nail buyer, Crosscut turned to a travelling man sitting behind the stove and said:

"If he'd paid me my price for the nails, I wouldn't made but a little over 10 per cent. He never whimpered about the locks and my profit on them was 100 per cent."—Farm Implement News.



MAKING TOILET PAPER AT THE E. B. EDDY CO'S MILLS, HULL.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

Manufacturers of

Pure Prepared Paints,

Mixed Ready for Use.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson,F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

HAVE YOU EXPERIENCED TROUBLE WITH

FLOOR PAINTS



I'VE USED IT.

It is more important to have a reliable floor paint than any other Liquid paint.

They must Dry hard. They must Dry quickly. Brightness and Durability are necessary.

These qualities, it has been proved are to be found in

ADAMANT FLOOR PAINT

In Six Colors, at $1.00 gal. Send for Cards to

Walter H. Cottingham & Co., Montreal.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

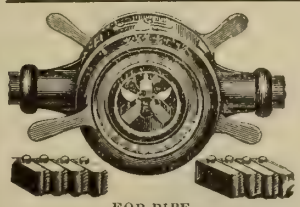
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

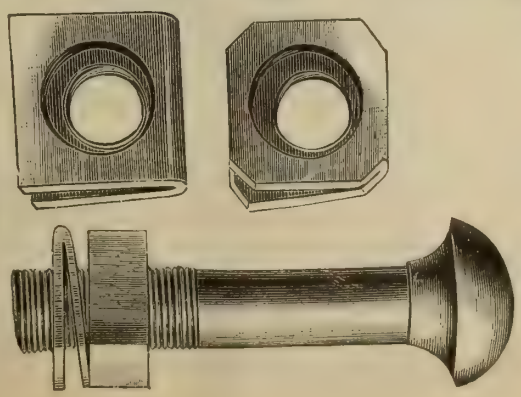
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

TRADE CHAT

A Toronto syndicate is thinking of starting a smelting and rolling mill at the Junction.

McMurtry & Co. have received the contract for St. Thomas's water-works supplies for the present year.

Messrs. F. Gilbert, F. Workman, W. T. Costigan, J. R. Walker and J. D. Taylor, of Montreal, have been incorporated by letters patent to acquire and work the Taylor process of decarbonizing iron, with a capital stock of $150,000.

The Kootenay Powder Works Co., with a capital of $25,000, has been incorporated. The company propose to manufacture powder and other explosives at Nelson. The trustees are Morris Moss, G. L. Milne, M.D., and Fred. H. Worlock.

Mr. H. W. Boyd, machinist, Montreal, has patented an invention for easily removing bars and grating from the windows and doors of a burning building. A test was made of the invention the other day, and it was so successful that Chief Benoit has ordered six for trial in the fire brigade.

Messrs. O'Sullivan & Clark have opened out at 212 Dundas street, London, with a fine line of tinware of all kinds. Mr. O'Sullivan has been with Wyatt for the past four years, and makes a specialty of furnace work. He has had charge of some of the leading work of the city.

From advices received it is likely that the company that purchased the Atikokan iron ranges, with the understanding that 300,000 tons a year would be mined, will open negotiations in regard to establishing nickel steel works on a large scale in Hamilton very shortly.

A new process of galvanizing is being introduced in London, which would appear to have some advantages over the older process of steeping articles in molten zinc. The inventors claim that by the method of cold galvanizing a more uniform coating is obtained, and, in the case of wire, the tensile strength is not diminished. —Age of Steel.

Some time on Saturday night an unknown person or persons obtained an entrance into Stevens & Burns' foundry, corner of Richmond and Bathurst streets, London, by breaking open a back window. Some brass plates and patterns, perfectly new, were lying on the floor, and the marauders took them as booty. The loss is estimated at about $60.

Electricity is in successful use at the gun factory at St. Etienne, France, for tempering gun springs. The latter consists of steel wire which is wound spirally, and a current of 45 volts and 23 amperes is passed through it. When the required temperature is reached the current is interrupted and the spring falls into water. One workman can temper 2,400 springs per day by this method.

The contract for supplying iron pipe for the Toronto Waterworks has been awarded to the St. Lawrence Foundry Co.

We beg to call the attention of our readers to the advertisement of the National Cash Register Co., on another page in this journal. The Canadian branch of this enterprising firm have just moved into new and spacious offices at 63 King St. W. this city, and the manager, Mr. J. A. Banfield, extends a cordial invitation to all merchants to call and examine their perfect business system. Over 40,000 National Cash Registers are in use in all parts of the world.

Dun, Wiman & Co. have issued their usual quarterly statement of the failures in the Dominion of Canada and Newfoundland. It gives the total number of failures for the Dominion for the first quarter of 1892 as 557, and the liabilities as $5,743,225. Newfoundland had two failures, with liabilities of $11,647. The total in the Dominion of Canada and Newfoundland is 559 failures, with liabilities of $5,754,872.

The following gentlemen have been appointed commercial agents for Canada: Edgar Tripp, Port of Spain Trinidad, agent for Trinidad and Tobago; G. E. Burke, Kingston. Jamaica, agent for Jamaica; Edwin McLeod, Georgetown, Demerara, agent for British Guiana; H. O. Bennet, St. John's, Antigua, agent for Antigua, Montserrat and Dominica; S. L. Horsford, St. Kitts, agent for St. Kitts, Nevis and Virgin islands; Darnley C. Dacosta, Barbados, agent for Barbados.

Letters patent were issued by the Ontario Government on Saturday last incorporating the Sudbury Customs Smelter Company. The company propose to handle ores in that district on the principle of a grist mill, as is done in Cornwall, England, and in the Western States. This will give parties holding locations in the district a chance to develop their properties with very little cost. The company have taken hold of the best paying end of the mining business, having no property to purchase, nor mining machinery, much of the risk attendant upon ordinary mining enterprise is avoided. The Ontario Government has been asked to give some assistance, and also to have a partial supervision of the work. The enterprise appears to be a step in the direction of developing the wealth of this region by native enterprise and capital.

IMPORTED WHITE LEAD.

The other day a deputation of white lead manufacturers waited on Mr. Bowell, the Acting Minister of Customs. They recommended that some steps be taken to bring imported lead under the Act applying to lead of domestic manufacture. Foreign lead often comes in labelled "pure" or "best" when it is not pure, and the sale of it under these false colors ought to be subject to the penalty that applies to the sale of domestic lead that is fraudulently branded. The deputation suggested that a specific instead of an ad valorem duty be imposed on white lead, as under the present arrangement the weight of the duty falls on the really pure lead and discriminates in favor of the adulterated

STEEL FOR PIPE.

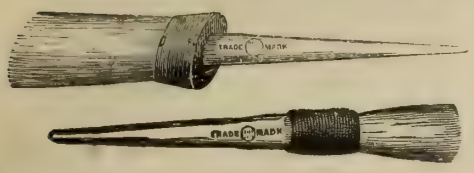
The pipe and tube trade seems destined to soon become that line of manufacture in which soft steel will make its next great inroad upon wrought iron. A very large share of the puddling capacity now active is engaged in producing muck bar to be rolled into pipe skelp, and on the whole, the pipe manufacturers have steadily resisted the change. But their apathy is sure to be overcome by the difference in cost in favor of steel. Muck bar has been selling in Pittsburgh at $26.25, while slabs a few weeks since were purchasable at $24. The waste, both in heating, in crop ends and in scrap, is decidedly greater with the former along the whole line from crude to finished product.

Since the pioneer work in this direction was done at Wheeling, W. Va., steel skelp has been largely used by other makers, and consumers have had an opportunity to test and to become familiar with steel pipe. One by one the obstacles to the introduction have been overcome. Manufacturers as well as consumers have long learnt to dismiss as groundless the claim that soft steel cannot be welded. With the right kind of steel a good weld can be as certainly depended upon as with wrought iron. We have repeatedly witnessed tests which left no doubt as to the integrity of the weld. In fact, it may be fairly asserted that there is no half measure between a sound weld and an obvious failure.

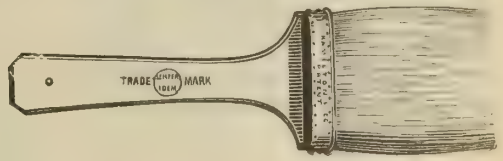
It has been claimed that it is a very difficult matter to put a good thread on a steel pipe and that therefore it should be condemned. This claim may be dismissed as being as untenable as the one that mild steel often exhibits the much talked of "mysterious" fractures of steel. In this respect it is the old story which welcomed the steel boiler and ship plates, and the steel nail.

We can understand the reluctance of iron pipe manufacturers to give up their puddling plant and to put large sums of money into steel works. But those who cling too long to the old may find their interests seriously threatened, while those who soon follow the lead of a few conspicuously successful younger concerns will keep abreast of progress. Many have already done experimental work with steel skelp and are becoming larger buyers of it. The signs indicate that the pipe trade is the next which will succumb to the victorious advance of steel. —Iron Age.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



TORONTO, Nov. 6th, 1891.

W. H. JAGGER, ESQ., 24 Front Street West, Toronto.

DEAR SIR,—We have used Messrs. Hamilton & Co's Painter's Brushes for some time past, and find them very satisfactory, both as affecting the questions of quality and durability.

Yours truly, ELLIOTT & SON.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."



These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

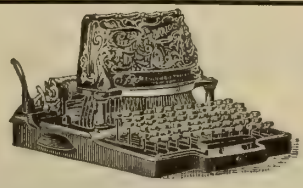
THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.

Made only by —

Pigou, Wilks & Laurence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from

Frank S. Taggert & Co, Toronto,
The Hingston-Smith Arms Co., Winnipeg.



BAR-LOCK TYPE WRITER.

The Best Machine on the Market

Secures visible writing, permanent alignment, automatic paper feed and ribbon reverse, great speed and manifold power, with easy manipulation and control of machine, etc.

A. M. COLQUHOUN,

AGENT FOR

TORONTO AND WESTERN ONTARIO,

TELEPHONE 181.

71 Adelaide St. E., Toronto.

THE

SWIFT

Safety Bicycle

has been produced with the view to raise the English Wheel from the **DEAD LEVEL OF GOOD** to a position of **UNQUESTIONED SUPREMACY** when viewed either as simply a Road and Racing Machine, or as a specimen of modern art and workmanship. It would be impossible to include in this advertisement a list of its advantages and superior qualities, but on application we will mail Illustrated Descriptive Catalogue free, or our Sales Show Rooms exhibit the Bicycles and fully explain wherein lies the points of special merit. Address

FRANK S. TAGGART & CO.

89 KING ST. WEST, - TORONTO, CANADA

MARKETS

MONTREAL MARKETS.

MONTREAL, April 15, 1892.

The condition of the iron market is about the same as last week, and is not likely to show any change till navigation opens. The demand is only of a jobbing kind for immediate wants. As noted last week spring quotations are considerably lower than spot prices. Chemicals are improving every day, cement also has the same steady movement.

PIG IRON.

There is no change in the local pig iron market since our report of last week; wholesalers are said to be still holding off. The stock of pig here is light and confined to Carnbroe, as all the Summerlee on spot has been sold. Spot orders, therefore, are steady at $21.50 for Summerlee and $19 to $19.50 for Carnbroe, and it is easy to understand with quotations of $19.50 for Summerlee spring delivery, there is little doing except for actual want demands at former figures.

BAR IRON.

Locally bar iron is without a change and the only business doing on spot is in a sorting up way. We still quote the former prices, $1.85 for wholesale quantities from makers' hand and $2 from jobbers.

SCRAP IRON.

Scrap iron is still quiet with very little doing, and outside of the sale noted last week, there has not been much doing except in a small jobbing way. We still quote former prices viz. $17 for wrought scrap and $13 to 17 for cast scrap according to quality.

TIN PLATES.

Tin plate is still without any new feature, and outside of a few odd lots moving ex-store, there is not much doing. Although the canners have started operations it does not seem to have any effect on the local market. We quote cokes $3.40 to $3.60 and charcoal $3.75 to $4.25 out of store here, quotations for spring delivery are about equivalent to these.

TERNE PLATES.

Terne plate is still dull and unchanged, and what business there is doing is only on a small scale. As noted from time to time, stocks here are still on the heavy side and dealers would no doubt make a concession to effect a turnover. We quote $7 to $8.

CANADA PLATES.

There not much doing in Canada plate, stocks here are still light and are being worked off slowly. We still quote the old figures, viz., $2.65 to $2.75, but dealers would no doubt cut on this to effect a sale.

COPPER, ETC.,

Copper is still easy owing to weak feeling of outside market. There is little on which to base a quotation on, but we still quote 12½ to 13c. The other metals on spot show no material change since our last report.

NAILS

Nails still have the usual steady call at the old figure $2.45 for 3 inch stock. Three inch steel nails running 10c. a keg higher. Steel wire nails are still unchanged at the following prices.

GENERAL HARDWARE.

This line has shown no change since our last report, the travellers are still sending in good accounts of themselves. Builders supplies are improving every day as spring advances and dealers anticipate a good trade this summer as the building operations will be on a large scale at this point. Shelf goods are also on the pick up, and one dealer here says he has sent out some large orders since the 4th of last month when the summer freight rates started. The French houses still talk on the firm side, and say trade with them is looking brighter every day. The same may be said of payments which lately have been better. Manufacturers agents also report trade with them good and that the wholesale trade are sending in fair orders.

CHEMICALS.

Chemicals are having a little better enquiry than last week owing to the low freight rates. One dealer states that the spring business is looking in better shape now.

Bleaching powder,	$2.25	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.01⅛	to	0.01¼
Caustic soda,	2.65	to	2.80
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.75	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.08	to	0.10
Bich. soda,	0.06	to	0.08
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.30	to	0.32½
Cutch,	0.08½	to	0.09½
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

With the light stocks in store here dealers generally talk firm, but what business there is doing is only of a jobbing kind. Prices are also being firmly held. We quote $1.35 to $1.45 for firsts and second breaks per 50 feet, and $3.20 to $3.40 for thirds and fourths.

LEADS AND PAINTS.

Leads and paints have the same movement as noted last week. The best line of mixed paints have if anything a slightly better sale. We quote:—Choice brands of paint, Government standard, $5.50; No. 1, $5.00; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.; do, No. 1, 4c.

OILS.

Oils are only having a small jobbing movement at present, with Newfoundland cod and cod liver strong, owing to the unsettled relations between Canada and that place. Castor oil is also held firmer. We quote: Cod Newfoundland 42½ to 45c.; seal, steam refined 47½ to 50c.; linseed raw 57 to 60c.; linseed, boiled 60 to 63c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25; turpentine, 60 to 61c. Less 3 per cent. 30 days.

CEMENT AND FIRE BRICK.

Cement is having the same steady sale as noted last week, and will no doubt improve, as the outside operations will be commenced soon. Dealers state that the orders from the west are still coming in in fair quantities. Firebricks are still on the same footing as last week. We quote: Belgian cement, $2.25 to $2.35; Newcastle, $2.35 to $2.45; London, $2.35 to $2.50; firebricks, $20 to $25 per 1,000

NAVAL STORES.

The demand for naval stores have fallen off somewhat since last report, owing to the fitting up orders all being filled. Dealers here say prospects for seasons trade looks bright. There is also a good demand



Brass Bird Cages.

We are making a special drive on these. It will pay to get our prices.

Our Hardwood Galvanized Iron Lined Refrigerators, command larger sales each year. One for sample will speedily sell others.

THE McCLARY MF'G. CO.,

London, Toronto, Montreal, Winnipeg.

MONTREAL MARKETS—Continued.

for turpentine at old prices. We quote:—Turpentine, 60 to 61c; rosin, $2.50 to $5, as to brand; coal tar, $4 to $4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

PETROLEUM

The movement in both Canadian and American refined oil is small, and the market here is still dull and quiet. Quite a lot of gas oil has been sold lately, and to bring up the gravity large quantities of benzine has been used to lighten it up. Canadian benzine is very scarce in this market. We quote: Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 15c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities. Canadian crude is quoted at $1.28½ per brl.

TORONTO MARKET.

TORONTO, April 15, 1892.

HARDWARE.

Trade gathers volume as the season gets under way. All the salesrooms are busy, and the shipping departments fully occupied in making up orders. The business naturally thickens about this date, as it is now that a large proportion of the late winter sales are due for delivery, and preparations for the forwarding of them cause some commotion in the warehouses. But the business of the hour is of no inconsiderable magnitude. Every day has its collection of orders direct from dealers or through travellers' advices. The season is opening up early, and wants that would have been put off if the weather had been backward are now being signified. The range of the demand this week pretty closely coincides with that of the past month. Cordage, farm tools, chain, plough-lines, pig rings, lawn mowers, wire, nails, etc. The demand for ship chandlery is better than it has been at this port for years. The price of barb wire and staples has been reduced 25c. per hundredweight, carriage bolts, iron rivets and washers have been advanced, a new list of prices for cut tacks has been got out. Cutting in hinges is still reported. Among the changes which will be found noted in Prices Current are the following: On Daisy Churns the discount is increased from 60 and 10 to 65 per cent., on Black Diamond files from 50 and 5 to 50 and 7½ per cent., on game traps from 25 to 33⅓ per cent., on American kettles from 60 and 5 to 60 and 10 per cent.; on Kearney and Foote's horse rasps the discount has been decreased from 50 and 10 to 50 and 5 per cent.; Mrs. Potts' sad irons are ten cents lower, and her H. P. irons 15c. lower; braziers are somewhat firmer.

BARB WIRE—As was anticipated in last week's report, the price of barb wire has been reduced. It is now quoted at 25c. per hundred weight less than it was and amended quotations are given in Prices Current. The reduction is expected to animate the demand, which has hung back remarkably this spring.

BINDER TWINE—Quotation is still deferred by the concern that controls the bulk of the domestic manufacture. One factory in St. John, N.B., however, which does not belong to the Consumers' Cordage Co., has sent forward samples this week and has submitted quotations. The samples appear to be satisfactory. The price quoted would bring the cost to retailers close to 13c.

BUILDERS' HARDWARE—Some lines are going freely, but the usual high spring mark is not likely to be nearly reached by the trade of the season. The local demand is quite as good as it was expected to be, but that is saying little for it.

CHAIN—This is a seasonable line and one that is receiving due attention, a heavy business falling to the jobbers. Supplies are coming to hand now, some of them behind time.

CORDAGE—The active spell has not yet completely run its course, as free buying is still reported. No change in quotations has been made. Manilla is 12¼c., Sisal 10¼c., New Zealand 10¼c., tarred lath yarn 8¾c.

HORSE NAILS—Are quiet at 50 and 5 to 60 per cent, from the list.

HORSE SHOES—A normal business for this time of year is due at $3.60 to $3.70.

SHEET STEEL BRICK.
ABSOLUTELY FIRE PROOF.
METALLIC ROOFING CO.
CATALOGUE FREE
M'F'RS TORONTO

NAILS—All nails are selling freely, but at the prices fixed at the beginning of the year. At the last meeting of the manufacturers of cut nails it was agreed to grant an extra rebate of 5c. for orders of 10,000 kegs. Some United States cut nails were brought in at one or two points, but they were limited in quantity and limited in size, 3dy. to 5dy., nails being the only descriptions it would be possible for United States makers to sell here. The wire nail men last Friday simply confirmed the list they issued on the 8th of January.

TACKS—The tack men changed their list at their quarterly meeting and resolved to return to the practice of selling cut tacks in bulk. Their list now stands as follows for bulk or pound package cut tacks, the discount remaining 50 per cent.:

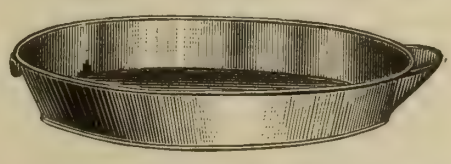
1	oz	65c.	per lb.
1½	"	46c.	"
2	"	43c.	"
2½	"	36c.	"
3	"	31c.	"
4	"	28c.	"
6	"	24c.	"
8	"	21c.	"
10	"	19c.	"
12	"	18c.	"
14	"	17c.	"
16	"	16c.	"
18	"	16c.	"
20	"	15c.	"
22	"	15c.	"
24	"	15c.	"

WIRE—Continues to be a good selling line. Less is heard of foreign iron selling now. An active demand is kept up, particularly for No. 11 oiled and annealed.

METALS

The metal trade, though more active than it was, does not keep pace with the hardware trade. The market in some lines favors the buyer to a degree that appears too good to last. This is notably the case in lead and apparently so in tin. Copper wavers, but the price touched last week will be likely to steady and hold firmly, if the tokens do not mislead. Spelter is higher outside. As to lead, the leading corporations throughout the country, as the municipal waterworks de-

BATHS OF ALL DESCRIPTIONS.



Japanned Ware. Stamped Ware. Pieced Tinware.

Milk Can Trimmings, Creamer Trimmings, Dairy Pail Bottoms, etc., etc.

THOS. DAVIDSON & CO.,

474 ST. PAUL STREET, MONTREAL.

MARKETS—Continued

partments and the gas companies, have got their supplies contracted for. The manufacturers' demand for metals is a flower of late bloom this spring.

ANTIMONY.—Inquiry begins to crop up here and there. A light actual business is done. Cookson's is 14½c., other brands are 13½c.

CANADA PLATES—Are coming into living interest again. The price is $2.90 to $3 for Blaina, $3 to $3.10 for Abercarne, $3 to $3.10 for Alloway.

COPPER.—The fact or the possibility of such a combine as was reported a few weeks ago is inconsistent with the alleged extent of output agreed upon, and the copper combine is not now the mainstay in prices. But prices have a good strong tone, and are not likely to droop much. Consumption has widened. At present prices in New York, Lake ingots could not be laid down here below 14c. The price at which it is jobbed out is therefore firm at 14½c. Casting brands are about a quarter to half a cent lower.

LEAD—Trade is somewhat better but is still sluggish. It is now lower than it has been for years, domestic pig being down to 3⅜ to 3½c. according to quantity, and imported pig 3½ to 3⅝c. If the price should go up suddenly a big rush would probably follow for supplies.

SHEET ZINC—The market is firm at 6⅜c. for cask lots and 6⅝c. for broken lots.

SPELTER—Prices remain 4¾c. for domestic and 5¾c. for imported, and business is not even moderately good. Outside the price has advanced.

TERNE PLATES—Are nominal.

TIN—Ingot tin has stiffened outside. Here it is a little more active but is no higher. The value continues at 23 to 24c. Strips are quiet at Prices Current quotations.

TIN PLATE—Dulness broods upon the face of the market, and disappointment is depicted in the face of jobbers. Canners are not coming forward with their orders, and the measure taken of the business to be done is small, if the ratio between the time past and the volume of business done be applied to the whole season. Prices have not varied from our quotations in Prices Current.

IRON AND STEEL.

Of the foundry pig iron selling now in the west a much larger proportion than ever before is Southern iron. Consumers have less room this year for supplies of Scotch irons than they ever had before, though their business is extending. But for applications where first class quality is required, the British irons must be had yet, and a very good week's business is reported by the salesmen who have been in the various districts. Several orders for 100-ton lots of Carnbroe, a 150 ton lot of Summerlee, and some business in Calder is reported, but all on private terms, the pressure of United States brands making special quotations necessary in most cases. Five or six cars of Siemens pig have also been placed this week. The pig iron market will be open for a considerable time yet, and its most receptive stage will probably be during the next fortnight.

In manufactured iron and steel there is no lapse of activity. Some inquiry is heard for structural iron, and one or two merchants are figuring on some specifications for warehouses, chiefly for beams. Merchant bar is steady from $2.10 up, this quotation being for domestic. Customers have been pushed hard to get iron from the mills, and in some cases get tired of waiting on one jobber and go to another. The boilermakers and all leading manufacturers who work on finished iron as raw material are very busy. A quality of boiler plate, quoted at $2.20, is selling freely. In some cases it appears to be mistakenly confused with Dalzelle's double crown, but is not of equal quality.

CEMENT.

Some fair-sized lots have been placed this week, notably of Johnson's, which is quoted at $2.45.

PAINTS, OILS AND COLORS.

The reports of jobbers agree in crediting the past week with a better general demand than its predecessors have had. An active trade in linseed oil has been done. The new list has not been changed by any fluctuations that have taken place. The price of linseed oil in England is now the lowest it has been for years, but as the demand for cake has almost ceased, the production of oil is declining. On spot there is scarcely a barrel of turpentine. The price is therefore about nominal at the moment at 56 to 58c. New supplies are expected daily. All paint staples are unchanged in value.

PETROLEUM.

Petroleum gives little chance for variations in the weekly report, as no change in prices is made except at long intervals. Business, too, keeps pretty regular throughout a single season. The prices remain 14½ to 15c. for lots delivered in the city and 14 to 14½c. for quantities shipped to outside buyers.

The Petrolia Advertiser reports: Petrolia crude $1.27 per bbl. Oil Springs crude $1.27½ per bbl. A weakness has manifested itself in crude oil since our last in consequence of the falling off in the demand for refined, which is usual at this season of the year. The dealers throughout the country are now beginning to enquire about contracts for future delivery of refined oil for the fall trade, and 11 cents f. o. b. here has been freely offered with a guarantee against decline. This beautiful jug handle system of doing business was inaugurated some years ago by the London Oil Refining Company, in order to secure a monopoly of the trade as much as possible, and ever since those days the large dealers in refined oil throughout the country expect to have this concession made to them by oil refiners on any future contracts, which means that if the price of refined oil goes up the buyer gets all the advantage, and if the price goes down the refiner has to make a rebate to them to meet the market price at time of delivery of each car.

GLASS.

A very steady demand continues to tell upon stocks, which are very low now. No change is to be noted.

OLD MATERIAL.

Prices are easy this week and trade is not only brisk, still a good deal of truck is being moved. The inward movement is very good. Prices are as follows:—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES—The market has not grown a hair's weight apparently on either side of the balance. Green are unchanged on a basis of 4½c., which is the price of No. 1 cows'. Cured have been sold at the old figure, 5c.

TALLOW—The market is unchanged. Crude quotes at 2c., refined at 5½ to 6c.

WOOL—Nothing appears to be likely to happen to change the monotonous sameness of the wool market. Fleeces are dull at 18c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, April 15, 1892.

In the New York market iron and steel products generally have met with rather slow sale the past few days, and the reports coming from other centres indicate that buyers who purchased liberally a few weeks ago are doing little at present, for the sufficient reason that their wants for some time ahead are fully discounted and that the tendency is to proceed cautiously in view of the heavy productive capacity of mills and furnaces in operation. Doubtless some exceptions may be found in particular departments of the trade, but the above outline applies fittingly to the general situation, and it may be remarked also that values in some lines are hardly as steady as they were at the beginning of the month, although actual dealings reveal to positive movement.

Under the "pool" arrangement the price of heavy section steel rails stands at $33 f.ob. mill or $30.75 tidewater delivery, and local agents affirm that they have no knowledge of any direct or indirect concessions being made, although 40-pound and lighter sections are still sold at relatively lower prices. Billets, rods, plates, etc., are moving at about the same prices that ruled a week ago, and, although more or less irregularity is found in selling prices of architectural material, track supplies, bars, sheets, etc., no radical changes are recorded.

In this market standard brands of Northern foundry grade pig iron are still quoted at $15.50 to $16 for No. 1 X, and $14.50 to $15 for No. 2 X, and Southern brands at about 50c. less. Mill grades remain at about $13.50 to $14 here. Scotch pig quoted at about $20.50 to $21 for Coltness, $20 to $20.50 for Summerlee, $19 to $19.50 for Eglinton, and $18.50 for Carnbroe. Foreign spiegeleisen is nominally $23 to $23.50 for 10 to 12 per cent, and $26.50 for 20 per cent., and 80 per cent ferro-manganese about $62 delivered here.

Old iron is apparently the weakest thing on the list and as slow of sale now as it was a short time ago when the apparent market value was $1 to 2 per ton higher. Old iron

MARKETS—Continued.

tee rails, for example, have been let go at $19, while about 200 tons No. 1 wrought scrap were sold at $17.50 f. o. b. cars Jersey City.

COPPER—For the present there seems to be a virtual stand off between buyers and sellers of ingot copper. Consumers have their near future wants well provided for, and therefore seem inclined to do little or nothing at the present time. Producers seem to feel comfortable over the manner in which output is being absorbed, and make no special effort to sell. Outside holders part with small parcels occasionally, but count for little as a factor in the market. They have let a few parcels of Lake Superior ingot go at 10.80 to 10.85c. The mining companies, to all accounts, will not shade 12c. Casting brands remain at 11⅜ to 11½c. In the London market merchant bars have advanced to £45 15s. for prompt and £46 10s. for future delivery.

TIN—Pig tin is a fraction higher in obedience to the manipulations of the leading London operator, but speculation in the metal continues very tame and purchases for consumption are of strictly routine character. Speculative transactions include 25 tons for April delivery at 19.95c., and 25 tons for July delivery at 20.05c. Spot stock quoted at about 20c. net cash in ten-ton lots, and 20.10 to 20.20c. in smaller quantities. London prices are up to £90 17s. 6d. for spot and £91 for future.

LEAD—Pig lead has been rather more active and is stronger at a slight advance. Fully 1,200 tons have changed hands at 4.22½ to 4¼c., and the latter price has since been bid. Holders are now asking 4.27½ to 4 30c., as to delivery and size of lot.

SPELTER—Spelter is still higher, with 4.70 to 4¾c. now asked for prime Western. The advance is due chiefly to additional purchases for export account, involving several hundred tons at prices on the basis of 4.65c. New York delivery.

TIN PLATE—In tin plate for prompt delivery there has been more business. Some lines of ternes being scarce are held at higher prices, but charcoals and cokes remain without change. For future delivery there has been more doing at irregular and slightly lower prices.

BRITISH MARKETS.

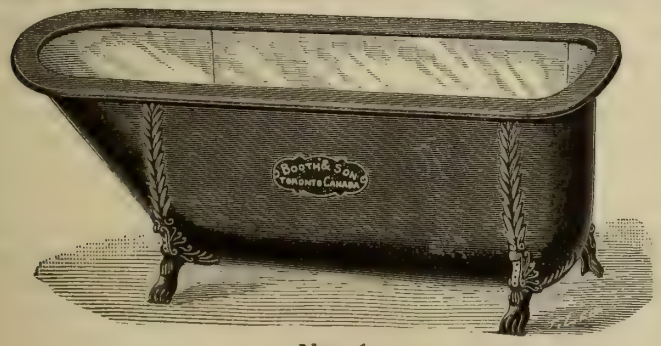
A. G. Kidston & Co., Glasgow, write March 29th:—At the close of the "stop week" the coal miners, save those in the Durham district, resumed work, and the excitement has so far calmed down. The advanced prices quoted for coal have disappeared, and these generally have lapsed into the condition in which the "strike" movement found them. The attitude of the Durham men is very determined, carrying them in some instances to the extent of menace and outrage, which, if not checked, may lead to the permanent closing of not a few of the mines by reason of water flooding. In view of the depressed state of trade, which loudly calls for a reduction in the cost of fuel, it seems most unfortunate that men whose wages were steadily advanced in prosperous times should now be so uncompromising. The immediate result of their action has been the damping down of furnaces in the Middlesboro' and Cumberland districts, and the stoppage of numerous manufacturing works, causing widespread dislocation of business and misery to many households. Ground will be lost that may never again be recovered, and those responsible for these labour troubles will have much to answer for. From all quarters come reports of dull trade, and many mills are kept running from hand to mouth, few being able to go full time. In our own immediate district we rarely remember so dull a time. Some of the steel works are having wages difficulties with their men, and consequently some mills are off altogether. In Staffordshire there have been several failures, the depression in prices having found out weak spots. Only the most favourably situated and best equipped works can hold their own under present conditions. How long this depression may last we cannot venture to predict, but at the moment it looks as if the year would be at least well advanced before we can hope for any solid improvement. However, the unexpected frequently happens, and a change would be most welcome.

PIG IRON.—The warrant market has been firmer under heavy withdrawls from store, consequent on diminution of make. This applies more particularly perhaps to Cleveland and Hematite. Makers' brands of Scotch Iron move rather in the direction of lower prices, owing to dull trade both in the home and foreign departments. Current quotations for Scoth, Cleveland and Hematite Warrants are—40s. 10½d., 37s. 4d., and 46s. 5½d.; and stocks of each stand to-day at 488,724,141,518, and 111,883, showing reductions during the fortnight of 7417, 9017, and 8636 respectively.

MANUFACTURED IRON AND STEEL.—Prices continue to move in buyers' favor, as the Clyde shipbuilding is very quiet, though in some other districts there is more life. On the whole, however, business is being conducted on very conservative lines.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

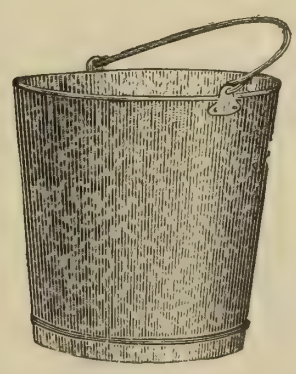
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

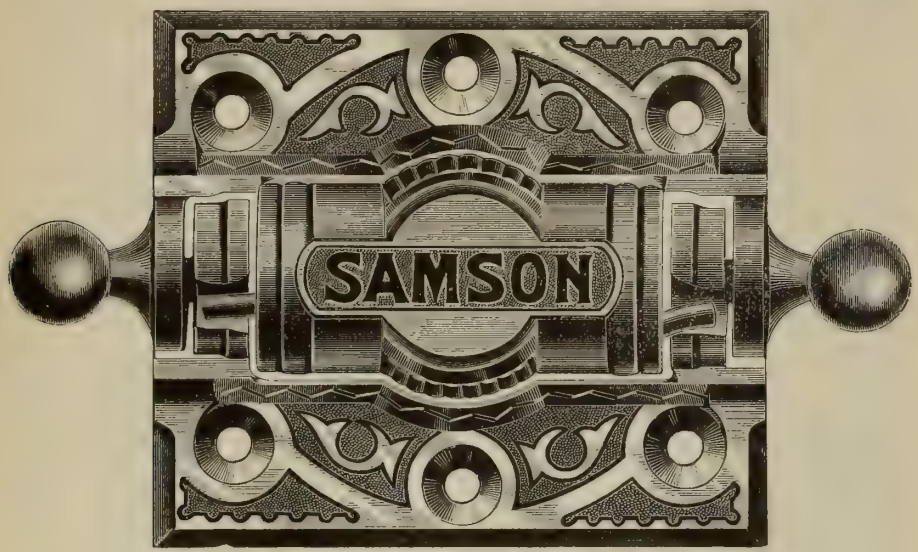
THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

NEW GOODS.

SAMSON HOLD-BACK SPRING HINGE.

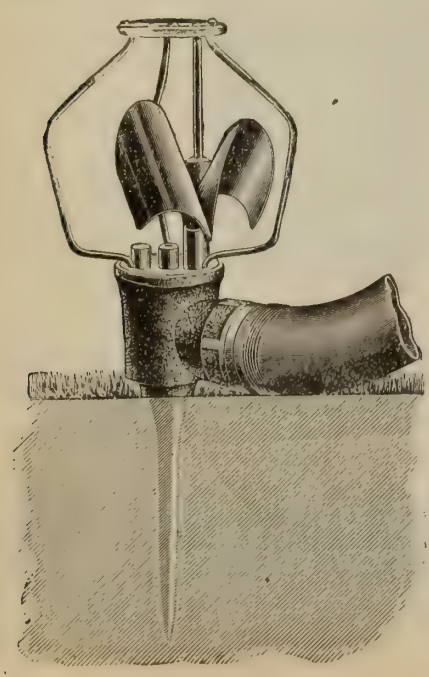
The accompanying illustration shows the Samson Hold-Back Spring Hinge which the Shepard Hardware Company, Buffalo, N. Y., are putting on the market. It consists of three pieces, two leaves and one spring,



the spring and castings being extra heavy and strong. Gauge lugs or markers are cast on the under side of the leaves, to hold the hinges exactly in line while being screwed in position. There is also a toe piece or hook on the end of the projecting spring stud, designed to keep the coil spring from slipping off. The hinge is nicely made, and is attractive in pattern and finish.

THE ARC LAWN SPRINKLER.

This Sprinkler will throw water in a complete circle or half circle, as desired. It will not clog up. It will sprinkle a circle from 4 to 40 feet in diameter, according to the water pressure. It distributes the water equally over the entire surface, wasting none around the base of the machine. This is the only machine ever invented that will sprinkle water in a half circle, thus preventing the wetting of walks while thoroughly sprinkling the lawn. It can be changed from a circle to a half circle or vice versa, in five-seconds. The Sprinkler is sold by Rice Lewis & Son.



ALUMINUM.

This much talked of, much maligned and much lied about substance, in spite of the obstacles lying in its path, and extravagant claims made for it, is gradually gaining a recognized position among the more common and better known metals, and to-day is being put upon the market, and is being used in greater quantities than is generally known. Aluminum has attained its present market demand almost wholly through the reduction in productive cost by means of electricity. Up to the time when the Heroult process, and its various additions or modifications, became known, this metal was spoken of simply as as a metallurgical curiosity. With the recently improved electric process, aluminum has reached its present stage of usefulness, and there is every reason to suppose that in the near future it will be put upon the market in quantities, and at a figure which will allow of its use in any and all branches of manufacturing for which it is peculiarly adapted, and for which uses the present high price prevents its adoption. The present price of the metal has been very recently reduced to 50 cents per pound by a company in Neuhausen, Germany, which is the largest manufacturer on the Continent. This price we may not be able to meet at present, as—be it said to our credit—labor is not so cheap in this country as in Germany, but to quote the words of Mr. Wilson, who is now erecting a reduction works at Leaksville, N. C.: "I expect to see aluminum retailed at 50 cents per pound before a year has passed." This reduction in price will, of course, be attained by means of superior reducing machinery, and not from any change in the workingman's pay schedule.

Even now, at the present figure, aluminum is being used in the arts and trades, prominent among them being its utilization for building purposes, and also in hardware manufacture, as a number of our leading firms in hardware trimmings have put the metal to the test, and report that, so far as known, the result has been highly satisfactory. There is undoubtedly a large field for this metal in the way of hardware trimmings, as it is the least susceptible of all the metals used in this line of manufacture to atmospheric changes. The statement that it does not tarnish is not correct, but the metal even when tarnished has a pleasing effect similar to oxidized silver. For general trimmings, such as knobs, escutcheons, hinge plates, etc., it is best adapted, while its use where heavy work and strain is a feature, is precluded, from the fact that its tensile strength is much below that of the metals used for such purposes—as an instance—an aluminum butt-hinge would not wear any time, nor can it be used in lock mechanism construction. In spite of the apparent contradiction of our foregoing statement, in reference to the German price of the metal, it is, nevertheless, a fact that the German Government recently placed an order with one of our reduction companies for a number of hundreds of tons of aluminum for use in making army cups, canteens, etc., this being so, probably from the fact that the German companies have not the facilities to produce the large amount required.—Lock and Bell.

EARLY CLOSING.

In the spring the salesman's fancy gravely turns to thoughts of closing—and closing early. Last year there was a fair amount of progress made in the early closing movement, and the scope of the reign of darkness —literal and metaphorical—was considerably reduced. The campaign is being resumed with better heart this spring, on account of the hopeful results of last year's agitation, an agitation which enlisted the press, the pulpit and the buying public in several places. Let it be hoped that employees will be still more disposed to shorten the working day for the good of themselves and their help.

WHERE THE JOKE COMES IN.

Miss Giddigush: "Mr. Crusty, did you see the Conington baby? Do tell me how it looked?"

Old Crusty: "Um—ah! It is quite small, clean shaven, red faced, and looks like a hard drinker."—Judge.

Housekeeper—"Why are apples so high in price?"

Marketman—"'Cause they're scarce, mum."

"But the papers said the crop was so enormous that apples were rotting on the trees all over the country."

"Yes'm. That's why they're scarce. It didn't pay to pick 'em.—New York Weekly.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S

Butcher Knives

and Steels,

Farriers' and Shoe Knives

Are the best in the World.

Trade Mark.

FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,

INTERNATIONAL EXHIBITION JAMAICA 1891

LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

Halifax Shovel Co., Ltd., Halifax, N.S.

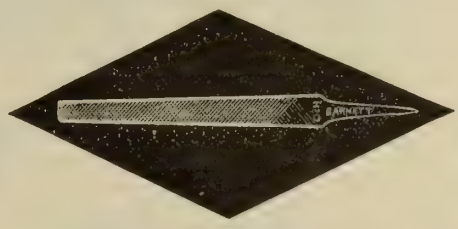
VICTORIA R & I. AND OF JAMAICA SUPREME LADY

HALIFAX SHOVEL CO., Ltd.

Dear Sirs,—Your make of shovels, "Fenerty's Patent," that we have been using for Railway construction have given every satisfaction, never breaks and wears well.

Yours truly, HIRAM DONKIN, Resident Chief Engineer, Cape Breton Railway.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

We are now prepared to name prices on the following :—

LAWN MOWERS,
GARDEN SHEARS,
GARDEN SETS,
RUBBER HOSE.

SOLICIT ENQUIRIES.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28 and 30 Front St. West, and 9 Jordan St., Toronto, Ont.

ENGLISH HOUSE: 1 Rumford Place Liverpool.

STARTING A RETAIL MARDWARE STORE.

Sample your shelf Hardware with fine copper wire on the wood boxes, which should be made only one row to a shelf, and have your smallest samples nearest the front door.

Have your counters far enough apart so that customers will feel no hesitation about "coming behind the counter," to see more closely the samples. Invite people to come behind the counters, and leave nothing around loose, but in its proper place. In short have your whole store arrangement so fixed that a person on entering will see nothing but goods—the fixtures like the clothes on a well dressed man :—present, but not conspicuous at first glance—they serve a secondary purpose.

Improve your leisure moments—if you have any—by looking over carefully the trade papers and the manufacturers' catalogues (of which keep a full stock) in order to increase your business knowledge, and as fast as new and desirable goods are brought to your notice,—or rather bring your "notice" to them,—buy a few—very few, thus anticipating somewhat in advance the public demand.

After your trade is beginning to be established, be a trifle more enterprising, and use your credit to at least 20 per cent. of your stock assets, and thus add new lines from time to time as you consider feasible. Buy lightly, so that if you are "stuck" on any articles the amount of capital tied up will be trifling.

Cultivate cordial and sincere relations with the parties of whom you purchase goods, and do not leave one house for another without due consideration.

You are now establishing the credit part of your capital and what a neighbor trader, who has been in business for ten years, might do with impunity, would, in your first year or two, be regarded with perhaps suspicion.

Try to keep a complete variety of each line of goods rather than many different lines, as it makes a better impression on the public mind to find you well stocked with what you are supposed to carry, and looks, and is, better business judgment.

If there are—and no doubt there are many—articles which are in frequent demand of a certain high grade of quality do not, for the sake of profit, substitute a cheaper grade, but rather keep both, and thus hold the regular trade while catering to the indifferent class of trade also.

Be sure to have your signs attractive and distinct.

Don't be afraid to spend some money on "printers' ink" and "sign paint," as they are both absolutely necessary to modern success.

However do not over-do the matter, but rather determine on how much you will spend each year on advertising, and then ascertain where you can get the best service for the amount you have decided to spend.

Take pains that the little details of your store management, like wrapping paper, stationery, the clerk's appearance and manner, etc., etc., are calculated to please the public.

First, suit the public, and next make them pay for the service.

Should people dispute your prices and claim they are exorbitant, either reduce your rates to everybody, or maintain your dignity by refusing to make concession without good reason.

Don't let a few local cranks run your store, and you pay the expenses.

Be the master of the situation, or shut up your shop and hire out by the week to a more capable man.

There is a good deal of advice given other people, by some people, who are running a store which it is just as well not to heed.

Don't believe it always, when you customers say they can buy a great deal cheaper of your competitor. Study the circumstances a little before you drop your prices to meet an imaginary market. If your prices are as low as you think proper,—and 30 per cent. on the cost is as low as you can afford to sell on the average;—maintain them even if you have to temporarily lose your customer—you are better off without his close trade.

Don't be too ambitious as regards prices, either up or down ; maintain an even ratio and you will find it the most remunerative in the long run. For an advertisement you can, of course, make "leaders" of a few insignificant articles, but don't carry it too far or you will get in beyond your depth.

Keep yourself posted on local events and awaken a personal interest in your chance customers - they will make walking advertisements.

A pleased customer is said to be the best possible kind of advertisement, and it is straight up and down truth, and to secure such you can well afford to spend much time, money and thought. The natural way to gain public confidence is to treat people squarely and consult your customer's interest as well as your own. Don't let the cent of to-day blind you to the dollar of to-morrow.

No merchant, that I ever knew of, reached a point in his business education where he could honestly consider himself "a graduate." The more one knows so much wider opens the field of acquireable knowledge, and it is the merchant who is fully awake to the modern possibilities of business improvement and opportunity, who is fitting himself for a step higher in mercantile life.

Above all don't sacrifice your health to promote business. Give your body and mind a little vacation occasionally; it is not time wasted, you will accomplish more in the end.

Good health, a strong constitution, is the only legacy a man can justly claim as a birthright, and beware how you cheat yourself, and posterity, of what is after all, the first requisite to a happy and successful life.

Trust your employes as friends and fellow workers, but do not allow over familiarity to breed contempt.

If at the end of the year you have accumulated 10 per cent. on your investment, above all your total expenditure, you may consider yourself a decided success, but don't let it lead you to relax your hold on the steering wheel.

You are the pilot—look out for rocks ahead ! The first year is often the smoothest, and you will begin to experience the disadvantages of accumulated stock, and shop worn goods—keep them moving at any cost.—D. T. Mallett in N. Y. Hardware.

MONTREAL TRADE CHAT.

The Cookshire Machine Co. Works have been working thirteen hours a day to keep up with their orders.

Fire destroyed the stable and sheds of Thomas Davidson & Co., tinware merchants St. Cunegonde street, last week. The loss is estimated at $1,500. The firm sent a cheque for $25 to the city firemen in acknowledment of their services

The wire nail men held their regular quarterly meeting here last Friday, in the Montreal Rolling Mills Company's office. It was only for regular business.

Upon invitation of Mr. Casper Teiper, the retiring manager of the Hamilton Bridge Works, one hundred employes of the establishment sat down to luncheon in the pattern room at 4 o'clock on Saturday. At the head of the table sat Mr. Jos. McMaster, superintendent of the works ; Mr. John Stewart, secretary-treasurer ; Capt. J. B. Fairgrieve, and Messrs. Hugh Fairgrieve, C. S. Murray, A. Gartshore, Alex. Stewart, and Mr. Teiper. A magnificent gold watch and chain and a silver soup tureen and ladle, presented by the employes to Mr. and Mrs. Teiper, respectively, ornamented the table. A short toast list was submitted, and songs, speeches, and music were indulged in for a couple of hours.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, - Ontario.

SPOONS, FORKS ETC STAMPED
1847 ROGERS BROS. A1
ARE GENUINE „ROGERS" GOODS

OFFICES: 100-102 Reade St., New York, U.S.A.

CAPACITY OF WORKS: 1,200 doz. per day.

KEARNEY & FOOT CO

WORKS Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

Illustrated Catalogue Price Lists mailed on application.



PLEASE MENTION THIS PAPER WHEN WRITING US.

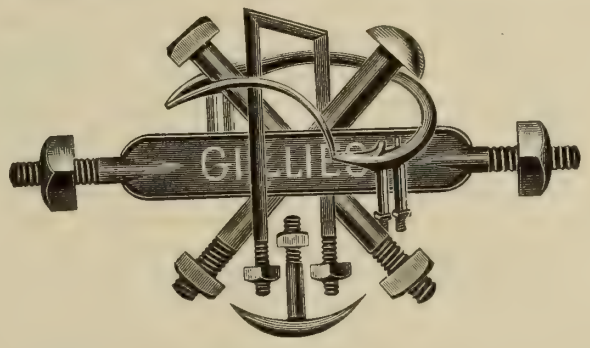
PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

Wm. McNally & Co
Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

RAPPING

FOR THE HARDWARE TRADE.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. The price low. Send for samples.

PAPER.

Business Changes.

SALES MADE OR PENDING.

The hardware stock of W. Somerville, Toronto, was sold on the 12th inst.

J. F. Warbrick, hardware merchant, Bolton, Ont., has sold out to Clement & Co.

J J. Gould, general merchant, MacDonald, Man., has sold out to H. A. Manwaring.

The estate of Geo. Dorneig, general merchant, Wellesley Ont., was sold by auction on 12th inst.

Schultz & Hansen, general merchants, Gretna, Man., are advertising Plum Coulee and Rheneland branches for sale.

The insolvent stock of Chas. Richardson, Owen Sound, was sold at Suckling's to N.B. Gould at 52 cents on the dollar, and that at 82 Dundas street, city, to R. Scott & Co., at 53 cents on the dollar.

At the meeting of A. D. Campbell's creditors on Monday, his stock was sold to Mary S. Campbell, for 30 cents on the dollar. The liabilities are $4,000 and the assets a somewhat smaller amount.

PARTNERSHIPS FORMED AND DISSOLVED.

Chartrand & Menard, general merchants, Cedars, Que., have dissolved.

A. Painchand & Co., wholesale hardware merchants, have dissolved. The business will be continued by Arthur Painchand and W. W. Squire.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

R. H. Pomroy, general merchant, Fullerton, has assigned.

D. N. Germain & Co., hardware merchants, Montreal, have assigned.

A. Lebarge & Co., general merchants, St. Luce Station, have assigned.

H. B. Kinster, general merchant, Ruscom Station, Ont., has assigned to P. Pocock.

A meeting of the creditors of R. McKenzie, general merchant, Kirkfield, Ont., has been called.

D. A. Younghusband, general merchant, Carp, Ont., has assigned to P. Larmouth, Ottawa.

Campbell & May are paying a dividend of 50c. on the dollar to the creditors of H. S. Rose, the Strathroy insolvent, who failed for $15,000.

J. C. Roy, Minden, general storekeeper, has assigned to McMaster & Co., who are said to be large creditors. For some time past he has been endeavouring to obtain an extension, but a writ issued by James Popham & Co., for about $1,000 forced the assignment. The liabilities and assets are said to be about $9,000.

HARDWARE SLANG.

Well do I remember when first promoted to the counter, a customer inquiring for a "gill stoup." Thinking it a liquid, I asked if he had a bottle, and was then told it was for measuring liquids, it being a gill measure. We are acquainted with "Canterbury" and "Kent" hammers. Are these patterns the special favorites of the clergy and peerage? I expect the Chancellor of the Exchequer will keep the national accounts under greater security than that obtained by a "budget" lock. We can imagine, but not describe, the language of the man who termed barb wire "wicked" wire. To show that the whole practice of snuffing is not yet extinct, we are occasionally asked for a snuff "mull," a tin snuff-box. A joiner asking for an "eetch" and meaning an "adze," is one of those things "no fellah can understand." "Bath" bricks might have been a toilet requisite at one time, happily they are superseded in that respect now. Blasting powder is sometimes alluded to by the suggestive name of "mustard"; if taken in quantity the effects would be somewhat similar. Dram flasks and "pocket pistols" are synonymous. If is not synonymous. It is not easily seen why a wire fence strainer should be termed a "blackbird." A "dandy" brush may be so named from the appearance its use produces on a rough-coated horse.

Can any one explain why a butcher's knife should be called a "gully," and a horn spoon a "cutty." People of names other than "Jack" resent the preference given that name to designate a class of chain. Terming a tray a "waiter" is casting a slur on "Our Robert's" (of Punch) profession. A key-hole can be cut with a pad saw, but why should that same saw be called a "port-saw"? I will leave it to some one else to prove by experience why colza oil should be dubbed "sweet." The reasons why whale oil should be called "train" oil, and sulphate of copper "blue stone" are obvious; uot so why soup ladles should be known as "dividers." We come across milk sieves ask for as "sye-dishes," shoe bristles as "birse," snare wire as "girn" wire, and brawdawls as "brogues." Why are "French" "Suffolk" and "Norfolk" latches, "Dutch" hoes, and "firmer" chisels, so called? In drysalteries we have "Venetian" red, "Spanish" brown, "Prussian" blue, "lamp" black, and "ivory" black. If this latter is black it can't be ivory, and if ivory it cannot resemble black.—A Fifeshire reader in Ironmongery.

REFRIGERATORS OF ALL KINDS.



Manufactured by KNOWLES & NOTT, Brantford, Ont. Write for Catalogue.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.



TO PURCHASERS OF SILVER PLATED WARE.

ALL Silver Plated Ware, whether it be light plate or the heaviest, has the same outward appearance, and there being no way to determine the thickness of plate except by analysis or actual wear, it is of the utmost importance, IF QUALITY IS DESIRED, that every article bear the full name of a manufacturer known to make these goods exactly as represented, who will guarantee them to give satisfaction if properly used. All goods bearing our stamp, "Toronto Silver Plate Co," are warranted to be made of eighteen per cent. Nickel Silver Metal plated with Pure Silver, as represented by marks thereon. Our process of plating is excelled by none, giving uniformity and durability.

Money Paid will be Refunded for all goods not found as repre ented.

E. G. GOODERHAM, Manager. JNO. C. COPP, Sec-Treas.

BUSINESS WANTED.

A YOUNG MAN DESIRES TO SECURE A working partnership in a good active hardware business in a lively and progressive town in Ontario. Understands bookkeeping and general office work. Address Box "D" Glencairn, Ont. 15

BUSINESS CHANCES.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

WANTED—LOCAL AND TRAVELLING Agents to sell Mucilage, Paste, Gums and Sizings, to Mills and Dealers. Liberal Commissions. The Arabol Mfg Co., 13 Gold St., New York.

FOR SALE.

HARDWARE, STOVES, FURNITURE, AND house-furnishing business for sale, in a Northern village, centre of a lumber region; no opposition; doing a business of about ($18,000) eighteen thousand dollars per year. Liberal terms to the right person. This is a chance of a lifetime, write for particulars. Address D. C. M., care HARDWARE, No. 6 Wellington Street West, Toronto, Ont.

SNIDER RIFLES WANTED.

WE WANT HALF A DOZEN SECOND-HAND Snider-Enfield Rifles—military pattern—any kind will do if they are complete and the price be low. Address, Snider-Enfield, care HARDWARE. tf.

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for Catalogue.

THE SUPPLY CO., Niagara Falls, Ont.

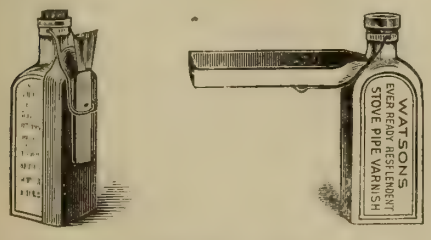
Plate Glass.

Special quotations given for sound delivery at any Railway Station.

English, French and Belgian **Plate Glass.**

ALL SIZES IN STOCK.

A. RAMSAY & SON,
MONTREAL.



RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes, Piano and Furniture Polish, Stove Pipe Varnish, etc.

PARIS, ONT.

FORBES' NEW PATENT.

GLOWING OPINIONS FROM ALL POINTS.

ACHIEVED! ACHIEVED! ACHIEVED!!



PRICES REDUCED AND GOODS IMPROVED. Write for full information in GOOD TIME. NOW is the best time.

The Forbes Manufacturing Co., Halifax, N. S.

P. O. Box 2029.

The William Johnson Company

(INCORPORATED)

572 WILLIAM STREET.

MONTREAL, 1st MARCH, 1892.

DEAR SIR,

We beg to inform you that we have sold our business, including our Factory, Stock of Merchandise and Goodwill to

THE CANADA PAINT COMPANY, Ltd.,

who will continue to carry on the business in the premises heretofore occupied by us, and for whom we heartily bespeak a continuance of the patronage you have hitherto bestowed on us.

For purposes of Liquidation, our address remains as above.

Yours faithfully,

The William Johnson Company.

STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO, Agents,

645 St. Paul St. Montreal. 18 Front St. West, Toronto.

To the Trade :

OUR NEW CATALOGUE

—OF—

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

"Burham"

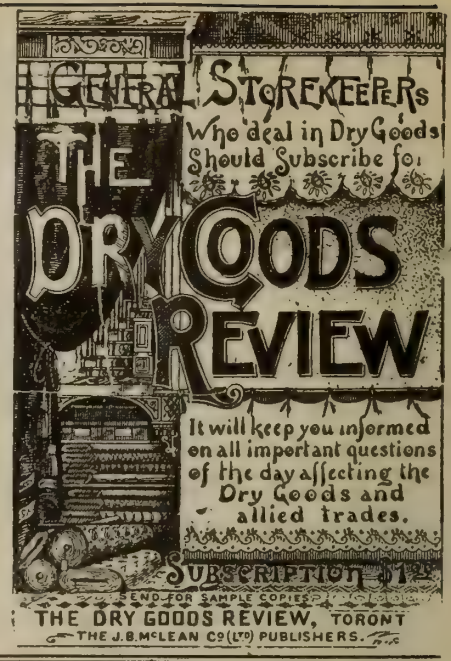
PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
Bradley M.L.S.		
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 50	8 75
D.C., 12½ x 17	4 00	4 25
D.X.,	5 00	5 25
D.X.X. "	6 00	6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½	6¾
26 "	7	7¼
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 10	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3½
28 "	3¼, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S. "	0 14 0 14½
Lake Superior	0 13 0 13¾

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 21 0 22
" 35 to 45 " "	0 20 0 21
" 50 lb and above per lb	0 19 0 20

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 16 0 18
Crown	0 15 0 17

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according t composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, Berger's ex. deep, per lb	0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure.	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56½ 0 60
Boiled "	0 59½ 0 63

Turpentine (in bbls)

Selected Packages, per gal	0 56 0 58

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Centra Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis 10 p c.

Wads.

Eley's, per 1,000	$0 25 $1 60

Anvils.

Per lb	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers'. " ... 0 45 1 60

Awl Hafts.

Patent Peg, per gross... ... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½,40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Butts—*Brass.*

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " .... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c. to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co.. 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches.				
16 to 25	1.45	2.70	2.00	
26 to 40	.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4 50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.

1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Gun Wads.—*Baldwin's.*

	per lb
Best thick white felt wadding, in ½ lb. bags.....	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges.....	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge....	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges...	0 20
Thin card wads in boxes of 1000 each, 10 gauge.....	0 25
Thin card wads in boxes of 1000 each, 8 gauge.....	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge.....	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge.....	1 15
9 and 10 gauges	1 40
7 and 8 gauges.....	1 65
5 and 6 gauges.....	1 90

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

	Per doz. sets
Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20
" Shepard's, dis 50 to 60 p.c.	
	Per doz. pairs
Spring	1 50 3 50
" Shepard's Samson	1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled. Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 50 and 5 to 60 per cent

Horse Shoes.

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)
1. Either Canada or American Pattern.
Basis—50 to 60 dy..... 2 30
40dy..... 2 35
30 dy..... 2 40
20, 16 & 12 dy..... 2 45
10 dy..... 2 50
8 & 9 dy..... 2 55
6 & 7 dy..... 2 70
5 dy..... 2 90
2. American Pattern Only
4 dy. (shingle)..... 2 90
3dy. (lath)..... 3 30
3. Canada Pattern Only
4 dy. (shingle)..... 2 80
3 dy. (lath).. ..... 3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p.c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 to 50 and 2½ per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10½ 10¾	12½ 13
¼, 5-16, ⅜ in.....	11 11¼	13 13½
3-16 in	11½ 11¾	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 75 0 80
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 2½ 3 00

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ¼ and ½ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Snaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4¾
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 14
" Red cap..... ..... 0 12
" Crown..... ..... 0 11
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart 4½ 4¾
" 4 " 4 & 6 " 4½ 4¾
" Plain twist, 2&3 wires 4½ 4¾
" Steel thorn and ribbon..... ..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... .... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each . 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

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6 Wellington St. W., Toronto.

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W. S. McGREGOR,
11 and 13 Front St. East, Toronto.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST W., TORONTO.

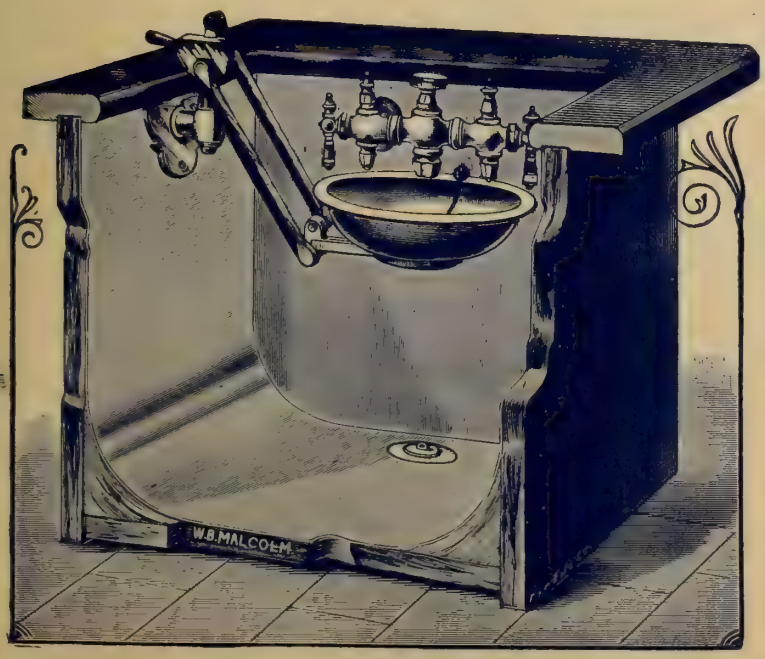
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Best Box Metal Extant
For Machinery Bearings.
Stands any Weight or Motion.
Solid Comfort for Engineers.
Most Favored Metal in Canada
Used and Recommended by the Best Manufacturers and Owners of Machinery in this country.
It admits no Competition.
COPPERINE will do all your work.

Malcolm's Patent Adjustable Basin Stand.



Unique, Durable, and Cheap. Nothing like it in the Market.

It is easily adjusted to any position; is filled from the bath-taps, and when filled, can be raised to the desired height by the user, or swung to the outside of the bath by either adult or child, and will remain where placed.

SAW YOUR ADVERTISEMENT IN THE HARDWARE.

When writing to our advertiser please inclose the above.

ST. LAWRENCE FOUNDRY CO.,

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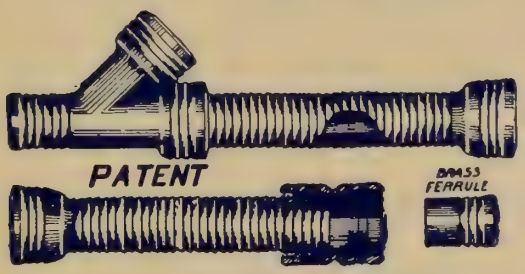
MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

CORRUGATED SOIL PIPE AND FITTINGS



MARKS AN ERA IN SANITARY REFORM.

Approved by Architects,
Plumbing Inspectors, and Master Plumbers.

No Extra Cost. Increased Strength. Perfect security against Poison from Sewer Gas.

SEND FOR CIRCULARS.

H. R. IVES & CO.,

SOLE MANUFACTURERS, MONTREAL.

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F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY

OF MONTREAL.

Capital $2,000,000.



Sole Agents and Manufacturers of the

Forsyth (Boston Belting Co'y) Patent Seamless Rubber Belting

For the Dominion of Canada.

Superior Qnality Rubber Goods.

Our Rubber Belting is Unequalled in America.

Il kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c.,&c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. McGILL, Man.**

WESTERN BRANCH:
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J. H. WALKER, MANAGER.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas. CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.

OF TORONTO.



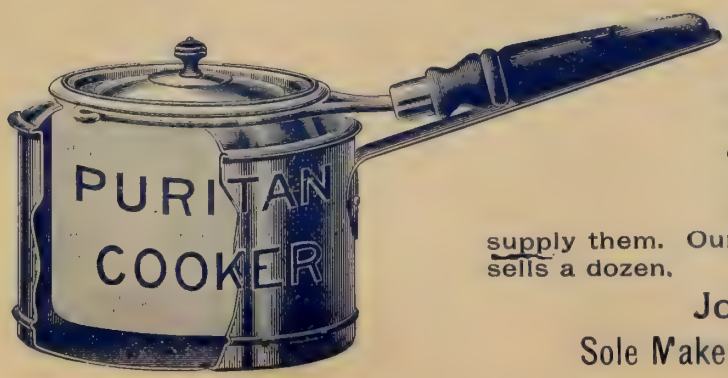
Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

AN ADVERTISING CIRCULATION OF



80,000,000

In the best mediums on the Continent, naturally brings thousands of inquiries and hundreds of orders.

We have inquiries from consumers in your section who want our goods. Why shouldn't you supply them. Ours are nice goods to handle. Every piece sold, sells a dozen.

Jobbers have them in stock.

Sole Makers: **THE EUSTIS MFG. CO.**, 49th St., Bavonne, N.J.

APRIL 23, '92

2.00 a Year.
10 Cents a Copy



PUBLISHED WEEKLY

HARDWARE

THE ORGAN OF

WROUGHT CAST, STAMPED SHEET & SPUN METAL TRADES.

Address:

"HARDWARE,"
No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

Dog Collars.
Poultry Netting.
Garden Tools.
Wheel Barrows.

WRITE FOR PRICES.

RICE LEWIS & SON,
LIMITED.

GENERAL HARDWARE **MERCHANTS.**

TORONTO.

WHITE LEAD

WE GUARANTEE OUR **PURE LEAD**

To contain no adulteration whatever. Is composed entirely of perfectly Pure Carbonate of Lead and Refined Linseed Oil, and for fineness, body and durability is unrivaled. Every package bears the annexed label.

CANADIAN STANDARD.

THE WHITE LEAD ASSOCIATION OF CANADA — GUARANTEED PURE LEAD AND OIL

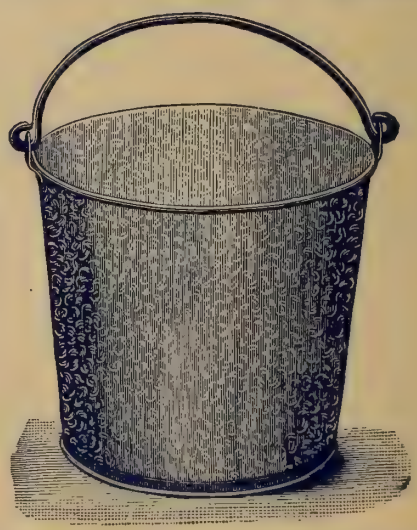
THE WHITE LEAD PAINT CONTAINED IN THIS PACKAGE IS GUARANTEED BY THE WHITE LEAD ASSOCIATION OF CANADA TO BE ABSOLUTELY PURE.

Ontario Lead and Barb Wire Co'y, Ltd.,

55, 57 and 59 Richmond St. E.; 54 and 56 Lombard St., Toronto.

GALVANIZED STEEL BUCKETS.

IMPROVED PATTERN.



IMPROVED PATTERN.

Something entirely new, and superior to old style Buckets, made in three sizes.
They are superior to the ordinary Flaring English Bucket, being of greater capacity.
They are stronger in shape, consequently more durable.
They will not slop over or tip over, owing to the wide bottom.
They nest very close and firm, which protects them in shipping.
The rim is in one piece with the body, consequently cannot get knocked off.
They are Galvanized and not lead coated.

For Sale by all Wholesale Hardware and Tinware Houses.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, APRIL 23, 1892 No. 17

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St. A. J. Ritchie, Manager.

NEW YORK OFFICE: Room 105, Times Building, Roy V. Somerville, Manager.

EUROPEAN BRANCH: Canadian Government Offices, 17 Victoria St., London, S.W. R. Hargreaves, Manager.

THIS WEEK'S MOTTO:

Not what is my due, but what is my duty.

Negotiations among hardware manufacturers for the adoption of some scheme of combination have been conducted much more quietly this year than such matters used to be. Jobbers and retailers were alike kept in the dark as much as possible until the time was ripe for an official notice to be issued, advising all concerned that the schedule of prices, terms and discounts was so and so. Of course an inkling of what was going on would leak out very frequently before matters were brought to a head, but this was accidental rather than intentional so far as the parties to the arrangement were concerned. The lack of any warning may be taken as a sign of sincerity on the part of those contemplating combination. In the past, the overtures or preliminaries were taken advantage of very commonly to force business, and big sales were made on the strength of rumors that such proceedings were going on. Jobbers and retailers would speedily load up to anticipate the higher prices that were to be inaugurated, trade after the establishment of the combine would have a long spell of dulness at the factories consequent upon the general stocking up in advance of the rise, and this dulness would engender motives for the breaking of prices on the part of members of the combine. It is better that the work of organizing a combine should be gone about quietly and finished before buyers are aware of its being in contemplation. Ignorance saves buyers from the mistakes of speculation. Speculation is often disastrous in itself, and is usually disastrous on account of its after effect on the combine. Combines are generally made to last but a year, and even when they hang together during that time they are frequently ended then, and some sanguine buyers will be found with quite a stock on hand that they bought under the impression that the day of bargains would be gone forever if they did not make a good haul at one particular moment.

* * *

Binder twine is not yet quoted by the Consumers' Cordage Company, and probably will not be until the question of tariff, now pending, is settled. In the meantime it is very generally reported that farmers in the northern part of this province are being canvassed by some one who claims to be selling for the Massey-Harris Company, but this is denied. It is also denied that the same company has purchased, according to reports, three-fourths of this year's output of the Consumers' Cordage Co.'s works. Though prices have not been quoted the manufacturers say they will be lower this year. For the extortionate prices charged last year in Manitoba and the North-West the blame is shifted from the shoulders of the manufacturers to those of the big concerns who got a hold of a large part of their output. One firm which manufactures binders on a large scale was able to grab a profit of 6c. a pound on the twine it sold in the North-western parts of the country. The best antidote to this sort of thing is to put binder twine on the free list. That would put it out of any concern's power to control the output to such an extent as to realize a profit of 6c. a pound.

* * *

Representatives of the leading boards of trade in Canada are meeting here to-day (Thursday) to consider the details of an insolvency bill that will meet the needs of Canadian trade. The needs are clear enough, but agreement upon provisions that will extinguish those needs is not an easy matter. While the discharge conditions ought not to be of a cast-iron character, their suspension or modification for any particular case ought not to be a matter in which the discretion of the creditors plays a large part. The creditors are the plaintiffs in the case, and it is illogical that they should also be both judge and jury. They are likely to be swayed by considerations which regard the insolvent as a possible future customer, or as a past customer the bulk of whose trade went to some one else, so that the balance may incline unjustly either on the side of indulgence or on the side of severity. Some one who will not unduly temper justice or insist too precisely on the pound of flesh should arbitrate in the case. That is the only way to keep the good men from being crowded out of business by the price slaughterers, and to make sure that crooked men will be given no more than their just deserts.

* * *

The letters that appeared a few weeks ago in this paper on limited credit were all one-sided. No one came out as the champion of indiscriminate and indeterminate credit. Yet the cause that has no supporters is the cause that prevails. There is no one to say a good word for unchecked credit-giving, but credit-giving unchecked in either time or security continues to be dispensed liberally on all hands. Long time between payment and purchase is the bane of business, nobody gainsays this, but very few practise what they evidently believe. It is more convenient for the buyer to have payment deferred, but it is not more beneficial. The agitation needs to get into wholesale circles before it will culminate in reform, and it will make its way there by the sheer force of losses incurred by excessive credit, if some curtailment is not made before long. One thing is clear, and that is, the trader who pays early and insists on early payment will have an advantage that is quite a special one these days, both in favor of his prices and his standing with the wholesale houses.

VARIOUS FORMS OF ADVERTISING.

In this age of progress and competition the merchant must of a necessity be a man with original ideas, a certain amount of artistic sense and ability to either do himself or direct others to do the thousand and one little things that when taken in the aggregate go to make the successful business. Advertising is generally understood as the printed explanation of a merchant's wares, calling, by means of a journal, the attention of the public to the goods in which he trades. This is the mainspring of the whole affair, but there are various other ways in which a hardware dealer sustains the statements made through the medium of his trade journal. As for instance: He sells a bill of goods comprising the hardware trimming and the paint for a certain building. If the hardware is attractive and the paint wears well he is sure to receive more or less benefit from the sale. This is one feature of advertising. If the merchant succeeds in getting some particular article that is a little better than a similar article sold by his competitor, and his competitor makes the very common error of always mentioning the first merchant's wares in selling his own, then this is another form of advertising.

It may be well to make mention here of an incident which came to the writer's notice in his travels among the trade. A certain dealer, feeling not too well towards his competitor, one day made the discovery that the said competitor was having quite a sale on a knife-grinder. This dealer at once hunted through his stock and found a few grinders which had been rather a drug on the market, and it seemed to him that this was a very opportune time to sell these old machines. With this idea firmly fixed in his mind, he put one of these machines in the front of his store, and whenever the opportunity occurred he called the attention of his customers to this article. So far all was well. Here the mistake was made. In each and every instance he took particular pains to state that this machine was in every way much more desirable than the one sold by his opposition in the trade. Now, the customer knew nothing whatever of the other machine. Human nature here crops out, and the customer's curiosity is excited. The result: Each of these customers stepped in the other store to see what sort of machine the other man sold; this machine was a very excellent one, and out of nine customers coming in from the other store, five bought a machine that they had never heard of before, and may-be they transferred their trade. Here is a little free advertising scheme that is worthy of consideration. The experience of ten years on the road selling hardware is a fair school. The man who has had this experience says: "I never knew it to pay to advertise my competitor by even letting a merchant know that I knew that I had any competition to work against."

Next to the card in the trade journal, the show window and sidewalk display play the most prominent part in the matter of advertising, for it is a certain way of calling attention to certain goods and the word advertise is defined as, "a means of attracting attention to a certain thing or things." A man when building or renting a store should bear in mind that the show windows are just as important a factor in store appointment as the nail bins or the shelves. Dressing a window requires both taste and a knowledge of human nature. In the first place no other line of business affords greater opportunity for attractive window display than does the hardware business. Each season of the year has its particular lines of goods, and in such variety that there is no good excuse why the window should not always be magnetic in its display. The first feature of window dressing is clean glass; cobwebs and dust attract nothing—but flies—and the public are very quick to form opinions.

As to what should, and what should not go in the window opinions vary, but, there are a few things that are well to be borne in mind. The dealer would never think of putting nails in the window, nor would he think it worth while to call attention to the fact that he kept a stock of axe handles by displaying a bundle before the public. Is there any more sense in showing a wooden jackplain or a hammer? The public is aware that these goods are carried in stock, nevertheless, it is very safe to say that a run around the corner will bring you to a window filled if not with such things, with goods that are known as staples in the trade. Let the public take it for granted that they can procure all the ordinary goods, and show, for instance, all the new goods and novelties you have—not all at once; oh no—but a few of each, and don't be afraid to change them often. Window trimmings are not changed often enough; educate the town people to the fact that they can see new goods every few days in your windows. It will pay for the trouble, experience has proven it in other lines, why not in yours?

A new plane, a new bit, the patent egg beaters, a ratchet brace and all trimmed up with a few of your nickel plated goods, the whole arranged on a peice of black cloth or velvet. The effect will be pleasing. Don't under any circumstances jam your window full. Small tools in bright finishes attract the eye, so do pocket knives and razors, if one man stops to look, the chances are another will come to see what he is looking at, the second man may be reminded that he needs a new knife. Sporting goods always make an attractive trimming. From the boy who reads of killing Indians, to the grey-haired man, there is at all times an innor fondness for guns, pistols, rods and game baskets. The line of sporting goods attract at all times. Two fish rods, standing in your window alone, will bring you and your business nearer in touch with the onlooker than a whole window full of staple hardware articles.

A pair of curling irons, a pair of scissors, a butter print or a patent potatoe masher may be the means of inducing one of the fair sex to pay you a call. Bear in mind that the women provide much of the hardware that goes to the home. A little study of human nature together with a little artistic sense may be the means of bringing you to prosperity and success. Never pile goods on the walk in such shape that one cannot see in your windows. Sidewalk display is very good in its way. But do not let its way be in the way of others. You do yourself more ham, by causing people to walk around your sidewalk assortment, than you do good. Barbed wire is a mean thing to put on the walk, and a big refrigerator or cook stove are much more properly disposed of inside. Put out your patent ice-cream freezer, patent churn, wagon jack, etc. These excite curiosity, a cook stove or a refrigerator do not, they are in the way and occupy valuable space that might be put to a much better use.

Advertising alone will not bring success, but, if the other departments of a business are run systematically and the stock is up with the times, then, attention to these details and a sensible, well worded card in the representative journal cannot help but crown the dealer with success.

WE'VE GOT HIM OFF OUR LIST.

(The irate subscriber's view.)

I'll write an' stop my paper,
I'll do it right away,
An' show them printer fellers
With me they cannot play.

I'm quite a leadin' dealer,
I think they'll miss me bad,
But then they need a lesson,
They'll get it now,—I'm mad.

They think they've got a pull,
I'll show 'em what is what,
Won't take my loaded pointers,
(For nickels in MY slot.)

"Dear Sir,—Please stop my paper"
You'll stop it now, and quick—
I think I see him shaking
An' feelin' pale and sick.

(The publisher's view.)

Hello,—what's this, another crank
Writes "Stop at once my paper,"
Umph, well, just wipe him off the list,
He'll borrow't from his neighbor.

We'll get our three meals every day
As we have heretofore,
And slumbers peaceful every night
Without a dream or snore.

HEC SECORD

THE LIBRARY USHER.

Mr. D. T. Mallet, whose fertile and experienced pen has doled out the fruits of ripe observation to many hardware dealers in the United States, has in the press a new book, entitled "Ideas for Hardware Merchants." Its table of contents as set forth in the prospectus now issued covers the ground from the time of starting a store up to the stage a trader has reached when he will be interested in knowing how to do wholesale advertising. A feature of the pretty cover, of which a fac-simile is given in the prospectus, is the title, of which the letters are a fantastic assemblage of hardware articles.

THE MCCLARY MANUFACTURING CO., London, Toronto, Montreal, Winnipeg, have just issued their 1892 catalogue, and a dainty publication it is. In a cover of buff pebbled paper, with the title in gold-lettered script, it has the appearance of a charming edition of a summer holiday book. It contains as a frontispiece the portrait of the President of the Company, Mr. John McClary. This is followed a couple of pages farther on by a picture of the Company's extensive works in London. The contents of the book are descriptions and illustrations of the long list of articles made at these works. There is nothing wanting to the completeness of the information that it is possible to give accurately in a catalogue. The price entries are left blank, and may be filled by the trader for his own purposes, but as fluctuations in the value of the material have to be counted on, it would be impossible to make prices for a whole year. A fine system of indexing enhances the usefulness of the book. The pages are grouped and the groups are labelled, not by the letters of the alphabet, but by the names of the departments of manufacture. A lot of useful information for the stock-keeper, the tinsmith and the roofer is given at the end of the book.

THE MCCLARY MANUFACTURING Co's Catalogue of grocers' and spice mill supplies draws attention to a line of goods that the hardware merchant should make more money on than he does. Nicely appointed grocery stores should have the following attractive cases to exhibit their goods in: Coal oil tank, bottle show case, spice counter cabinet, tea cabinet, spice caddy, coffee caddy, tea caddy, etc.

THE WHITMAN BARNES MANUFACTURING CO., Akron, O., and St. Catharines, Ont., have out a new catalogue of their widely known Diamond Twist Drills, Machinists' Tools and Specialties. Clearness and definiteness in description, which are so necessary in ordering goods of such manifold variety as those of the Whitman Barnes Co., are made easy by their Catalogue, which is precise and circumstancial in the nice details of diameter, length, style, set and corresponding price. The book is printed on beautiful paper, the cuts are good, and the outer form of the Catalogue is pleasing to the eye.

BURN NO OIL AND SPARE THE GAS

Daylight is now at a premium, not because we have less of it in the twenty-four hours—for indeed we have more—but because the climate, outside life, all nature in fact, is much more enjoyable. The liberal dole of sunlight we get at this time of year deprives traders of an excuse for carrying their day's work far into the night, and the inviting opportunities for enjoyment and recreation that lie out doors at this season and during the coming months naturally weaken a man's inclination to toil by lamp or gas light. Duty bids a man desert his shop when still evening comes on and twilight gray clothes all things in its sober livery. Even utilitarian considerations, which are often urged in favor of late hours, plead on the side of early closing. What kind of man will a trader become if he spends all the time he can spare from his store in bed? He will not be a model of physical strength or disposition. He must restore worn out tissue. Food and sleep are necessary for this, but are not sufficient by any means. Exercise, company, open air and relaxation from the cares of business are indispensable, if a trader wishes to preserve his health and a cheerful temper. How much a cheerful temper is worth is known to every man who has to bear the disappointments, the annoyances, the multitude of worries that are inseparable from business life. Troubles are inevitable, and he is a wise economist of energy who takes the evening hours to store up a supply of spirits to help him as lightly as possible through the day that always comes after the evening.

There are numberless men too busy to cultivate the domestic affections. They are absorbed with the cares of business, and their nature becomes incapable of shedding one sympathetic gleam upon the lives of their wives and children. How much of a blank they make the existence of those who should be dear to them they do not realize. Such a blunting of the natural feelings is perfectly consistent with a kindly disposition. It is not only the selfish and the harsh-tempered who are thus neglectful of the home virtues, but as well the very best-hearted people, who, becoming immersed in affairs to which they give up all their waking hours, soon numb sensibilities that once were as spontaneous as any natural instinct can be. This tendency of business to engross all a man's time is a grave one, looked at from the family standpoint. If the hours between twilight and bed time were more frequently spent with the family, at home or outside, there would be much more domestic happiness and fewer morose business men.

The conditions which called for night trading originally are absent now, and have not been replaced by others equally strong. In earlier times money could be made at night, because the margin of profit amounted to something. Workmen's hours were much longer than they are to-day, and shopping could not well begin till they got home. Traders did not very generally deliver purchases, and people had to wait often till night to get a horse from the working teams. In those times the evening trade was probably quite a half of the whole day's trade. Working people liked to tidy up to come to the store, and did not feel like changing their clothes during the day to go to the store and re-changing them to resume work when they returned. This caused more business at night than there otherwise would have been. To-day, however, the working classes are on the side of early closing. Trades and labor councils have given their support in many places to clerks who agitated for a shortening of the work day, and have used their influence with employers to secure the adoption of an early closing hour.

This season the early closing movement promises to gain ground in all parts of the country. We hope employers will give it their sympathy and countenance, and will resist the temptation to keep open late because somebody else does. The man who closes early will have this advantage over the man who does not, that his help will be more cheerful and enthusiastic in his service than the other man's will be. Give the boys a chance, and their gratitude will balance the favor. Among the wholesale grocers in this city an increasing number are willing to adopt five o'clock as the all-year-round closing hour. They would lose nothing by it.

CUT AND WIRE NAILS.

The question as to the comparative value of cut and wire nails has been the subject of some interesting tests at Watertown, Mass. The cut nails were driven with the taper of their sides or points acting lengthwise the grain of the wood, and the advantage was with the different woods in the following order, viz., white pine, oak, California laurel, and chestnut. In the first named wood, it appeared that an iron cut nail was worth two and one-tenth of the wire, and with a gradual diminishing advantage, the chestnut being about the same as the wire; there was also a great advantage in the four, eight and tenpenny nails, these tests being made by driving the nail to within one-quarter of an inch of the head and then attaching the weight. The conclusions set forth in view of these circumstances emphasize the point that the roughness of the cut nail adds to the holding power, and the square or parallel grain of a cut nail has a greater bearing surface than the round nail. There are as many nails to the pound of some sizes in the cut nail as in the other. The steel cut nail is smooth and lacking in adhesive power. Then the head being of non-fibrous material, the last blow generally knocks it off—a great disadvantage. It is admitted that in finishing and casing work the wire nail has its place, but not in rough, heavy outside work.—Age of Steel.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

AGENTS IN CANADA FOR

Joseph Elliot & Sons', Sheffield Eng.,

Table Cutlery, Razors.

TRADE CHAT

Municipal bonuses to Ontario manufacturers must cease. Mr. Wood's bill was assented to on the third reading.

Manson Campbell, Chatham, is at present building a large storeroom, 100x24, as addition to his extensive fanning mill factory.

The bankrupt stock of A. Walker, Aylmer, was disposed of last week by Auctioneer Jones, at 72 cents on the dollar. Mr. S. B. Pocock was the purchaser.

Mr. Alex. Stuart, the assistant city treasurer, Hamilton has invented and patented a new tobacco cutter, which is said to be a most ingenious arrangement.

A tramp arrested in London on a charge of carrying firearms has been committed to stand his trial for the burglary of Frank J. Bishop's hardware store in Brantford.

Messrs. Anderson & Miller, Deseronto, are making a specialty of milk cans this season, having purchased appliances for manufacturing in the most approved style.

The new Pender Nail Works in St. John, N.B., will be soon in full blast. They have just completed the equipment of a plant for making wire, patent wire nails, patent shoe nails, hay bale ties, horse nails, etc.

Charles Cliff has retired from the business of Corbett & Co., stove merchants, plumbers, etc., New Westminster, B.C., which will be continued under the same name by Messrs. W. J. Corbett and J. C. Cornish.

On Saturday afternoon Mr. D. McVicar, foreman of the boiler department of the Doty Company, Toronto, was presented with a handsome gold watch chain and charm by the employes of that department.

At the quarterly meeting of the Hamilton Board of Trade, held on Thursday of last week, the changes proposed in the new insolvency bill were explained by the president, and the report dealing with it were unanimously adopted.

Last week a great many members of the Dominion Commercial Travellers' Association, with President Fred Hughes at their head, attended the funeral of the late William Edgar, the chief head of the passenger department of the Grand Trunk Railway.

J. R. Sweeney, formerly with the McClary Manufacturing Co., London, now with a large firm in Milwaukee, is in London on the sick list. His firm very kindly gave him leave of absence with pay until he has recovered his health.

According to a statement in the Colonist of the output of the Powder Company at Victoria, 300 tons were manufactured last year, most of this being consumed on the mainland, and a very large proportion in the vicinity of Vancouver.

The extra water pipes purchased by the city of Vancouver, B.C., from A. Gartshore, of Hamilton, have arrived and are now being distributed along the proposed line to Mount Pleasant. A submerged main will be put in across False Creek.

Thomas Wisdom, vice-president of the Moulders' Union, came from Pittsburgh, Pa., to mediate between Chown & Cunningham, Kingston, and their employes, but failing to effect a settlement he declares that a boycott will be put on the firm's stoves.

Messrs. Thomas Marks, W. H. Laird, A. Wiley and G. Thomas, of Port Arthur, and W. H. Plummer, of the Soo, are seeking incorporation as the Canadian Steel Barge Company (Limited). The capital stock is to be $128,000, headquarters at Port Arthur.

The Kingsley Boiler Co. (L'd.), of St. John, N.B., has in its shop now five boilers, all of which are to be finished by May 1st. Last week this company turned out another boiler for the firm of Waring, White & Co. Since this company started last October, they have manufactured no fewer than twelve boilers.

J. P. McQuade, of the National Conduit Co., New York, arrived in Hamilton the other day, to inspect the site selected for him by C. R. Smith. The latter took the visitor in charge and showed him the sights, and also the site, with which Mr. McQuade expressed himself as completely satisfied. The factory, if started, will employ 45 men at the outset.

The building which has been erected at Woodstock for the Stewart Manufacturing Co. is ready for occupation now, and the firm will begin operation there at once. The majority of the former employes of James Stewart & Co. have decided to continue with the firm, and have moved already to their new home or are just about to.

Letters patent have been issued to the "Mercer Company (Limited)," of which the shareholders are T. W. Dobbie, T. W. Anderson and M. S. Mercer, of Toronto, and F. T. Mercer, J. S. Mercer, F. D. Mercer and F. C. McDowell, of Alliston. The capital stock of the company is $180,000, and it is incorporated to carry on the manufacture of agricultural implements and a general foundry and mechanical machinery business.

Mr. Hugh Vallance, mechanical superintendent of the Vulcan Iron Works, will give a lecture on the "Mechanical Construction and Management of Steam Boilers," before the Montreal Association of Stationary Engineers, in the Mechanics' Institute, Montreal, on the evening of the 28th inst. Prof. Bovey and the Faculty of Applied Science have been invited to attend.

The following tenders were accepted by the Toronto Water Works Committee:—Iron and steel, Rice Lewis & Co.; brass work, Wilson & Cousins; general stores, F. W. Merritt; pipe laying, Burns & McCormick; oil, McColl Bros. In the case of the pipe laying, the superintendent says the contract price is lower than what the work would cost by day labor.

Another new hardware store has opened on Upper Water street, Halifax, the proprietor being M. O. Crowell, who has had an extensive experience in the business, having been connected with Wm. Robertson's establishment for about eleven years. Business will be carried on in the building formerly occupied by D. F. Power, which has been thoroughly refitted.

By the lowering of the rates on the railroads the business of the Canada Paint Co. has received a tremendous impetus. Goods were packed and marked for every town in the Dominion, which boasts of a hardware store, and the moment the reduced tariff came into force every available team was impressed to relieve the block in the shipping department of the Canada Paint Co. Quick shipments of both Fergusson's and Johnson's specialties will be a leading feature of this already widely known firm.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

Manufacturers of

Pure Prepared Paints,

Mixed Ready for Use.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson,F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

HAVE YOU EXPERIENCED TROUBLE WITH

FLOOR PAINTS



I'VE USED IT.

It is more important to have a reliable floor paint than any other Liquid paint.

They must Dry hard. They must Dry quickly. Brightness and Durability are necessary.

These qualities, it has been proved are to be found in

ADAMANT FLOOR PAINT

In Six Colors, at $1.00 gal. Send for Cards to

Walter H. Cottingham & Co., Montreal.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists.

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

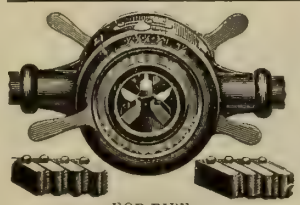
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

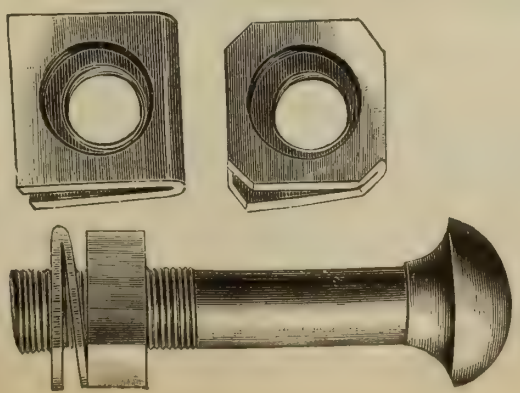
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

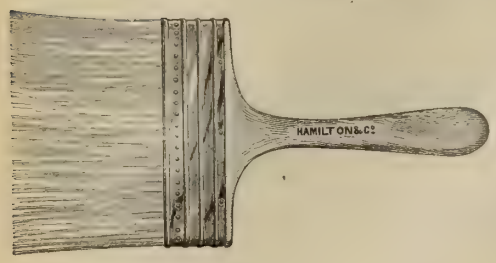
(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

NEW GOODS.

ALABASTINE BRUSHES.



7 inches wide. 87s. per doz.

These brushes are being specially made for working with the new material Alabastine. They are in every way equal to the American brushes, while the net price is very much lower. The sale for them on this side of the water is widening rapidly. They are made by Hamilton & Co., 96 Clerkenwell Road, London, E. C. Mr. W. H. Jagger is agent on this market.

THE "MORTENSEN" AUTOMATIC BAND SAW FILING AND SETTING MACHINE.

The above woodcut represents a compact and inexpensive machine, of which over 1,000 have already been sold, and which should find a place in all wood-working establishments where one or more band saw machines are employed. This machine will take in saw blades of any width up to 2½ in., and is arranged to file at the rate of 80 teeth per minute. The action of the file is such as to exactly imitate the hand movement, and to economise the files as far as possible. It is calculated that when properly worked one file will sharpen from 800 to 1,000 feet of saw blade. The machine is practically self-contained, the whole of the mechanism being fitted to a rectangular casting, which occupies a plan space of only 26 in. by 16 in. To the left of the machine, however, it is policy to place a wooden disc or pulley to support the saw blade, which revolves on a fixed pin. The machine is bolted to a bench or table in any convenient position. All the adjustments of the machine are well and carefully made, and everything has been designed with a view to simplifying and facilitating its working. The saw blade is pushed past the file by a pawl, which drops into the teeth, and which, being fitted with a variable stroke, can shift the saw blade the required distance, for teeth of any pitch up to 1⅛ in.

In comparing the merits of this machine, which sharpens by means of a file, with those which work on the emery disc principle, it is only necessary to point out that the latter cannot be used for sharpening ordinary band saw-blades, owing to the extreme difficulty of obtaining stones sufficiently thin to do satisfactory work on such fine teeth.

The following are the special advantages possessed by the "Mortensen" machine :—

1. It works rapidly, accurately and cheaply.

2. It requires but little space, little motive power and little skill.

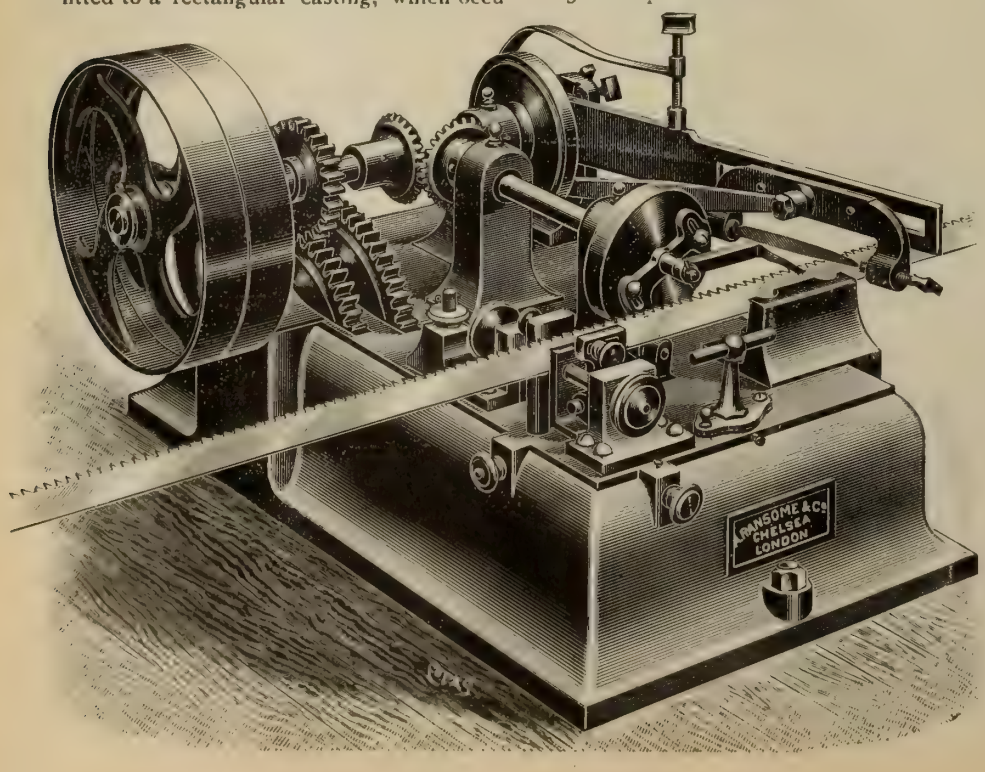
3. It requires no attention.

4. It is estimated that the saving in files amounts to about 50 per cent.

Owing to the large demand for these machines, they are manufactured very cheaply, and are put on the market at the following price :—

The "Mortensen" Machine for filing saw blades up to 2½ in... £12 12s.
Automatic Setting Attachment, extra..... 3 3s.

Saw files, 45s. per gross. A larger size of machine is made for blades up to 5½ in. wide. Full "instructions for working" accompany every machine. A. Ransome & Co., Stanley Works, Chelsea, London, Eng., are the sole licensees, and will fill orders promptly.



LEGGETT'S DRY POWDER GUN.

Leggett & Brother, 301 Pearl street, New York, are offering the above article, as illustrated in Fig 1. It consists of a tube, on the top of which is a receptacle for holding dry powder, such as Paris green, London purple, &c. Back of this is a rotary fan operated by the crank and gearing. The receptacle is provided with a fine sieve near the bottom, below which are three small holes, allowing the powder to drop into the tube and be blown out by the current of air caused by the revolving fan. Above the sieve is an agitator, which is connected with the front wheel by a rod, and is in motion when the fan is revolving. A sliding gauge immediately under the rod allows the quantity of powder discharged to be increased or diminished as desired. The receptacle holds one quart of powder, and has a large and convenient screw-cap on the top. The gun as shown in Figure 1 is 26 inches long, and additional tubes 1 inch in diameter, as shown in Figure 2, are provided which when attached makes the whole length 7 feet, the gun complete weighing 4½ pounds. A loop is attached back of the fan, which may be slipped into a belt at the waist, and allows the gun to be pointed at any desired angle. Another loop is attached to the back of the powder receptacle, to which a strap around the neck may be fastened. It is pointed out that the use of straps is necessary only when the gun is in continuous use for a long time, as they relieve the hand of the weight of the gun. The fan makes 1500 revolutions a minute, and the powder is thrown from 3 to 5 feet beyond the nozzle of the gun. The gun is designed to distribute

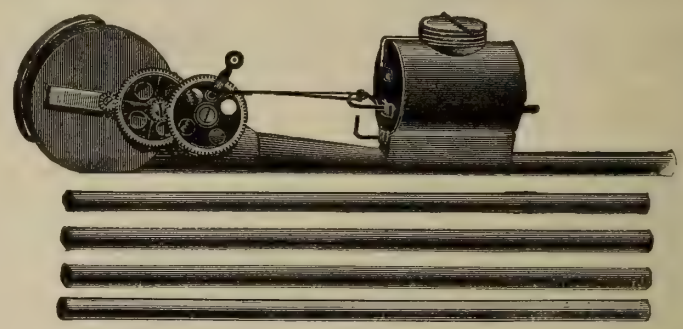
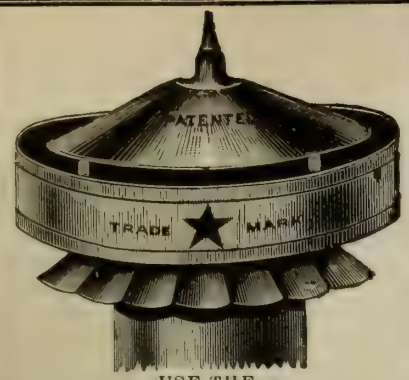


FIG. 1.



—USE THE—
STAR * VENTILATOR
For the VENTILATION of
Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Send for our book on Ventilation.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

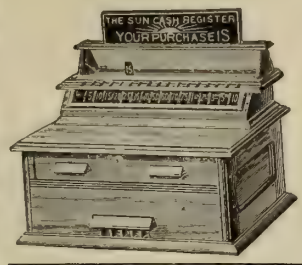
Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,

GANANOQUE.

WHY PAY $200 FOR A KEY REGISTER,

When you can buy the "SUN" Cash Register for $40.00.

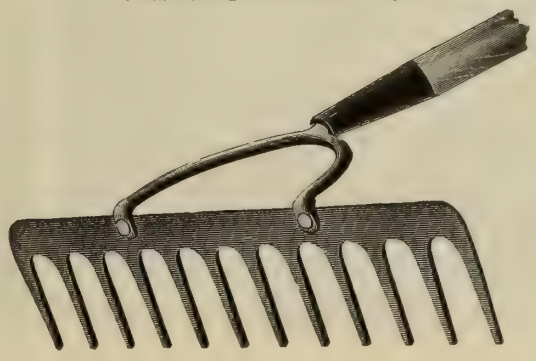


The "SUN" will accomplish as much, do it as easy, and is as serviceable.
The "SUN" is the Register for the people
It is the very latest, simplest, and best register for the money yet offered Every Merchant can afford to have one or more SUN REGISTERS at convenient places in his store room.
There is no argument against the use of a Cash Register.
REMEMBER: That the little metal ball accomplishes in the "SUN" what complicated and intricate mechanism does in the National.
For further particulars, address

WALTER GROSE,
432 St. Paul St. MONTREAL.

Eureka Steel Head Garden Rake.

PATENTS APPLIED FOR.

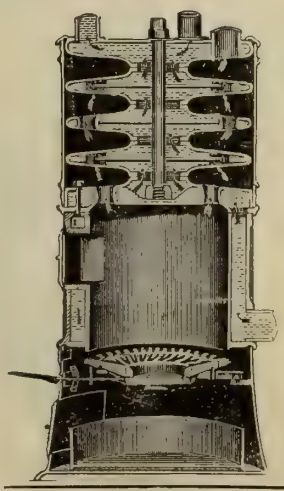


The Head is stamped from a Solid piece of Extra Double Refined Silver Steel and consequently is much stronger than any other Rake now on the Market.

SEND FOR PRICES.

MANUFACTURED BY

JAMES ROBERTSON & CO., - TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS

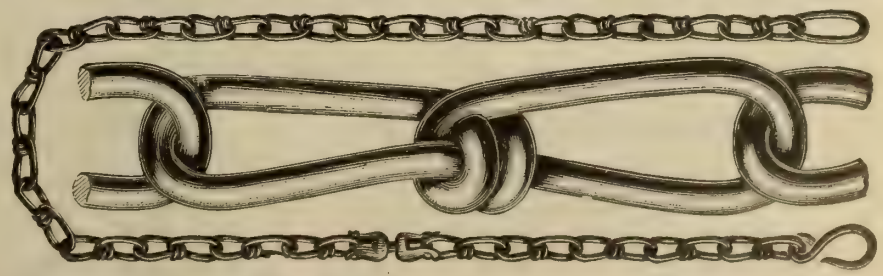
MONTREAL.

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,
AGENT.



TEMPERED STEEL WIRE TRACE CHAINS



LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full line of Cow-Ties, Tie-out, Dog and Halter, Coil Chains, &c. If you have not yet tried these chains send for samples and prices.

THE B. GREENING WIRE CO, Ltd., Hamilton, Canada.

Paris green, London purple, hellebore, insect powder, lime, plaster, flour, &c., on plants, trees and shrubbery. It is referred to as being a rapid and effective manner of distributing insecticides in a dry form, at the same time avoiding the weight of insecticides when used in liquid form. The gun is made of the best material and in a substantial manner.

WHERE THE JOKE COMES IN.

"Who is that long-haired young fellow who seems to have nothing to do?" inquired the casual stranger.

"That's our poet," said the Squire "Town chips in an' pays his board and clothes."

"Where are his works published?"

"Ain't never been published. He's arranged to have 'em printed arter he's dead. That's w'y we are tryin' to keep him alive long's we can."

A conceited Texan got an itinerant portrait painter to paint the portrait of himself holding a favourite ass, and when the job was finished he invited a friend to inspect it. After carefully examining it the friend said:

"It is a capital portrait, but who is that holding you by the bridle?"

The friends do not speak now, and the portrait is consigned to oblivion.—Ex.





The Best in the Market.

BALDWIN'S



GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

To be had of all Jobbers and Dealers in Sporting Goods.

JAMES BALDWIN & SONS,
ORIGINAL MANUFACTURERS,
Morville Street, Birmingham, Eng.

Agent:--W. H. JAGGER,
24 Front Street West, TORONTO.

Price Lists and Samples to the Trade Only.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR
THE CANADIAN GROCER,
which will keep you informed on all important questions affecting the grocery & allied trades. Its market quotations are full & reliable which alone are worth the Subscription price.
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Subscription $2 THE CANADIAN GROCER, TORONTO.
THE J. B. McLEAN Co, (Ltd) PUBLISHERS.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



TORONTO, Nov. 6th, 1891.

W. H. JAGGER, ESQ., 24 Front Street West, Toronto.

DEAR SIR,—We have used Messrs. Hamilton & Co's Painter's Brushes for some time past, and find them very satisfactory, both as affecting the questions of quality and durability.

Yours truly, ELLIOTT & SON.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT.

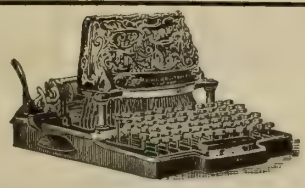
"Pilkington Bros."
"St. Helens,"
"Lancashire."

BRITISH SHEET GLASS
P.B.

These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.
— Made only by —
Pigou, Wilks & Laurence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggert & Co, Toronto,
The Hingston-Smith Arms Co., Winnipeg.



BAR-LOCK TYPE WRITER.
The Best Machine on the Market
Secures visible writing, permanent alignment, automatic paper feed and ribbon reverse, great speed and manifold power, with easy manipulation and control of machine, etc.

A. M. COLQUHOUN,
AGENT FOR
TORONTO AND WESTERN ONTARIO,
TELEPHONE 181.
71 Adelaide St. E., Toronto.

THE
SWIFT
Safety Bicycle

has been produced with the view to raise the English Wheel from the **DEAD LEVEL OF GOOD** to a position of **UNQUESTIONED SUPREMACY** when viewed either as simply a Road and Racing Machine, or as a specimen of modern art and workmanship. It would be impossible to include in this advertisement a list of its advantages and superior qualities, but on application we will mail Illustrated Descriptive Catalogue free, or our Sales Show Rooms exhibit the Bicycles and fully explain wherein lies the points of special merit. Address

FRANK S. TACCART & CO.
89 KING ST. WEST, - TORONTO, CANADA

MARKETS

MONTREAL MARKETS.

MONTREAL, April 22, 1892.

METALS

Trade conditions in iron and heavy material do not show any change, as buyers are not inclined to operate ahead. The jobbing demand is restricted to a sorting up movement for actual wants. Stocks of pig are being pretty well worked off, and the only brand left now is Carnbroe. Quotations for spring delivery are very low, and a few small orders have been placed to arrive. In chemicals the only change to note is the stiffening of sal and caustic soda, other lines have a fair movement. Cement has had a better movement and will continue to have as spring advances.

PIG IRON.

The local pig market is very quiet under very light stocks. The wholesalers are still said to be holding off, and remarks of last week apply to-day. The lower freights was expected to increase the volume of business, but with lower quotations offered for spring delivery there is little to induce buyers to take hold freely, and the only business doing is for actual requirements. Summerlee being all cleaned out it is hard to give a quotation. Dealers are asking 19.50 for Carnbroe and Summerlee is quoted at $19 to $19.50 for spring delivery. We hear of a few orders being placed at $19 Summerlee to arrive.

BAR IRON.

There has been no change in the bar iron market during the week, and the only business doing on spot is a small jobbing one at former prices. We still quote $1.85 for wholesale quantities from makers, and 2.10 in a jobbing way. Brokers here say trade is very dull for this season of the year.

SCRAP IRON.

Scrap iron is quiet with only a few small jobbing sales. The mills here won't pay more than $16 for best quality scrap, and dealers here are holding off for better prices. And outside of the sales noted a week ago business on the whole is dull. We still quote former prices viz. $17 for wrought scrap and $13 to 17 for cast crap according to quality.

TIN PLATES.

Tin plate is featureless, and outside of a small jobbing trade there is nothing doing. Canners here seem to be well stocked, this has a bad effect on the local market. We quote cokes $3.40 to 3.60 and charcoals $3.75 to 4.25 out of store here, quotations for spring delivery are about equal to these.

TERNE PLATES.

This line is still dull and unchanged with only a fair trade doing for actual wants. Stocks here have not been materially reduced during the week and are still to heavy for this season of the year. Dealers would no doubt make a considerable concession to effect a turnover. We quote $7 to $8 in a jobbing way.

CANADA PLATES.

Canada plate rules quiet and the demand is limited to actual wants. Stocks here are light and are being worked slowly. We quote the old figures viz $2.65 to $2.75 but we think $2.60 would be accepted for a round lot.

COPPER, ETC.,

Copper is still easy at the decline noted a few weeks ago and owing to this there is little on which to base a quotation. We still quote 12½ to 13c. Other metals show no material change during the week.

NAILS

Nails have the same steady movement, with no change in price, which is quoted at $2.45 for ordinary 3-inch and steel 10c. per keg higher. Builders have started operations to some extent, and wholesale houses state they are filling quite a few orders for above. We stated some time ago that one dealer had bought a large lot on the $1.19 basis. These are said to have been all sold. The said firm must have made a nice profit out of the deal. Steel wire nails have the same fair movement.

GENERAL HARDWARE.

The trade say this line has shown a marked improvement during the week. Garden tools are going out in fair quantities; harvest implements also have a good movement. Builders' supplies are moving more freely than last week, and in fact all lines look more promising than they have for some time. Travellers are sending in nice spring orders in all lines, and the trade in general feel satisfied with the outlook for the coming season. The French houses say their men are doing themselves justice in every respect and that they have no fault to find. Manufacturers' agents say they are just waiting for the first incoming steamers to deliver spring orders; they are also getting some fair orders for future delivery, and on the whole trade with them has been very good. Payments are coming in as usual.

CHEMICALS.

Chemicals have the usual enquiry with no particular activity in any line except Sal and Caustic, which are stiffening owing to the continued strike. The only business doing is a jobbing one.

Bleaching powder,	$2.25	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.01⅛	to	0.01¼
Caustic soda,	2.65	to	2.80
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.75	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.08	to	0.10
Bich. soda,	0.06	to	0.08
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.30	to	0.32½
Cutch,	0.08½	to	0.09½
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

The glass market remains on the same footing as last week with light stocks. The trade that is being done is only of a jobbing kind Dealers here still talk firm and prices remain unchanged. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.20 to $3.40 for thirds and fourths.

LEADS AND PAINTS.

Leads and paints are having a little better enquiry, and quite a few lots were shipped during the week. The fine lines of mixed paints are having a good sale owing to spring cleaning up, one dealer here has done quite a trade in them during the week. We quote:—Choice brands of paint, Government standard, $5.50; No. 1, $5.00; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

OILS.

The only new feature in oils is the stiffening up of Newfoundland cod, and seal steam refined, which has advanced during the week and now both above lines are held firm at the new prices. Castor oil has eased off during the week, and what stock that is held here was bought at a high figure, they can lay it down now at a much better price. Dealers are trying to realize on their old stock as



Brass Bird Cages.

We are making a special drive on these. It will pay to get our prices.

Our Hardwood Galvanized Iron Lined Refrigerators, command larger sales each year. One for sample will speedily sell others.

THE McCLARY MF'G. CO.,

London, Toronto, Montreal, Winnipeg.

MONTREAL MARKETS—Continued.

much as possible before the new comes in. Other lines have a fair jobbing movement at steady prices. We quote as follows : —Cod Newfoundland to 45c.; seal, steam refined 50 to 52½c.; linseed raw 57 to 60c. ; linseed, boiled 60 to 63c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25 ; turpentine, 60 to 61c. Less 3 per cent. 30 days.

CEMENT AND FIRE BRICK.

Orders are coming in freely from the west for future delivery, and the improvement noted last week has been well sustained. The market is in a good condition and trade is expected to open in a satisfactory manner as soon as the outside operations are started. Firebricks have their usual steady movement at unchanged prices. We quote : Belgian $2.25 to $2.35 ; Newcastle, $2.35 to $2.45 ; London, $2.35 to $2.50 ; firebricks, $20 to $25 per 1,000

NAVAL STORES.

There is not much doing in naval stores. All the small jobbing orders that have been coming in lately have been filled, and nothing further is expected till navigation opens, when the dealers think they will have a good trade, as indications point that way. Turpentine, 60 to 62c; rosin, $2.50 to $5, as to brand ; coal tar, $4 to $4.25 ; cotton waste, 5¼c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

PETROLEUM

The demand for both Canadian and American refined Petroleum continues very small. The market being devoid of any new feature. Prices are still being cut while the margin is on the wrong side. It is not unlikely that some action will be taken by large refiners, by which they escape filling orders at a loss, and thus freeze out their small competitors. We quote : Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 15c. for single casks ; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia ; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

HAYES' PATENT
MANUFACTURED BY
METALLIC ROOFING Co.
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL LATHING

TORONTO MARKETS.

TORONTO, April 22, 1892.

HARDWARE.

The week closes with business brisk and a record of steadiness on all hands that entitles it to rank well in the active period that began during the last days of March, and has been continuous since. There have been few departures from the list of articles in demand throughout the past month. Some lines are waning in seasonable interest and one or two others are just coming into stock, but spring and summer staples supply the basis and almost the whole volume of business. Lumbermen's supplies are mostly delivered, still chain and rope have wide sale. Building operations go on at about the same rate and furnish but moderate ground for trade in builders' hardware. Lawn mowers are going out, a considerable amount of shipping from factory having already been done upon orders sent in by jobbers. Not only in mowers of domestic make but also in United States mowers the trade is quite active, the latter being cheaper than they were last year as a consequence of enormous production. Few changes are to be credited to this week. A base price for railway spikes has been fixed by manufacturers, but as it does not affect the liberty of jobbers to sell at what they please, quotations are unchanged. The manufacturers of tire and stove bolts have decided to give only 3 per cent. cash discount instead of 5 per cent. as formerly. Collections do not call for special comment, being of average promptness.

BARB WIRE—Small parcels are the rule more being included in the make-up of sundry orders since the reduction. Large lots are exceptional. There is no doubt that the easier prices has helped trade.

BINDER TWINE—The quotations have not yet been issued by the manufacturers, if exception be made for the single instance noted last week. It is reported that an agent is going through the country in the north selling to farmers, and he is said to be supplied by a firm of agricultural implement manufacturers, but it is puzzling to know how, in the absence of quotations from the makers of twine, any contracting can be done with farmers by the representative of any implement house.

BOLTS—The manufacturers' new prices are those at which all sales are made now, and allow 70 per cent off the list for carriage bolts. On tire and stove bolts only 3 per cent, cash discount is now granted.

BUILDERS' HARDWARE.—Though there are fewer houses going up than in former springs for some years back, yet they are generally of a much better class. There is consequently a call for finer house hardware than there used to be.

CHAIN—Makers are still behind with orders in England, and none has arrived lately though it is wanted to fill standing orders.

CORDAGE—Prices are steady and trade is very active. Quotations remain at 12¼c. for Manilla, 10¼c. for Sisal, 10¼c., for New Zealand, 8¾c. for tarred lath yarn.

HORSE NAILS—Are quiet at 50 and 5 to 60 per cent. from list.

HORSE SHOES—Are unchanged and dull at $3.60 to $3.70.

NAILS—A very fair volume of business has been done since last report. Wire nails appear to have had the best of it this week and appear to be gaining ground in builders' favor. Prices are unchanged on the basis of established lists.

TACKS—Business has been quiet since the advance.

WIRE—A shortage on spot in oiled and annealed of gauge No. 11 is quite general. This is but temporary, but it acts as a drawback to prompt shipment.

METALS.

Buyers are guarded in their ordering and keep on the safe side in the matter of quantity. Rather small parcels characterize the shipping that is done. The demand cannot be completely held off, as manufacturers must have material to continue their business, but there appears to be a feeling that better prices will come to those who wait. Weakness is not by any means a general feeling at the moment, though dulness is. Copper is the only metal that is losing its advantage. It is lower than it was. All metals can be bought at prices a shade below those quoted, if round lots are taken. Spelter is firmer, and pig tin has a decidedly upward tone.

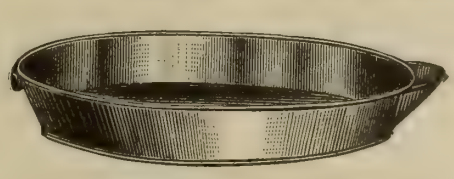
ANTIMONY—Is dull but steady in price at 14½c. for Cookson's, and 13½c. for other brands.

CANADA PLATES—Are out of market interest, and are unchanged at $2.90 to $3 for Blaina, and $3 to $3.10 for Abercarne and Alloway.

COPPER—The market for copper has lost its strength. Round lots of Lake ingots could be purchased at 13c. Jobbed out the price is 14c. Casting brands are slightly less in jobbing quantities.

GALVANIZED IRON—A good demand for

BATHS OF ALL DESCRIPTIONS.



Japanned Ware. Stamped Ware. Pieced Tinware.

Milk Can Trimmings, Creamer Trimmings, Dairy Pail Bottoms, etc., etc.

THOS. DAVIDSON & CO.,

474 ST. PAUL STREET, MONTREAL.

MARKETS—Continued

roofing and troughing is reported. 28-gauge is 5¼c. An advance in zinc spelter has firmed prices.

LEAD—The market has had no relief in the way of big purchases and rules low. Domestic pig is 3⅜ to 3½c., and imported is 3½ to 3⅝c.

SHEET ZINC—The prices are firmer but unchanged in quotation at 6⅜c. for cask lots and 6⅝c. for broken lots.

SPELTER — Though prices have not changed locally, being still 5¾c. for imported and 4¾c. for domestic, the market has gone up outside. A fair business is transacted on spot.

TERNE PLATES—Are nominal.

TIN—Ingot tin is higher outside and up a cent here, none being purchasable in ordinary jobbing quantities below 23c.

TIN PLATE—No important sales can be connected with this week. Prices are stationary.

IRON AND STEEL.

Some relapse from the brisk spell noted last week is to be reported. Scotch pig is still bought, but more for the purpose of mixing with United States pig than to make the basis of consumption. Prices are easy, $19.25 being quoted for No. 1 Carbroe. The size of the lots going average low. A big advantage in favor of United States irons, in addition to the advantage of price, is that partial delivery can be secured, the purchaser being enabled to have a few tons sent now, a few next week or month, and so on, all upon the same purchase. Of course this is out of the question with reference to Scotch irons. Deliveries extending over a long period can be secured, but each shipment must be a very considerable parcel.

Bar iron is selling well, and the supply still lags behind the demand. The price is steady at from $2.10 up. Special brands have had this week the full limited call that they usually get. All the big concerns that consume bar iron are busy. Steel is quiet and steady in quotation.

PAINTS, OILS AND COLORS.

Turpentine has been literally out of stock all week and has been quoting at 57 to 59c to arrive on Saturday (to-morrow). Buyers have been sending forward small orders, refraining from placing large ones on the expectation of easier prices after the stock begins to be replenished. White lead is steady at 5¼ to 5½c. here, is slow of sale, and lower in England, but as prices have already retreated locally to the full play of the margin, they have not been affected by the weakness in England. Linseed oil is fairly active at list prices. Prepared paints are selling very well. All other lines are quiet and steady at last week's prices.

Japan colors, which have latterly been taken up by Toronto manufacturers, are now an active line on this market, makers reporting a rapid growth in the trade.

PETROLEUM.

The trade in refined oil is slack and prices are rather nominal at 14 to 15c. Lubricating oils and greases are active.

The Petrolia Advertiser reports : Petrolia crude $1.25 per barrel ; Oil Springs crude $1.25½ per bbl. Dealings in crude, continue on a moderate scale and in the absence of important demand prices remain on an even basis with one or two exceptions. In the refined oil market a fair average amount of business is being done. One large manufacturing firm, the Premier Oil Co., have laid off the larger part of their hands for a while. Oil men in general, having their opinions on past experience expect a rather dull time in oil speculation this coming summer. The producer, instead of investing his money as heretofore, in trying to boom the crude oil market, has been tempted by the scarcity of oil and the high price thereof, and has been investing his money and time in leasing and drilling new territory.

GLASS.

In staple sizes window glass is almost as scarce as turpentine. Shipments via Halifax are expected in a few days to break the interval between now and regular spring shipments. Prices are steady upon a basis of $1.40.

OLD MATERIAL.

Old material continues in the usual way of the market for such stock, being featureless and steady at former quotations. Prices are as follows :—No. 1 heavy cast scrap 65 to 70c. per 100 lbs. ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c; light scrap brass 5½c. ; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c. ; scrap rubber, 2¼ to 2½c. ; country mixed rags, 80 to 85c. per 100 lbs. ; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c. ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

HIDES, ETC.

HIDES—The market for green is dull and sufficiently stocked to balance the call for cured at the prices now ruling. No. 1 green cows' are 4½c., cured are 5c. on track.

TALLOW—Rough is steady at 2c., refined at 5½ to 6c.

WOOL—Fleeces are weak at 18c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	$4.35	$4.80	$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, April 21, 1892.

There is very little change in the condition of the market for iron or steel. All told, the volume of business appears to be fairly good, but the productive capacity of mills and furnaces is so large that buyers rest content with placing orders only as well defind wants may dictate, and this, in turn, serves to keep up a lively canvass for business in all departments under which prices are more or less unsettled at intervals. The only steadiness is at intervals when low prices may have brought in orders sufficient to absorb the output of certain lines of goods for some little time ahead.

In the steel rail branch the orders secured are still chiefly for lots of a few thousand tons, but these, along with an occasional large contract afford a fair amount of work, and on standard sections the base price of $30 f.o.b. mill remains in force. Some mills are located more favorably than others for deliveries in certain sections, and those that are at a disadvantage in this particular make special rates of freight at their own risk. Otherwise there is little or no fluctuation in price of heavy sections, but on light rails that are not included in the "pool" arrangement, the rates are still relatively lower and irregular. Ordinary billets are still selling in Pittsburg at $23 or thereabout, and at corresponding prices elsewhere, but for a superior article $27 to $28 are obtained by Eastern mill. On rods prices are as low as they were a week ago, and plates, structural material, bars and sheets are without visible improvement.

Foundry pig iron of standard Northern brands bring $15.50 to $16 for No. 1 X and $14.50 to 15 for No 2 X. and $14 to $14.50 for grey forge, but first-class Southern foundry is secured at 50 to 75c. below the inside figures named, and others that do not grade as well go at a further discunt of 25c.

In Scotch pig iron there is rather more business, but not sufficient increase in the movement to suggest anything in the way of a return from American to Scotch softeners by consumers who have given the former a thorough test. Prices are steadier at about $21 to $21.50 for Coltness, $20.50 to $20.75 for Summerlee and $20 to $20.75 for Eglinton. Foreign spiegeleisen is nominally $23 to $23.50 for 10 to 12 per cent., and $26.50 for 20 per cent., and 80 per cent. ferromanganese about $61.50 delivered here.

Old iron appears to be very difficult to sell, except at a concession from the lowest prices reached of late. About 200 tons old iron tee rails were disposed of at $19.50 f.o.b. cars at Jersey City. No. 1 wrought scrap offered at $17 on lighter and $17.50 f. o. b. cars.

A strop that will put an almost intangible edge upon a razor with the least loss of time is Hemming's Cushion Strop, No. 27. It will keep a razor in excellent condition. The appearance and finish of the strop, looked at either in or out of its handsome case, is a strong selling point that rival strops will have to reckon with. It sells here at the same price as in the United States, so that Canadians are given the benefit of the duty.

A representative of HARDWARE the other day had the pleasure of a ramble through the spacious premises in which Bond & Co., Guelph, carry on business as hardware merchants. This is one of the largest hardware stores west of Toronto. It takes up three flats, and has a cellar beneath in which are stored oils, turpentine and kindred lines, a department in which Bond and Co. do a big business. In fact their business in all lines is on a scale commensurate with their storage capacity. The business fits the premises and the men fit the business.

The Hobbs Manufacturing Company, London, are negotiating for the acquirement of the Phœnix Plough Works building, formerly occupied by John Elliott & Sons, with the object of establishing two industries. In one portion of the building the company would carry on the manufacture of nails, in which they deal extensively. As over $100,000 worth of nails are annually sold in London, it is felt that there is a field for a factory of this kind if started and operated on a satisfactory basis. Another industry that will be established if the negotiations are completed is that of bevelling and silvering, mirror-making, etc., on an extensive scale. The building chosen is very suitable, as there is a switch of the G. T. R. track along side of it. Shipping and delivering can be done without teaming therefore.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

H. Baker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,

INTERNATIONAL EXHIBITION JAMAICA 1891

LIGHT, STRONG, DURABLE.

VICTORIA R. & I. AND OF JAMAICA SUPREME LADY

Highest Award, Silver Medal, Jamaica Ex.

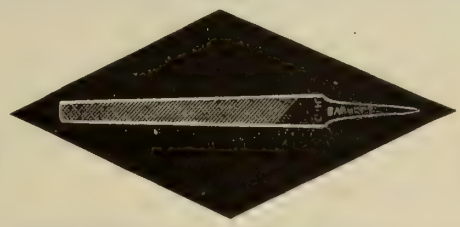
Halifax Shovel Co., Ltd., Halifax, N.S.

HALIFAX SHOVEL CO., Ltd.

Dear Sirs,—Your make of shovels, "Fenerty's Patent," that we have been using for Railway construction have given every satisfaction, never breaks and wears well.

Yours truly, HIRAM DONKIN, Resident Chief Engineer, Cape Breton Railway.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

Write for quotations on the following lines of seasonable goods :

HARVEST TOOLS. HAY RAKES. HORSE RAKES.

GARDEN HOSE, Cotton Covered, Wire Bound, and Ordinary Rubber.

LAWN SPRINKLERS. DAISY BARREL CHURNS.

BIRD CAGES. GREEN WIRE. SCREEN DOORS.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28 and 30 Front St. West, and 9 Jordan St., Toronto, Ont.

ENGLISH HOUSE: 1 Rumford Place Liverpool.

MONTREAL TRADE CHAT.

R. Ralston, of R. Ralston & Co., metal polish manufacturers, is in town. They are about to manufacture a new metal polish, which they will put on the market soon.

The North American Glass Company is working full blast now. They have large orders for chimnies to fill before they close down in the fall.

Francis Hyde & Co. have secured all that large piece of ground with the stone stores thereon, formerly occupied by St. Lawrence Sugar Refining Co. comprising the entire block on King, Queen and Wellington streets, in close proximity to wharf and R.R. track and have arranged to carry on business there as general merchants and importers of Scotch Fire Clay Manufacturers of best quality and every description requisite for builders and contractors.

BEAVER LINE STEAMSHIPS.

SAILING WEEKLY between Montreal and Liverpool Direct. Will be despatched as follows:

From Liverpool.	Steamships.	From Liverpool.
Sat'y, April 16	Lake Huron....	Wed'y, May 4
" " 23	Lake Superior.	" " 11
" " 30	Lake Winnipeg	" " 18
" May 7	Lake Ontario...	" " 25
" " 14	Lake Nepigon..	" June 1
" " 21	Lake Huron	" " 8

Superior accommodation for Saloon, Intermediate and Steerage Passengers.
The Saloon Staterooms are Roomy and all outside, admitting of perfect ventilation.
Each steamer carries a duly qualified surgeon and experienced stewardess.

Rates of Passage, Montreal to Liverpool.

SALOON, $40 and $50..... } According to Accom-
ROUND TRIP, $80 and $90 } modation.
The $40 and $80 rates are per Lake Nepigon only.
INTERMEDIATE, $30. STEERAGE, $20.
Passages and Berths can be secured on Application to the Montreal Office or any local Agent.
For further information apply to

H. E. MURRAY, Gen. Manager,
4 Custom House Square,
Montreal.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, - Ontario.

P. CORRIDI,

Accountant, Auditor, Receiver, Etc.

EXPERT AUDITING, and ACCOUNTANCY A SPECIALTY.

Accounts Adjusted, Statements of Affairs Prepared.
Sole Representative for Toronto, for Goldman's System for Locating Errors in Trial Balances.
No Accountant or Book-keeper should be without it. Call or write and get particulars

Office, Room 26, York Chambers,
9 Toronto St., TORONTO.



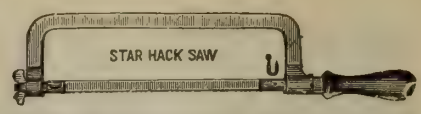
BROWN & CO.,

Manufacturers of

Square and Hexagon

HOT PRESSED NUTS.

PARIS, ONT.



ONE STAR HACK SAW BLADE

Will cut Iron and Steel all day without sharpening. It will cut off an half-inch bar of steel, 200 times. Many Millions of them are now in use in all parts of the world, and many more will be used until they become as common as files, for they will do much of the work of files in one-tenth of the time, and at one-tenth of the cost. Every mechanic, every farmer, and every man can use it to advantage.

We will send by mail, postpaid, one very nice Steel Frame and one dozen 8-inch blades on receipt of $1.50.

We also make a frame to run by power for $25 each.

Our Butcher Saw Blades will cut six weeks without filing, and cost less than butchers pay for one filing of the old kind.

We are the only headquarters for these Star Saws, and warrant all goods marked with a Star and bearing our name.

Most dealers keep these Saws in stock, or will get them on demand.

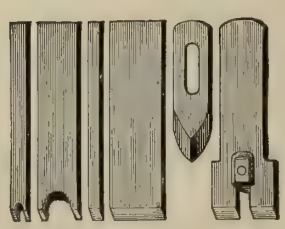
MILLERS FALLS CO.,
93 READE STREET, NEW YORK.

STANLEY'S ADJUSTABLE

Beading, Rabbet, Slitting and Matching Plane.

No. 45. Iron Stock and Fence, with Eighteen Tools, Bits, etc., $8.00

Sold by all Hardware Dealers.



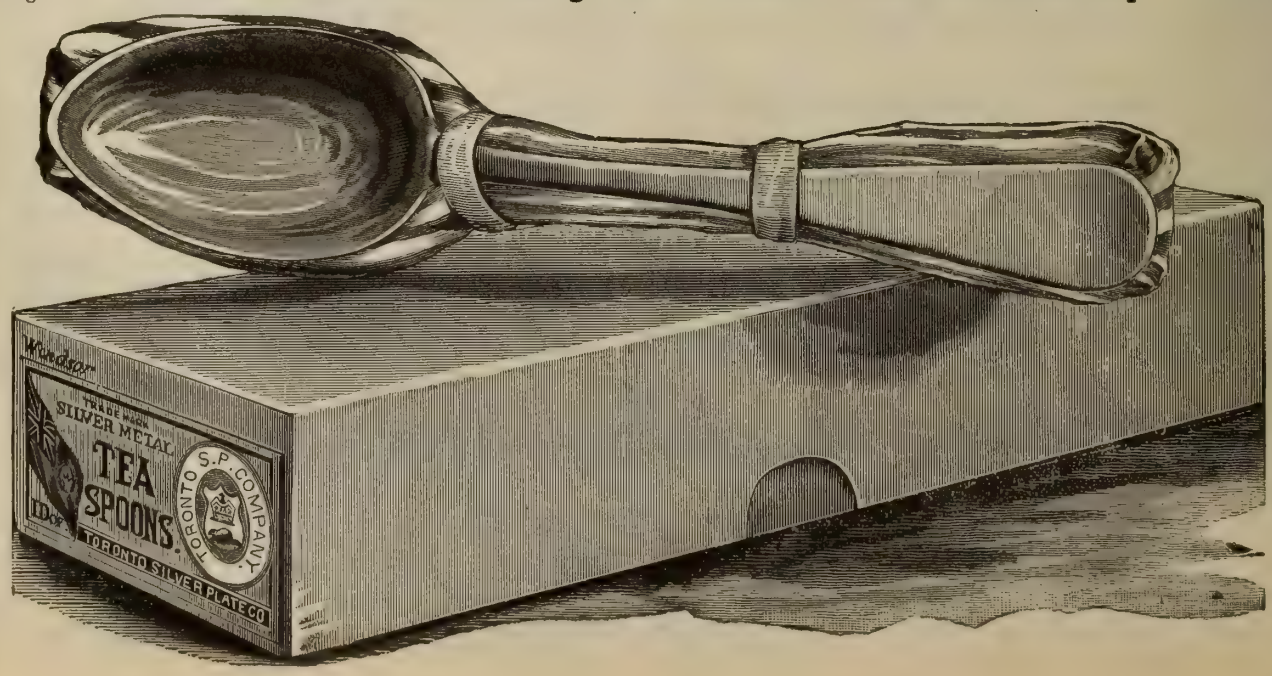


E. G. Gooderham, Manager.

A New Discovery in Precious Metals.

J. C. Copp, Sec-Treas.

These Spoons and Forks are Guaranteed
So lid Metal, and Durable as Sterling Silver.



TRADE MARK: Toronto Silver Plate Co., Silver Metal.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

SITUATIONS VACANT.

Advertisements inserted under this head free.

WANTED—LOCAL AND TRAVELLING Agents to sell Mucilage, Paste, Gums and Sizings, to Mills and Dealers. Liberal Commissions. The Arabol Mfg Co., 13 Gold St., New York.

WANTED — AGENTS TO HANDLE SIDE line for harness trade. Sample light. H. E. Evans Mfg. Co., Racine, Wis. 20

SNIDER RIFLES WANTED.

WE WANT HALF A DOZEN SECOND-HAND Snider-Enfield Rifles—military pattern—any kind will do if they are complete and the price be low. Address, Snider-Enfield, care HARDWARE. tf.

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for Catalogue.

THE SUPPLY CO., Niagara Falls, Ont.

Stained Glass.

Stained, Embosssed,
Wheel Cut, Sand Blast.

Fancy Leaded Work for Churches, Halls, Private Houses, Crests, Monograms, Advertising Signs, &c.

A. RAMSAY & SON,
MONTREAL.

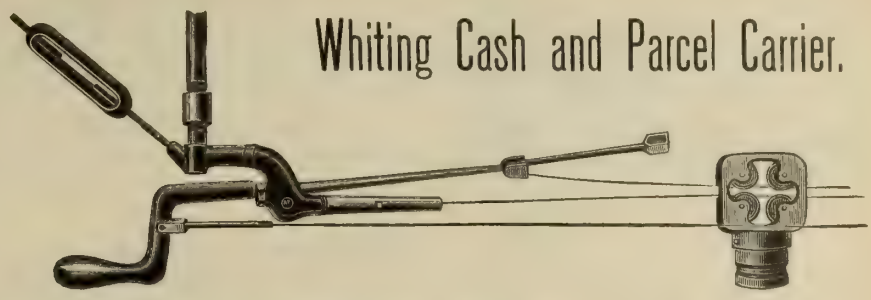


RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes, Piano and Furniture Polish, Stove Pipe Varnish, etc.

PARIS, ONT.

Whiting Cash and Parcel Carrier.



SIMPLICITY SIMPLIFIED.

The most perfect system on the market, no cords or springs to get out of order. Can recall as well as despatch the car from either end, neat in appearance, silent and swift in action, moderate in price. Can be leased or bought outright. Send for descriptive circular, price list and testimonials to

W. H. E. WHITING, Patentee and Manufacturer, London, Ont.

P. O. Box 2029.

The William Johnson Company

(INCORPORATED)

572 WILLIAM STREET.

MONTREAL, 1st MARCH, 1892.

DEAR SIR,

We beg to inform you that we have sold our business, including our Factory, Stock of Merchandise and Goodwill to

THE CANADA PAINT COMPANY, Ltd.,

who will continue to carry on the business in the premises heretofore occupied by us, and for whom we heartily bespeak a continuance of the patronage you have hitherto bestowed on us.

For purposes of Liquidation, our address remains as above.

Yours faithfully,

The William Johnson Company.

Business Changes

SALES MADE OR PENDING.

James Jackson, hardware dealer, Ottawa, has assigned to P. Larmouth.

The Skelding Hardware Co., Neepawa, Man., have sold out their stock at 65c. on the dollar.

The stock of Hardy Bros., general merchants, Molega, N.S., is advertised for sale by assignee.

Hood & Cooper, general merchants, Roland, Man., have sold their stock at 65 cents on the dollar.

Toombs & Co., general merchants, Stonewall, Man., have sold out their dry goods and groceries to Thomas Lusted.

PARTNERSHIPS FORMED AND DISSOLVED.

The Toronto Roofing Co., has dissolved, W. G. McMurchy & Co. continuing.

G. A. & E. B. Neveux, hardware dealers, Windsor, Ont., have dissolved, G. A. retiring. The succeeding firm is Neveux, Clinton & Baxter.

Livingstone & Co., general merchants, Glenboro, Man., have dissolved partnership, Sarah Livingstone continuing under unchanged style.

FIRES.

Henry Wilson, general merchant and sawyer, Wilson's Corners, Que., had his mill burnt. Loss about $2,000. No insurance.

REMOVALS AND DEATHS.

McNulty Bros. & Co., general merchants, Banff, Alberta, have closed up their branch at Anthracite.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

John A. Price, general merchant, Canterbury, N. B., has assigned.

Wm. C. Kirk, merchant, Peterborough, Ont., has assigned to R. R. Hall.

Samuel Coffey, general merchant, Centreton, Ont., has assigned to James H. Harvey.

Henry J. Hunt, general merchant, Kinburn, Ont., has assigned to J. H. Gordon, Ottawa.

J. C. Roy, general merchant, Minden, Ont., has assigned to Joel Hallworth, Jr., Toronto.

J. R. Stenebaugh, general merchant, Straffordville, Ont., has assigned to Hansler & Graves.

W. C. Myers & Co., general merchants, Thornbury, Ont., have assigned to T. H. Dyre.

George Vincellette, general merchant, St. Leonard, Que., has called a meeting of creditors.

Samuel Smith, general merchant, Walsingham Centre, Ont., has assigned to W. A. Dowler, Tilsonburg.

PREFERENTIAL TRADE RELATIONS

The following resolution is being discussed in a series of meetings of the Montreal Chamber of Commerce :

Considering that the British Empire, comprising one-eighth of the habitable globe, with a population of 300,000,000 souls, can amply supply the raw market with the productions of every climate under the most favorable conditions :

Considering that a natural sentiment of mutual and fraternal interest should create more intimate commercial relations between the mother country and her numerous colonies ;

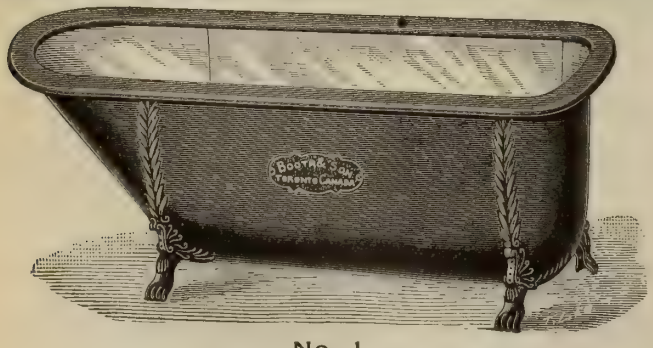
Resolved, That in order to give more extension to the exchange and to the consumption of the principal raw products in all parts of the British Empire, a differential duty or a reduction of 5 per cent. should be adopted by the Imperial and Colonial Governments in favor of the raw article in opposition to foreign imported goods.

Resolved, That this resolution be addressed to the secretary of the London Board of Trade, to be submitted to the deliberations of the congress at its next meeting.

Fire was caused by combustion in the cellar of McMahon Bros.' hardware store, Kingston, early on Wednesday morning. Prompt action on the part of the brigade prevented a conflagration, as the cellar contained much oil and paint. Loss, $1,000 ; covered by insurance.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long ; 23 in. wide ; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

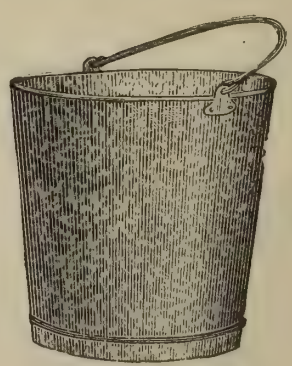
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS Pate son, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US.

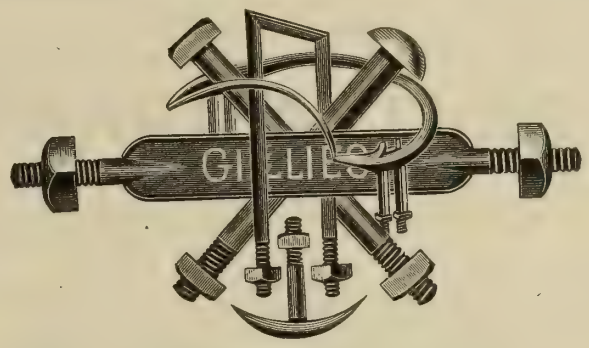
PORTLAND CEMENTS

From $1.80 per cask upwards.
FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

Best in the World.

Wrapping Paper.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. Send for samples.

The Price Low.

STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

To the Trade :

OUR NEW CATALOGUE

—OF—

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto,

—REPRESENTING—

Leading Manufacturers of Hardware Specialties, Iron Pipe, Hot Water Boilers and Fittings, etc.

Send for Prices.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

Bradley M.L.S.	Per box
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 10	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina	½ bright 2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4½
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ¼ to ⅞ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 21 0 22
" 35 to 45 " "	0 20 0 21
" 50 lb and above per lb	0 19 0 20

Boiler & T. K Fitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05¼ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 03½ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price ; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 16 0 18
Standard	0 15 0 17

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " "	2 25
Canadian " "	1 75
Paris Green, Berger's ex. deep, per lb	0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 08½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56½ 0 60
Boiled "	0 59½ 0 63

Turpentine (in bbls)

Selected Packages, per gal	0 56 0 58

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade. 10 p.c

Shot.

Canadian, dis 10 p c.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge 0 25
Thin card wads in boxes of 1000 each, 8 gauge 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined each 4 50

Augers.

Gilmour's, discount 50,50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross... ... } 7 25 8 00
" Sewing, " ... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½,40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex ....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Fire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " .... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... ... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Faucets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches.				
16 to 25	1.45	2.70	2.00	
26 to 40	..55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled.
Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 50 and 5 to 60 per cent

Horse Shoes.

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.

Bronze, Berlin, per doz ..	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava "	8 75	10 00
Shutter, porcelain, F. & L screw, per gross	$1 30	4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass "	4 00	4 50
All glass, "	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp't'rs', hickory "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

	per gross
Square, round and octagon	3 38 4 00
Diamond.....	12 00 15 00

Oil.

Canada Refined Oil (Toronto)	14	15
Carbon Safety "	0 17	0 18
Canada W.W. "	0 20	0 22
American W.W. "		0 25
S. R Seal .....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, "	40	1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p. c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz.....	55	1 00
Axle.	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c

Punches.

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set...	....	72
" hollow, per inch	....	1 00

Putty.

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot....	3	3½
Sliding Door, "	3½	3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c,

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10½ 10¾	12½ 13
¼, 5-16, ⅜ in.....	11 11½	13 13½
3-16 in	11½ 11¾	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	0 75	0 80
" N P. "	1 00	1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B.& A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each....	1 75	2 75
" frames only		75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz	2 10	4 50
Foot, "	40	3 50

Screens.

Window, patent, per doz 6 00 7 50

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Sargent's, per doz 65 4 00

Screws.

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Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.

Bench, wood, per doz....	3 25	4 00
Bench iron per doz.....	4 25	5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

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B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned,	1 35	1 60
Tin Rim, "	2 30	2 45
" black, "	1 80	2 25

Snaps.

Harness, German, p. gro.	1 65	5 50
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ¼ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00
Dessert " ..... "	21 00	.....
Table " ..... "	30 00	30 00
Dessert Forks.... "	24 00	.....
Medium " .... "	27 00	.....
Table " ... "	36 00	.....

Squares.

Iron, per doz	1 65	2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb	4½	4½
Wrought Iron, dis. 75, 75 and 10 per cent.		

Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		0 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

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Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

Tin case & dairy, dis. 75p.c

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Asbestos, filled, per doz., 25 to 33⅓ p. c

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Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz.....	0 35	1 50
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Disston's, discount 10 p.c.

German, per doz	4 75	9 00
Brade's "	00	10 50

S. & D., discount 35 p.c.

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Butter, per doz 6 25 9

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 14
" Red cap.....	.....	0 12
" Crown.....	.....	0 11
" Silver Composite		0 09

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Bench, parallel, each	2 00	4 50
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Peter Wright's, per lb	0 12	0 13
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12½ per cent. f.o.b Montreal.
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Galv. 2 barb, 2½ & 5 in. apart	4½ 4½
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" Steel thorn and ribbon.....	4¾ 5
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Galvanized Barb, "Lyman," 2 to 4 points.....	0 04½
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Ordinary, discount 25 p.c.
Painted Screen, p.100 sq ft 1 90 2 00

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Acme, 35 to 37½ per cent.		
Agricultural, 70 to 70 and 5 p.c,.		
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Coe's Gen'ne, dis. 30 to 32½ p. c.		
Diamond, dis. 33⅓, 35 p. c.		
Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
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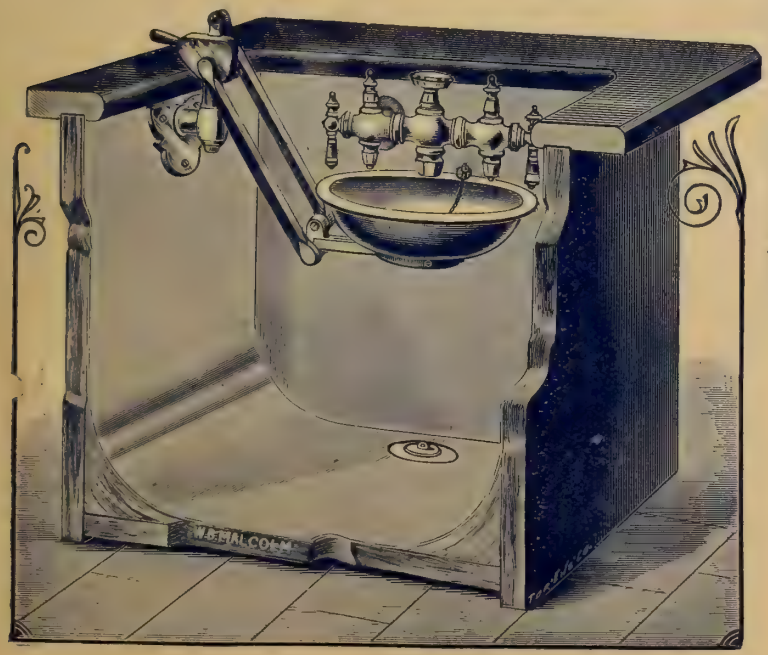
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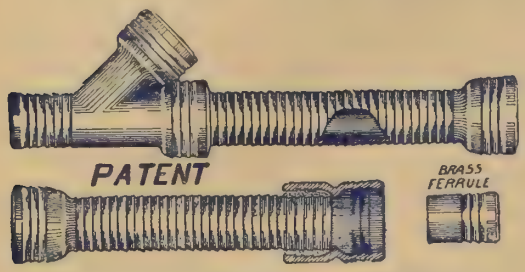
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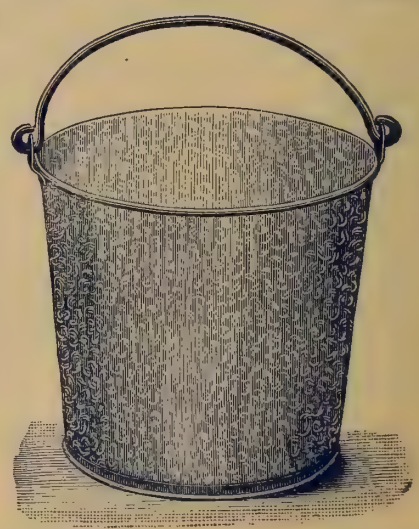
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Vol. 4. TORONTO, APRIL 30, 1892 No. 18

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THIS WEEK'S MOTTO:

All may do what has by man been done.

The committee appointed by the Toronto Board of Trade to prepare a scheme of insolvency legislation reported, on Thursday to the Council of that body. The bill they have submitted is a very lengthy one and goes exhaustively into the matter. It represents an immense amount of work, and is the resultant of much hard thinking, hard argument and great worry. To get the problem clearly stated was no easy matter in itself, but to provide a sufficient solution that would not be inconsistent in any of its parts was a laborious task. The circumstances of the various provinces and of the various trades had to be carefully considered, and oftentimes unanimity was reached only through protracted and heated discussion. There is not much of compromise in the bill, however. It leaves little to anybody's discretion. The discharge clause, the most important matter, provides that there can be no settlement with an insolvent debtor unless by the unanimous consent of the creditors. No mere majority, based either upon numbers or proportion of the total amount of claims against the estate, shall avail to secure a debtor's discharge, if one creditor representing one dollar holds out. This is stringent but it is wholesome. As the law now stands in this province, a minority against a settlement must yield; if this measure becomes law, a majority for a settlement must yield, unless it is unanimous. That is, no creditor will be forced to consent to a compromise.

* * *

The basis of this bill is not the measure sent out by the Montreal Board of Trade for the consideration of other boards in the country. That proved to be inadequate from the point of view of the Toronto committee, which soon found a footing for its labors in a bill drafted three or four years ago by D. E. Thompson, whose high standing as an authority on commercial law made him especially fitted for that work. His draft of a bill clearly defined the line along which discussion should proceed, and it is the fundamental part of the measure now before the Council of the Toronto Board of Trade. The delegates from Montreal, Hamilton and London Boards of Trade acquiesced in the adoption of this basis, and were parties to the measure that was finally reported by the committee. The committee had the benefit of the best specialist assistance available, in the co-operation of such men as B. E. Walker, general manager of the Bank of Commerce, D. R. Wilkie, general manager of the Imperial Bank, E. R. C. Clarkson, trustee and accountant, and other capable outsiders, whom the committee, as authorized in the resolution appointing it, had added to their number. The bill will be brought up next week, it is expected, in the House of Commons.

* * *

The lax discharge conditions under which settlements have been secured in the past have been an indirect cause of much mischief. One familiar direct effect is that felt by competitors of the trader who has been permitted to resume business after paying less than 100 cents in the dollar of his total indebtedness. His insolvency was probably due to his own reckless sacrifice of profit to damage the business of a local rival. But there were ends served by those easy settlements that were often overlooked. Creditors saw in such compromises an ally of the combine principal that was very convenient sometimes. Suppose that A fails for a large amount, and owes to ten houses engaged in the same trade in the same province. Let it be further supposed that seven of these houses are strong concerns, and that having exercised the usual caution of such houses in selecting accounts, their claims against A are on the average small as compared with the average of claims held by the other three, which are assumed to be weak houses; and let the total amount of their claims be very slightly above the total amount of the claims of the other three. Then the former have the majority of both numbers and amount on their side, and can carry a settlement of 40c. in the dollar if they pull together. Such a settlement would fall upon them lightly as compared with its effect on the other three, because individually the former are financially stronger, and the loss to them is both relatively and absolutely lighter. It can easily be seen that the seven strong houses would have a motive for forcing the three weak ones to a settlement that would put heavy loss upon them and tend to bear heavily or even destructively upon them as trade competitors of the seven houses in question. Such strategy is probably now and then worked, and the field is widened for the exercise of wire-pulling to this end, when creditors representing other trades are pressed into the service of such designs. It is conceivable in such a case that two houses with small claims may force one rival house with a claim five or six times the amount of their united claim, to a loss that will seriously cripple it in its future competition with them. The manipulators of such a settlement would of course need to enlist on their side a majority of the interests of other trades having claims against the estate. This is combination of the most dangerous sort, and any chance for the reaction of such a principle upon less favored creditors should be guarded against, and is guarded against in the bill proposed by the Toronto committee.

SALESMEN'S COURTESY.

What is it that impresses the dealer most in connection with his purchases from the wholesale house, when he pays his weekly, monthly or yearly visits thereto? Is it the neatly kept sample room, the handsome and conveniently arranged warehouse, the general appearance of thrift about the place, the greeting of principals? None of these are without effect on the mind of the dealer, and all of them, if he be of a reflective mind, will leave an impress on his mental chart; yet none we venture to assert are to be compared with the lasting effect produced by the friendly hand-shake, the cheerful greeting and the thoughtful consideration of the salesman.

The thorough salesman, with the true instincts of his calling in his heart, is the loadstone that attracts the merchant, and he it is who makes or mars an account for the house. A churlish, curt, inattentive salesman acts like a shower bath to the visiting country merchant, and a feeling takes possession of him that his presence is not so welcome or of such importance as he anticipated. There is in the bosom of every man, no matter what his position on the mercantile scale, a certain amount of self-importance, whether he admit it or not,and it is always a gratification to him to have his presence acknowledged with the recognition he deems himself worthy of, and not unusually the smaller the account the more attention is desired. It requires a knowledge of human nature on the part of salesman to properly gauge the unspoken egotism of the customer. With the travelling salesman the conditions are somewhat altered; the merchant is in his own castle and does not require or demand that looking after which he expects when visiting the city, though if the traveller meet his customer in the warehouse or while in the city this desire for attention is uppermost in the mind of the dealer, and he is a wise traveller who looks after his accounts.

The sample room salesman possesses opportunities and the power of being agreeable, tending to leave better impressions in the mind of the customer than any attention that can be bestowed on him by the traveller, for the plain reason that the latter is seen often, while the former is a comparative rarity with most dealers, and attentions from strangers are generally more acceptable than from those from whom we have a right to expect them. A pleasant word with a few general inquiries after the state of trade, etc., constitutes the bulk of the average salesman's attention. Very few think of presenting the customer to the principals, or showing him through the establishment, or explaining things about the premises likely to prove strange or interesting. It is these little outside of "well, what-do-you-want-to-order-to-day," attentions that are pleasing to the trade and which are a standing and profitable advertisement for the house.

A GREEN GOODS MAN IN THE TOILS

The Boston Post has been instrumental in leading to the arrest of one of those clever scoundrels who lure silly and greedy people to meetings with them for the purpose of dealing in green goods. The reporter to whom was assigned the work of answering a letter offering a green goods deal to a merchant who had turned over the letter to the paper. The reporter's name is Wall, and this is his experience after he meets Lafforgue the letter writer:

They stumbled up a dark and narrow stairway to the second floor. There after a series of wonderful and mysterious signals and countersigns, they were allowed to enter a small room over which a young man presided.

"Father is ill," this young man said, addressing Wall. "I'm sorry, because I would like to have you meet him. But I'll show you the goods."

A big pile of good money was then shown to Wall. While he was examining it there was a rap at the door, and a gray-haired man entered. He was the sick father. The son embraced him, and congratulated him upon being able to get out, and then introduced him to the victim from Boston.

At 11 o'clock Saturday morning Wall returned to the Elizabeth street joint, where he met Lafforgue and the rest of the gang. He had seen James and Jacobs in the meantime.

When Wall entered the room he found the old man sitting at a desk, which opened at the top, with a big package of good money before him. The old fellow allowed Wall to examine the money, and then asked him to sign his name in the "order book." He raised the lid of the desk, handed the "order book" to Wall, and while the latter was laboriously struggling with his name the old man substituted the usual package of green paper for the package of good money.

Lafforgue then picked up this package, and requested Wall to accompany him to the Adams Express office. Lafforgue took Wall a few doors below, and entered an office on the ground floor, which was fitted up exactly like a branch express office. There were trunks and boxes and packages upon the floor, and a clerk behind the counter. This clerk accepted the package, and gave Lafforgue a receipt written upon a regular Adams's Express blank. Lafforgue paid $1, and put the receipt in his pocket.

Lafforgue then suggested that they go to the Chase National Bank and see if the certificate of deposit would be honored. James and Jacobs, the detectives had been there for some time, arranging for the green goods man's reception. The bank officials allowed Inspector James to take the numbers of six $50 certificates and to mark them for identification.

The two men then went out, followed by James and Jacobs. Lafforgue led Wall up Nashua street to a saloon at Fulton and Nashua streets. The post office inspectors went in also. Lafforgue took Wall into the washroom, where he exchanged the spurious express receipt for the $300 of good bills. As Lafforgue, whose real name is Oliver Goyett, came out into the saloon Inspector Jacobs snapped a pair of handcuffs upon his wrists.

OUR LONDON LETTER.

LONDON, April 14, 1892.

THE COAL CRISIS AND ITS RESULTS.

You will have learned before this letter appears that the coal miners, with the exception of the Durham men, have returned to work. The cessation of the labor in this industry lasted only one week, but that was quite long enough to cause a good deal of inconvenience to manufacturers and others engaged in trade. The week's stoppage has not injured our foreign trade to any serious extent, but a cessation extending to two, three, or even four weeks, would have done irreparable harm. The men have gained absolutely nothing, and are, indeed, a week's pay out of pocket. Nor have they even the consolation of knowing that wages will not be reduced in the near future, so that the very object of the movement—i. e. the prevention of such a reduction, if contemplated—has not been accomplished and is as far off as ever. The Durham miners who struck against an actual reduction have, as I stated above, not returned to work, and their condition is now truly pitiable. Members of Parliament have to-day sent appeals to the newspapers asking the public to contribute to the support of the men and their families. In many towns in the North of England the people are actually starving, and they are totally dependent upon parish relief. The iron makers of Wolverhampton are in many cases in a state of semi-starvation. Numbers of them are existing on 1s. a week, and local aid has to be given them. The stoppage of the Durham coal mines has thrown hundreds and thousands of men out of work who are dependent upon coal from the neighboring mines. The miners' union is unable to bear a long strain upon its funds, and the men would speedily starve if they had only their society to look to.

OUR METAL TRADES.

Labor disputes have not been conducive to prosperous trading. The return giving the production and prices of manufactured iron for January and February, has been made to the Board of Consultation in Cleveland and North of England. It shows the smallest production of bars, rails, plates, and angles of any two months for some years past, the quantity being only 36,000 tons against 53,000 tons for the corresponding period two years since. The average net price £5 9s. 3d. is 15d. less than in December, and the lowest since August 1889. This fall does not affect wages according to the sliding scale, but the northern iron workers still retain 12½ per cent. of the 25 per cent. advance they received in 1888 and 1889. There are 13 furnaces partly in blast, out of 83 going before the strike.

I give below a summary of our home and foreign trade, so far as it relates to metals

and manufactures, for the first three months of 1890, 1891, 1892.

Imports from British North America for three months of

	1891	1892.	Total from all sources in 1892.
Copper ore :			
Tons,	830	615	18,454
£	1,920	1,845	116,268
Wood, hewn :			
Loads,	3,352	3,361	365,182
£	14,109	14,337	654,327
Wood, sawn or split, etc. :			
Loads,	25,953	49,146	281,958
£	60,257	103,241	663,086

The above is exclusive of wheat and agricultural products.

Exports of metals and hardware to British North America for three months of

	1891.	1892.	Total to all countries in 1892.
Hardware and cutlery :			
£	27,386	21,990	557,144
Pig iron :			
Tons,	408	929	138,212
£	1,425	2,938	367,955
Bar, angle, etc. :			
Tons,	714	998	50,751
£	5,796	8,480	341,069
Railroad iron :			
Tons,	1,861	1,307	91,077
£	11,768	5,350	472,842
Hoops, sheets and railroad plates :			
Tons,	798	599	28,031
£	6,821	4,822	223,373
Galvanized sheets :			
Tons,	305	331	38,350
£	5,283	5,508	523,671

	1891.	1892	Total, all countries 1892
Tin plates :			
Tons,	2,719	3,088	98,660
£	46,514	46,381	1,368,112
Cast and wrought iron and manu'frs.			
Tons,	2,269	1,456	80,317
£	20,960	15,702	1,141,441
Steel, unwro't :			
Tons,	1,747	2,381	36,648
£	18,093	22,517	424,813
Lead, pig, sheets, &c.:			
Tons,	354	193	15,086
£	5,012	2,541	197,119
Tin, unwro't :			
Tons,	1,101	1,519	26,494
£	5,206	7,148	124,500
Machinery : Steam engines			
£	8,152	3,480	639,769
Other descriptions :			
£	16,148	29,476	2,878,725

Exports of cement to British North America have fallen from 1,341 tons to 754 tons. Seed oil has risen from 708 tons to 733 tons, but prices have fallen from £15,997 to £14,312. As regards Sheffield and the United States, the exports from Sheffield for the three months ended December, '91, were valued at £42,125, or £12,000 in excess of the corresponding period of '90, when the tariff came into operation. For the three months ended 31st March, 1892, the values were £23,079, a decrease of £19,000 as compared with the preceding quarter. Value of steel exported in the same period was £58,059, against £67,378 in the last quarter of 1891.

CANADIAN TRADE WITH ENGLAND.

I am very glad to hear that it is not improbable that the Canadian Government will remove the duties from very nearly all goods imported from Great Britain. Of course if the Ottawa authorities would do this it would settle the matter almost immediately. There is no reason why your farmers should not send us a good deal more produce and food stuff generally than they do at the present time. Tasmania is sending us large quantities of fruit (apples, etc.), and Victoria is shipping big cargoes of butter, which has a splendid sale here and holds its own with France in that respect. There is no reason, too, why we should draw our supplies of mutton from Australia and Argentina, instead of from the Dominion. Some manufactured goods might possibly be received. But I cannot shut my eyes to the plain fact that a reduction, or abolition of the import duties on manufactured goods from England, would simply sweep away Canadian production. I don't think that your people could face the fierce struggle that would commence between Canadian and English manufacturers, especially if the Canadian duties were raised against American goods. It is said that there is a good deal of English cutlery imported into Canada and smuggled over the border into the United States. Well, it may be so ; but the trade returns do not bear out the contention. Unfortunately our statistics are not very detailed and only show the exports of hardware and cutlery into British America in the following way :—

For months ended February—

1890.	1891.	1892.
£13,672	£16,376	£11,656

Now it will be readily understood that if Canadian importers of English cutlery are buying it with the object of sending it across the frontier, the returns ought to show a large increase since the McKinley tariff came into force. But, on the contrary, they indicate a decline. Perhaps if the details were given, and not merely lumped together, a different light would be thrown upon the matter, but even then the difference could not be so very great. I will endeavour to find out how this question stands, and will give the results of an investigation in a later communication. About a fortnight ago a paragraph appeared in our commercial papers stating that Mr. Flint, a member of the Canadian Parliament, intended to move a resolution proposing the reduction of all custom duties upon all classes of goods imported from Great Britain, with a view to encourage trade between Canada and the United Kingdom. So far the matter ha not excited attention in trade circles here, because it is generally believed that the manufacturing interest at Ottawa is far too strong to permit of any such resolution being put into practical effect.

THE LAMP TRADE.

Several of our lamp makers are catering very strongly for the foreign and Colonial trade. Your manufacturers of these goods could do a good line in lamps, which will burn any kind of mineral oil with absolute safety and sufficiency. They are wanted in the Australian Colonies, South Africa, and in other markets. We have now a lamp recently put before the trade in which the construction is so carried out that perfect combustion is secured. It possesses two reservoirs for the oil; the larger one contains the bulk of the oil and is placed at a safe distance from the burner to avoid over heating and evaporation. Through the small reservoir a central vertical air tube passes, which, combined with a skeleton frame on which the inch tube rests, ensures the orifice of the tube connecting the two reservoirs, being always sealed by the oil even if the lamp is allowed to burn out. The advantage of the secondary reservoir is that only the necessary quantity of oil required for the inch is available, and by this arrangement a uniform level of oil is maintained for consumption. Oil stoves are having a fairly good sale now that the summer months are coming, but many people object to the bother of looking after them. There is no doubt that an oil stove badly attended to and allowed to smoke and smell, is about the most dangerous and disagreeable thing possible, but they are very useful when properly looked after. Pippingill, a well known maker, does a good trade in these lines here.

TAXING MACHINERY.

A Bill to prevent unjust rating of machinery was passed yesterday by the House of Commons by a majority of 110. It is clear that such rating is really a tax on industry and on labor, and therefore placed our manufacturers at a disadvantage in competing with foreign firms who were not so taxed. This Bill has been debated for some years past, but had never obtained a majority. It is manifestly unjust that a manufacturer should have his means of trading, and therefore his means of giving employment, taxed by local bodies in an arbitrary manner.

ANTI-PATRON ORGANIZATION.

A movement has been started in Manitoba among merchants, in opposition to the Patrons. It is not, we understand, to be an active opposition, but simply a passive one. One of the objects of the Patrons is, we believe, to arrange with one or more merchants at each point, to supply them with goods at 12½ per cent. advance on invoice cost. Merchants who submit to an agreement of this class, are known as Patrons' storekeepers, and the Patrons agree to give all their custom to the Patrons' store. Merchants are certainly justified in refusing to make any such agreement. If they are wise, we think they will refuse to do so. The passive opposition to be given the Patrons is simply an understanding among the merchants that they will not enter into any agreement with the order, in compliance with the demands of the Patrons. There is nothing objectionable in this, for merchants either individually or collectively to refuse to enter into any such agreement as that asked by the Patrons. We do not, however, believe that these agreements made between Patrons and merchants will continue in force long, and it is only a matter of time when they will fall through, and very likely the merchants who make them will suffer more than those who refuse to consider the Patrons' proposals. Those who do enter into an agreement with the Patrons are very likely to resort to dishonorable means to deceive their customers who are members of the order. The agreement, we understand, makes it necessary that merchants shall show invoices when called upon to do so by the order, and it is already stated that false invoices are being used in these cases. At Elkhorn, in this province, the merchants have formed an association and pledged themselves not to enter into any contract with the Patrons.—Winnipeg Commercial.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

AGENTS IN CANADA FOR

Joseph Elliot & Sons', Sheffield Eng.,

Table Cutlery, Razors.

TRADE CHAT

Early closing will be begun by the stores of Windsor next Monday.

The tools and machinery of the Parkins Cutlery Company, Halifax, were sold at auction by the deputy-sheriff the other morning.

The Whig makes note of the fact that Chown & Cunningham, Kingston, received a large order the other day from an outside foundry for castings.

There is talk of submitting the question between the moulders and the foundry owners in Hamilton to a Board of Trade referee, probably the President.

W. F. Robinson, V. E. Mitchell, P. Davidson, P. C. Ryan and A. G. Cunningham, all of Montreal, desire incorporation as the Packard Lamp Company, with a capital of $6,000.

About $3,000 worth of very fine specimens of gold quartz were brought in from the Annand mine, Montague, N.S., a few days ago. The quartz was taken from about 220 feet below the surface.

Arthur Painchaud & Co., Montreal, have admitted W. W. Squire a partner. The business with increased capital and facilities will be carried on under the name Painchaud, Squire & Co.

The Metal Workers' union, of Halifax is about taking the initative in the formation of a Canadian association, and is in correspondence with metal workers in different cities in regard to the matter.

Mr. W. King has been appointed mechanical manager of the Victoria Stove works, Kingston, and has the employment of labor under his control. Moulders will be given $2 per day, and no questions will be asked.

A number of citizens, including several ladies, witnessed the first casting at the Stewart foundry in Woodstock on the 20th. A large force of men are now at work, and in the course of a few days everything will be in full swing.

Rice Lewis & Son have now nearly completed a room for displaying builders' hardware that will be one of the finest in the country. It is being fitted up at great expense, and will soon be furnished with a choice class of goods.

Most of the merchants of Assiniboia have signed the early closing agreement.

Perth is agitating an early closing movement for five nights in the week.

The membership of the Patrons of Industry in Michigan has decreased in a year's time from 60,000 to less than 15,000.

We are sorry to learn the Mr. W. H. Rowley, of The E. B. Eddy Co., is again on the sick list. He left Wednesday last for the Rockies, where he will spend a few weeks.

A circular has been received by the Montreal Board of Trade from the new Decimal association, of London, Eng., urging the adoption of the metric system of weights and measures.

Albert D. Nelson, of the wholesale house of H. A. Nelson & Co., Toronto and Montreal, arrived in Winnipeg last week from Victoria. He is returning from an extended trip south and west.—Commercial

O. M. Johnson, a well known resident of Woodstock, has been committed for trial on charge of larceny. Several castings and brass fittings were found on his premises and the same were identified as the property of Close, Falconer & Marshall.

The storekeepers of the town of Palmerston have agreed to close their respective places of business at eight o'clock every evening except Saturdays, from April 18th till Sept. 30th. There is some complaint already, through, violations of this agreement.

The contract for supplying the hardware for the new Freehold Loan building in this city has been awarded to Rice Lewis & Son, who will furnish it, in accordance with the preference expressed in the award, with P. & H. Corbin's bronzed hardware and trimings. This is a very extensive contract and was the object of keen competition in which outsiders played some part. Architect Lennox insisted on the very finest class of goods for this building and the specifications expressly called for only the best quality. The architect took a commendable course in this respect, and one necessary to be taken to offset the tendency of tenders to make up for low offers by using inferior stock. Rice Lewis & Son will put the same grade of goods in this building as they have put in the Canada Life, the Bank of Commerce, the head office of the Bank of Hamilton, and other great buildings.

Counterfeit five and ten cent pieces are being freely circulated in Hamilton. They look so much like the original that it is difficult to detect them. In appearance and finish they seem to be all that they should be, nor will they yield to the teeth when bitten, the metal of which they are composed being much harder than lead. They will not ring as silver does when thrown down, however, and this seems to be the only easy way by which they may be detected.

P. Corridi, accountant, has removed from Yonge St. to No. 9 Toronto St., York Chambers, in this city. He has been appointed sole representative for Henry Goldman of Chicago, in whose system of locating errors in trial balances, short methods for computing interest, averaging accounts, etc. Mr. Corridi is now prepared to give instructions as to application. Full particulars as to charges, etc., are to be had at his office. He audits merchants' and joint stock companies' books, in whatever periods are desired at contract rates.

Notice is drawn to the advertisement in another column of Messrs. H. P. Davis & Co., Toronto, who devote their attention to sporting goods and all those lines carried by the hardware people who do a business in guns, rifles, ammunition and the attending sundries. This firm is well and popularly known throughout Canada through the "Rudge" 'Cycles, for which they are Canadian agents, and make a specialty of these and the "Eclipse," which latter is the production of their own factory. H. P. Davies & Co. issue, annually, a very handsome and useful catalogue which ought to be in the hands of all dealers interested in these lines.

The Westminster Board of Trade has appointed committees to make investigation and enquiry into prospects and inducements for the establishment of industries to be established and encouraged in and around the city, and to report to the Council of the Board. One thing to be considered is ered is the deep sea fisheries. Another is the proposal to increase the manufacture of machinery and iron works, and it will be proposed to establish on a large scale a factory for the making of sealed tins.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

Manufacturers of

Pure Prepared Paints,

Mixed Ready for Use.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson,F.C.A.
W. H. Cross, F. C. A.
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Edward Still.

TORONTO, ONT.

HAVE YOU EXPERIENCED TROUBLE WITH

FLOOR PAINTS



I'VE USED IT.

It is more important to have a reliable floor paint than any other Liquid paint.

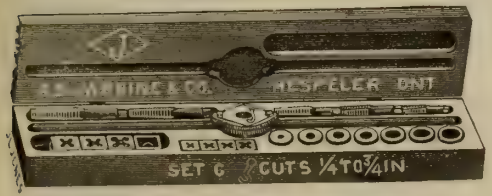
They must Dry hard. They must Dry quickly. Brightness and Durability are necessary.

These qualities, it has been proved are to be found in

ADAMANT FLOOR PAINT

In Six Colors, at $1.00 gal. Send for Cards to

Walter H. Cottingham & Co., Montreal.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

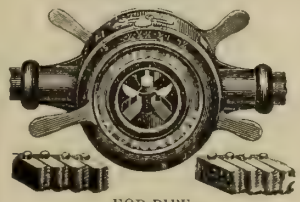
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

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Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

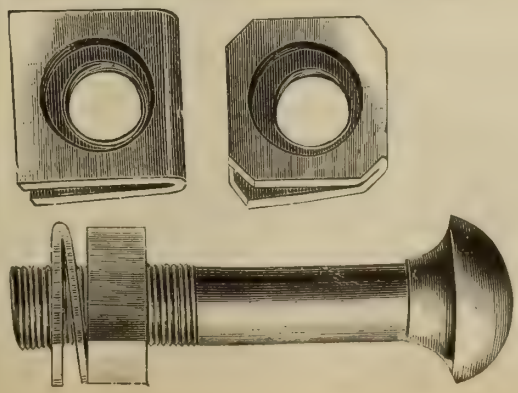
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.

NEW GOODS.

THE UPRIGHT DUST PAN.

This is a simple and exceedingly useful household article. It saves work of the most trying sort, and makes a clean job. It is tidy, inasmuch as it saves the necessity of coming closely into contact with the dust



that it collects. It affords a simple means of emptying the floor refuse into the fire or receptacle for holding it. It is handsomely



got up, being finished in brass, and is sold at a price that brings it into the easy reach of all. The manufacturers are Craighead & Kintz Company, Ballardvale, Mass.

THE COLUMBUS PEN KNIFE.

The Fox Cutlery Manufacturing Co., manufacturers of fine razors, knives and scissors, Canadian branch, Temple Building, Montreal, are introducing an artistic Pen Knife which is intended to commemorate the 400th anniversary of the discovery of America. It is made in two, three, and four blades, and is referred to as being of excellent quality. Our engraving shows both sides of the handle, which is of Old Art Bronze, one side representing the year 1492 and the weapons then opposed to the civilization of our continent, and the year 1892 with its emblems of commerce and industry,



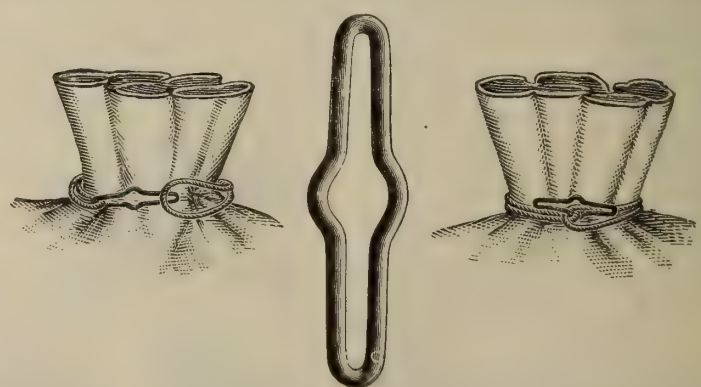


Closed. THE COLUMBUS PEN KNIFE. Open.

the other side represents Columbus and the scene of his two vessels sailing with the rising sun behind them and their arrival on our shores. The anchor and globe are also represented.

THE BULL DOG BAG TIE.

The name of this Tie sufficiently indicates its tenacity. The advantage of using it is that when it is on a bag it is there to stay, and it is put on so quickly that it will be wondered how it was despensed with before. It is impossible for it to let go until it is

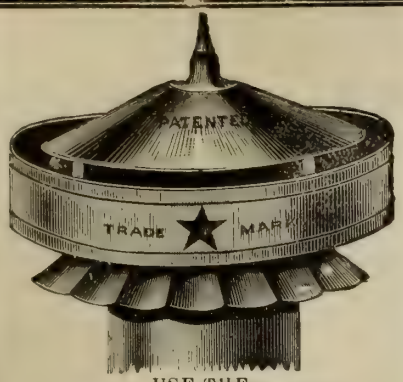


time, and then it is only necessary to pull the little piece of metal, and the work is done. It will never wear out. It is cheap, and will save many dollars by stopping losses resulting from bags being improperly tied. The price is 15 cents per dozen. It is manufactured by the Buffalo Specialty Mfg. Co., Buffalo, N. Y.

John Bertram, ex-mayor of Dundas, Ont., is in the city. Mr. Bertram is a shrewd, sharp man, and his conversation is marked by a well-defined vein of humor. He was passing down the street with his friend, Mr. Dunn, of Granville street, who knew them in Dundas, when they passed the Rev. Robert R. Maitland, who was speeding along on his bicyle. "That's the way clergymen go around in Vancouver," said Mr. Dunn. Mr. Bertram looked at the speeding form, and without a smile, replied: "Well, he can save soles in that way for a certainty."—Vancouver Telegram.

Representatives of the chief British copper companies met American delegates, who are desirous of reducing the output of the mineral, in London, Eng., on the 20th. The British members of the conference declined to accept a proposal made by the Americans for a 15 per cent. reduction of output, declaring such action was quite out of the question. They said that while they were not eager for any reduction in the output they would agree to continue the negotiations and asked for further details as to the products and capacity of the American mines.

A deputation consisting of Messrs. Grose and Wright, of Hamilton; Smith of Belleville, and Vanwagner, of Montreal accompanied by Messrs McKay, Currant and Cleveland, M. P.'s, waited upon Hon Messrs. Bowell and Chapleau the other day to urge an increased duty upon tubular lanterns and railway lamps.



—USE THE—
STAR * VENTILATOR
For the VENTILATION of
Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

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CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

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MONTREAL AND TORONTO.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

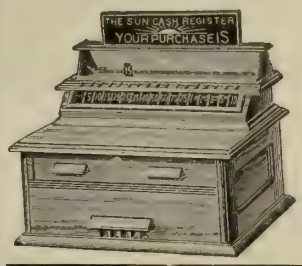
Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,

GANANOQUE.

WHY PAY $200 FOR A KEY REGISTER,

When you can buy the "SUN" Cash Register for $40.00.



The "SUN" will accomplish as much, do it as easy, and is as serviceable.

The "SUN" is the Register for the people

It is the very latest, simplest, and best register for the money yet offered Every Merchant can afford to have one or more SUN REGISTERS at convenient places in his store room.

There is no argument against the use of a Cash Register.

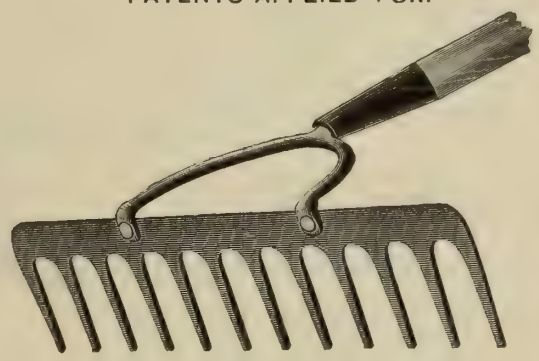
REMEMBER: That the little metal ball accomplishes in the "SUN" what complicated and intricate mechanism does in the National.

For further particulars, address

WALTER GROSE,
432 St. Paul St. MONTREAL.

Eureka Steel Head Garden Rake.

PATENTS APPLIED FOR.

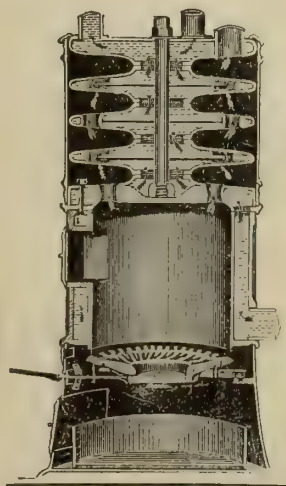


The Head is stamped from a Solid piece of Extra Double Refined Silver Steel and consequently is much stronger than any other Rake now on the Market.

SEND FOR PRICES.

MANUFACTURED BY

JAMES ROBERTSON & CO., - TORONTO.



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"Acme"

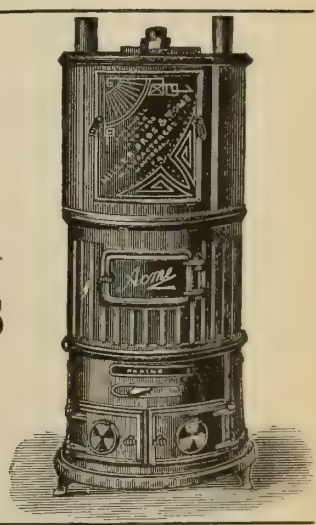
HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS

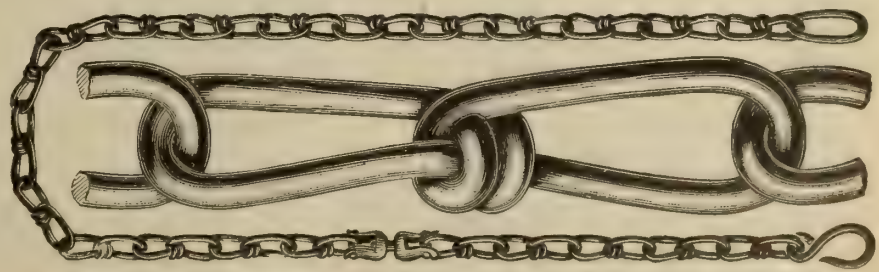
MONTREAL.

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,
AGENT.



TEMPERED STEEL WIRE TRACE CHAINS



LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full line of Cow-Ties, Tie-out, Dog and Halter, Coil Chains, &c. If you have not yet tried these chains send for samples and prices.

THE B. GREENING WIRE CO, Ltd., Hamilton, Canada.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

WANTED—LOCAL AND TRAVELLING Agents to sell Mucilage, Paste, Gums and Sizings, to Mills and Dealers. Liberal Commissions. The Arabol Mfg Co., 13 Gold St., New York.

WANTED — AGENTS TO HANDLE SIDE line for harness trade. Sample light. H. E. Evans Mfg. Co., Racine, Wis. 20

SNIDER RIFLES WANTED.

WE WANT HALF A DOZEN SECOND-HAND Snider-Enfield Rifles—military pattern—any kind will do if they are complete and the price be low. Address, Snider-Enfield, care HARDWARE. tf.

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for Catalogue.

THE SUPPLY CO., Niagara Falls, Ont.

ARTISTS' MATERIALS

A. RAMSAY & SON,

Established 1842.

AGENTS FOR—Windsor & Newton's Celebrated Colors and Artists' Requisites. Pitet Aine. French Brushes.

IMPORTERS OF—Plaques, Easels, Oil and Water Color Boxes, Canvas, Crayons, etc., etc., etc.

OFFICE and WAREHOUSE,
37, 39 and 41 Recollet St.,
MONTREAL.



RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes, Piano and Furniture Polish, Stove Pipe Varnish, etc.

PARIS, ONT.

FORBES' NEW PATENT.

GLOWING OPINIONS FROM ALL POINTS.

ACHIEVED! ACHIEVED! ACHIEVED!!



PRICES REDUCED AND GOODS IMPROVED. Write for full information in GOOD TIME. NOW is the best time.

The Forbes Manufacturing Co., Halifax, N. S.

P. O. Box 2029.

The William Johnson Company

(INCORPORATED)

572 WILLIAM STREET.

MONTREAL, 1st MARCH, 1892.

DEAR SIR,

We beg to inform you that we have sold our business, including our Factory, Stock of Merchandise and Goodwill to

THE CANADA PAINT COMPANY, Ltd.,

who will continue to carry on the business in the premises heretofore occupied by us, and for whom we heartily bespeak a continuance of the patronage you have hitherto bestowed on us.

For purposes of Liquidation, our address remains as above.

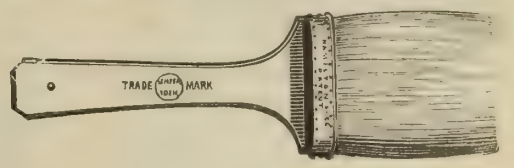
Yours faithfully,

The William Johnson Company.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



TORONTO, Nov. 6th, 1891.

W. H. JAGGER, ESQ., 24 Front Street West, Toronto.

DEAR SIR,—We have used Messrs. Hamilton & Co's Painter's Brushes for some time past, and find them very satisfactory, both as affecting the questions of quality and durability.

Yours truly, ELLIOTT & SON.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."

BRITISH SHEET GLASS
P.B.

These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.
— Made only by —
Pigou, Wilks & Laurence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggert & Co, Toronto,
The Hingston-Smith Arms Co., Winnipeg.

The Art Metropole
131 YONGE STREET,
TORONTO,

IS HEADQUARTERS FOR

Artists' and Decorators Colors in Tubes, Artists' Canvas, Academy Boards, Brushes and Materials of every kind, being direct Importers from every manufacturer of repute in Artists' supplies, and giving our entire attention to this special trade.

If you handle this line of goods, it will certainly pay you to get quotations.

THE
SWIFT
Safety Bicycle

has been produced with the view to raise the English Wheel from the **DEAD LEVEL OF GOOD** to a position of **UNQUESTIONED SUPREMACY** when viewed either as simply a Road and Racing Machine, or as a specimen of modern art and workmanship. It would be impossible to include in this advertisement a list of its advantages and superior qualities, but on application we will mail Illustrated Descriptive Catalogue free, or our Sales Show Rooms exhibit the Bicycles and fully explain wherein lies the points of special merit. Address

FRANK S. TAGGART & CO.
89 KING ST. WEST, - TORONTO, CANADA

MARKETS

MONTREAL MARKETS.

MONTREAL, April 29, 1892.

There is not much change in the position of the iron market on spot, Carnbroe being at too high figures for business, but some business has been reported in Summerlee to arrive, which is easier in tone. Holders of Canada plates are shading prices in anticipation of freer offerings in the near future. In other lines there is a general improvement noted. Dealers are busy booking orders to arrive by first boats, and the general position of affairs shows much improvement in anticipation of the first arrivals. Castor oil continues weak owing to the anxiety of holders to clear out their high priced stock. Chemicals are firm. Cement is moving freely but at shaded prices, holders being anxious to clear up their stores in anticipation of heavy receipts per the first steamer.

PIG IRON.

The local pig market is still dull and devoid of change. The only stock on spot being confined to Carnbroe for which dealers are asking 19.50. For Summerlee to arrive prices have dropped 50c. during the week, and $19 is the price asked now. It is reported that quite a few orders have been placed at that figure, and it is likely better could be done for 500 ton lots. Pig iron warrants are somewhat firmer, but the regular market on the other side does not show much change. Scotch warrants are quoted at 8d. higher, and Middlesboro 4½d. but lower offers than ever have been made for spring delivery. On spot Carnbroe is the only iron to be had, but dealers do not take hold freely at prices quoted above.

BAR IRON.

Bar iron is without change on spot and the only business doing is a small jobbing one at former prices. Although the western mills are larger manufacturers of bar, the mills here hold their own with regard to price. We quote $1.85 for wholesale quantities and $2 in a jobbing way. Brokers say trade is likely to pick up soon.

SCRAP IRON.

There has been no change in scrap during the week, as the mills here are holding off for lower prices, and outside of a few small sales for actual necessity there is nothing doing on spot. We still quote former prices viz : $17 for wrought scrap, and $13 to $17 for cast scrap according to quality.

TIN PLATES.

In tin plate there is no change in values. What stock is held here is offered at $3.40 to $3.60 for cokes, and $3.75 to $4.50 for charcoals, better than this has not been offered, to arrive, so far. Some lots of low grade charcoal have been sold at $3.75, and with the canners still holding off trade on the whole is quiet but firm as regards values.

TERNE PLATES.

Small sales for actual wants is the only thing there is doing in terne plate. Stocks here which are heavy have been cut down somewhat during the week but they are still too heavy for this season of the year. Prices are still quoted at $7 to $8 ex-store but a less figure would no doubt be taken to close out a round lot. Buyers are reported to be holding off for lower prices which will take place as soon as new stock arrives.

CANADA PLATES.

Canada plates rule quiet under light stocks and the demand is limited for actual wants. Dealers here are still asking $2.65 to $2.75 but would take less for a large lot. The tone of the local market is quiet and dull.

COPPER, ETC.,

The copper market is still easy at the decline noted from time to time and the only trade doing is a jobbing one. Other metals are about the same with the acception of ingot tin which has advanced ½c. Private cables report an advance of £2 per ton on the other side and prices here have been advanced to 22½c. We quote copper 12½ to 13c.

NAILS

A very fair volume of business has been done in nails since our last report. Prices are the same as last week the business being confined to ordinary 3 inch stock on the 245 basis 3 inch steel nails run about 10c a keg higher according to size. Steel wire nails have been reduced 5c all round with fair demand. We quote :

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	.....	$3.00
9 dy to 30 dy	"	.....	3.25
8 dy	"	.....	3.50
7 dy	"	.....	3.75
6 dy	"	.....	3.75
5 dy	"	.....	4.00
4 dy	"	.....	4.25
3 dy	"	.....	5.00
3 dy fine,		.....	6.25

GENERAL HARDWARE.

Trade in all lines has improved during the week. Garden and harvest tools are still having a good movement. Builders supplies are also moving more freely this week, shelf and other lines are also having good call, and the wholesale trade speak encouragingly of spring trade. Travellers are all out, and seem to satisfy their employers with the orders they are sending in, and on the whole the trade has brightened up considerable during the past few weeks. Manufacturers agents are waiting patiently for the incoming boats, when they will have their rush. They also say that prospects for further business look good. Payments are also good.

CHEMICALS.

Chemicals are about the same as last week with a fair trade doing. Foreign advices state that caustic soda has advanced 10 shillings, but prices here are held the same. We quote :

Bleaching powder,	$2.25	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.01⅛	to	0.01¼
Caustic soda,	2.65	to	2.80
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.75	to	2.00
Copperas,	0 80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.08	to	0.10
Bich. soda,	0 06	to	0.08
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.00	to	0.32½
Cutch,	0.08½	to	0.09½
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

Glass is about the same as last week with a fair jobbing trade doing. Stocks here are still light and dealers are inclined to talk firm. One dealer says he has sent out a few small lots, now the lower port boats are running. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.20 to $3.40 for thirds and fourths.

LEADS AND PAINTS.

Leads are having a little better enquiry at former prices, and now that the port is open dealers anticipate a still better trade in the near future. In paints, there is a nice trade doing, especially in the fine lines of mixed, which are having good call and dealers on



Brass Bird Cages.

We are making a special drive on these. It will pay to get our prices.

Our Hardwood Galvanized Iron Lined Refrigerators, command larger sales each year. One for sample will speedily sell others.

THE McCLARY MF'G. CO.,

London, Toronto, Montreal, Winnipeg.

THE ADVERTISING HISTORY OF A GREAT HOUSE.

BY MALCOMB MARVEL.



One of Merchant & Co's Brownies.

I do not remember ever having seen published the advertising history of any concern. Fragments of the advertising experience of different men and of different enterprises are occasionally given, but the story of the advertising of a great house from the beginning to the end or from the beginning up to date, is something that has not yet been written. Nor do I expect in this case to give all the advertising history of the house to which this article is devoted. Space will not permit, but enough will be presented to enable the reader to judge of the effect that its special features of advertising have had upon the development of the business of the house, and to assist him in deriving lessons therefrom. But what I particularly desire to show is that the character and integrity of the firm and the good quality of the goods that are carried have everything to do in making advertising profitable.

Some time since Mr. Fowler gave the public his "Five Points" of business success, which are, briefly, (1) Something to sell, (2) A place in which to sell it, (3) A competent buyer, (4) An efficient salesman, and (5) Advertising. Incidentally, of course, capital and a general knowledge of the business to be conducted are included. But with the necessary capital, and with an intimate acquaintance with business, and with an excellent opportunity to do business, each of the five points, as this writer points out, is necessary to success. I propose to present some chapters from the advertising history of the great house of Merchant & Co., Philadelphia, Chicago, New York, and London, from this point of view. All other essentials having been complied with, advertising has been depended upon to round up the scheme and carry it forward to a successful issue.

SMALL BEGINNINGS.

Merchant & Co., like the majority of houses at present prominent in mercantile circles, started small, and they have reached their present enviable position by deserving success and at the same time commanding it. The house was founded less than 30 years ago, and it is only within the latter half of that time that it has made itself felt in the trade, and in which it has succeeded in reaping the reward which sterling integrity, progressive enterprise and unremitting effort have earned. Throughout its history the house of Merchant & Co. has unswervingly adhered to the course conceived by its founder and manager to be the proper one for it—namely, reputation and fair dealing first and profits afterward. From the beginning advertising has been liberally employed, but always as an adjunct and never as the main chance. The condition precedent has always been the right goods and correct business methods; then advertising to help the enterprise along. The business of the house has grown and the profits have swelled as the years have rolled by, until what is sold in an hour to-day equals the whole stock in trade during the early months of the venture; and what is gained per month now is in excess of the entire capital employed the first years and until the advertising of a single week at present is far more than that of a whole year in the beginning. The preserved records of the house, unfortunately for the purpose of this story, do not show what was the first advertisement put out, but it was probably a card in a local newspaper calling attention simply to the name of the house and the goods dealt in. From this it may be inferred that Merchant & Co. began at the foundation in advertising as well as in other particulars—and such is the fact. The business itself has been the instructor. In its conduct there has been gained all of the art of buying and selling, as well as the practice of finance, and all the experience of advertising, as well as the accumulation of the capital which the present gigantic operations of the firm demand. All of the several divisions and features of the business have proceeded hand in hand, and to the uniform and symmetrical development of the several parts is due the large measure of success that has been achieved.

ADVERTISING STAPLES.

Advertising at best is an enterprise fraught with difficulties and surrounded by dangers. And therefore happy is the man who has a specialty which he can so present to the world as to attract attention and at the same time make a profit, but rough is the path of the man and hard is the lot of the one who has only an ordinary staple which he wishes to popularize, and to advertise which successfully he must make appear much more desirable than the staple that others sell. In dealing in staples a man succeeds in a measure to a business already established: he shares in a demand already created, while in handling a specialty he must needs make the demand before he can sell at all. Merchant & Co. have succeeded in combining in a happy manner the demand for staples, which has given them a trade, and the advertising of specialties, which has given them a name and secured them a profit. Indeed, they have made specialties out of staples, for whenever a staple like tin plate is branded with the seller's name and trade-mark, and is accompanied by his guarantee, then certainly it becomes a specialty of the most special kind. This is what



Frontispiece form "A Midsummer Night's Dream—Merchant & Co. and Their Friends the Brownies"

Merchant & Co. have been conspicuous in doing and their advertising, therefore has been largely confined to specialties. Yet there has always been a sub-line in their announcements of a general assortment of tin plates, solder, wire, metals, tubing, copper, iron, &c. The combination has worked well, because care has always been taken to have the goods right.

ADVERTISING SPECIALTIES.

How to measure the advantage of advertising, or to judge of the profit of different schemes of advertising, is always a question with business men. I risk little in saying that in advertising certain specialties the firm of Merchant & Co. have perhaps put out more money than the sales of these specialties would warrant In other words, had the entire advertising of these specialties been charged to an account representing them, the profits upon them would have been too small to justify the expenditure, but, on the other hand, the general growth of the business fostered by this species of advertising has been such that the expense spread over the gross sales has only been a reasonable outlay.

MAKERS' BRANDS.

Merchant & Co. became prominent in the tin-plate business at a time when the brands on the boxes were frequently used to decieve the buyer. Deception in this trade had proceeded to such lengths that unscrupulous importers did not hesitate to import plates without any brands and to apply high sounding names and arbitrary symbols to the boxes after they were in their warehouses. They gave the plates such a character as seemed to meet the wants of the consumer and as would assist in selling. If dissatisfaction was expressed concerning a given lot of plates the innocent buyer was assured that they were the last of a lot, that the sellers were sorry he had been dissapointed in them, and that they now had in stock such and such a brand, something new and which they could recommend him to buy. Of course the plates sent in the second shipment were of the same identical quality, but bearing another brand. By such tricks as these the uninformed and unsuspecting buyer was repeatedly deceived. Reform was the crying need of the period. One of the first prominent advertisements of Merchant & Co. to attract the attention of the trade at this time was entitled "Makers Brands," and in it they announced that they would handle nothing but makers' brands of tin plates, which was in effect to say that they would handle nothing but plates of established reputation and which could be definitely recommended. This was duly appreciated by the trade and large sales followed.

GUARANTEED TIN PLATES.

A little later in the history of the trade it was necessary to go still further to protect the buyer, and the scheme of bringing out plates of specially fine quality and fully guaranteeing them was made a feature of the business of this firm. The best plates that money could buy were secured from the makers, and in turn they were sold with a definite statement of their quality and a guarantee by the house to the effect that if upon arrival the plates were not found in all respects according to the representations made as to quality they would be removed by the seller free of expense to the buyer. This scheme of business, under the general head of "A Revolution in the Tin Plate Trade," was described in full in The Office for January 1889, and is doubtless recalled by the reader. In that article, which was in effect a study of modern business methods, the changes in the tin-plate trade from 1880 forward were carefully traced, and all the steps taken by this house in order to establish its reputation and protect its customers were clearly set forth. It very clearly showed that the goods were made right first and then their excellent qualities and a most desirable scheme of business behind them were duly proclaimed to the world through the medium of advertising.

STAMPED SHEETS.

As a necessary accompaniment to the plan of guaranteeing plates, the plan of stamping the individual sheets in a way to identify them when on a roof, no matter how long laid, was brought out and the several leading brands which the firm controlled were thus marked and kept separate from any plates with which they might be mixed. In an article entitled, "Guaranteed Roofing Plates," which appeared in Carpentry and Building for June, 1890, and which was a prominent feature of the advertising of the firm at the date named, these brands were given in fac simile. Reduced engravings from the cuts there used are presented herewith (see page xii), as showing the care that has been taken by this house in securing the rights and in protecting its customers. This plan of branding was undoubtedly good advertising, but the branding was done not for the purpose of advertising, but for the purpose of making the goods right—something which is always first in the management of this house.



Visitors to Merchant & Company's Exhibit at the World's Fair, en route

I might refer to other features of management, and to other instances of care in details in which advertising has played an important part, but there are other facts demanding attention as well.

MERCHANT'S CALENDARS.

A favorite advertisement with Merchant & Co. for a series of years was an annual calendar, always artistic in its general conception and yet in a measure realistic, and conveying to the mind by graphic means a study of the more prominent articles carried in stock. In the preparation of these calendars, from the inception of the design to the printing and distribution, neither expense nor trouble was spared, and so far beyond the ordinary calendar did each of these efforts go that it was prized and kept by those who secured it

and thus proved a standing advertisement of the firm. In almost every case the calendar was preserved in the office to which it was directed until its successor came to take its place and sometimes until long after I was in an office only a few days since in which I found two of those calendars hanging and yet the latest one was three years behind the date.

These calendars were typical of the firm in many particulars. They were the best of their class, arranged in a form to be useful, and made no false statements. Here is a discription from a trade paper of one of these calendars :

The calendar for 1890 which Merchant & Co., Philadelphia, Pa., are distributing to the trade is an exceptionally beautiful example of this class of trade publication. The calendar consists of a dozen small sheets, ruled for the days of the month and fastened to the center of a card measuring 13 x 11 inches in size. The background is a bright lead color, representing faithfully a sheet of heavily coated roofing plate. Across the top is a scroll, printed in dark colors and showing the firm's name, the letters of which appear to be built of pieces of brass tubing, one of the many metal products that Merchant & Co. deal in. A smaller scroll below the calendar sheets relates to their guaranteed roofing plates, and the fact is mentioned that every sheet is stamped with brand and thickness. A large star printed in red in the lower right-hand corner, the significance of which concerns their well-known ventilator, carries an announcement relating to cornice copper, sheet brass, &c., while in the opposite corner attention is directed to babbit and type metals, solder, &c. Some of the prettiest decorations on the card are in the upper left-hand corner, where appears the caduceus of Mercury, which pagan god was supposed to take much interest in commerce and commercial enterprises generally. We cannot dismiss this brief mention of Merchant & Co's. calendar without referring to the scarlet ribbon tastefully interwoven among the devices in one corner of the card. There is nothing very remarkable about the design and position of the ribbon, but the color is of a kind to immediately attract the eye, it being exceptionally bright for printed work.

THE BROWNIE BOOK.

Successful advertising is like a game of hare and hounds—it does not do to run in a straight line ; and, therefore, the calendar plan was changed a little time since and in place of the next in course there was brought out what has come to be known as " Merchant's Brownie Book." The character and scope of this work is clearly indicated by the following extracts from one of the trade papers, being in effect a critical review of the book. One or two illustrations from it appear on page ix :

Palmer Cox in his work with the Brownies, an original conception, we believe, has no doubt inspired the artist who prepared the drawings for this work, and yet Palmer Cox has not been literally copied, nor have any of his characters been even closely imitated. We call the cute little boys whose exploits are pictured in this work " Brownies," because we do not know of any better name by which they can be readily designated, and yet, if we mistake not, the term Brownies does not occur anywhere in the book except on the title page. The name given the work by the publishers is as follows : "A Mid-Summer Night's Dream ; being a Somnambulistic Ramble with Merchant & Co., and their friends the Brownies." The first picture shows three of the little elves dancing in the light of the moon on the leaves of pond lilies. They are happy and hilarious in the extreme. The second of the pictures shows one of the boys at a telephone and another sending a telegraphic message, while vignetted in the margin are suggestions of the several branches of the firm, London, Philadelphia, New York, Chicago, Kansas City, all connected by wire or cable, and also having communication with each other by either steamer or cars. The advertising, which is in neat type, with initial in red, is something about the unrivaled facilities which this firm possess. The next picture shows some of the little fellows at work with what we suppose stands for a foundry cupola, although it looks very much like a muffle furnace without the muffle. Notwithstanding there is no adequate means of heating, molten metal is being run off, while huge chunks of ore are being thrown on at the top. The product, strange to state, is not cast metal, but sheet metal and wire, together with articles made of sheet metal, such as tubing, ventilators and the like. The next picture represents a Brownie mounted on a pile of Merchant's guaranteed roofing plates, haranguing an invisible audience about the four features of protection which this firm give the purchaser. This introduces roofing plates, and we next find three of the boys with lunch baskets sheltered in a driving storm under a single sheet of tin held above them by corner stakes. That each is smoking and that all are engaged in an interesting game gives emphasis to the eomplete protection that is intended to be typified. A part of this picture represents three other boys under a sheet of some other kind of tin plate, from which the rain is pouring in torrents at the edges, and also occasionally coming down through holes. This sheet is only held up by the crowns of their heads, for there is no other support. The succeeding picture represents a panic. A man has appeared upon the scene bearing a placard on which is printed " We offer you a plate guaranteed equal to Merchant's roofing and at less price." The Brownies are running from this as they would from a pestilence. In their haste some of them have dropped tools, and one of them is sprawling headlong.



Home with Souvenirs.—Illustrations from the " World's Fair Book."

HOW TO LAY A TIN ROOF.

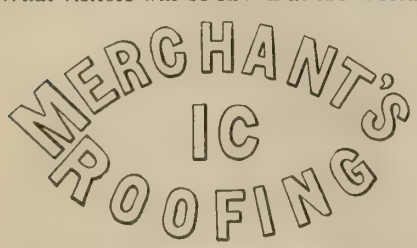
It may be assumed that tinners and roofers, whose business it is to put in place roofs know best how roofs should be laid, and that it would be superfluous for a jobber of roofing material to attempt to define how a roof should be laid, or to point out good methods in contrast with unsatisfactory methods. Merchant & Co., however, have found in a

little pamphlet entitled "How to Lay a Tin Roof," one of the best advertisements that they have ever put out. The trade is not so well informed but what more instruction is welcomed, and technical literature is not so complete but what there is still room for more instruction. Illustrations of how work should be done are so few that there is the opportunity for still better and more complete representations of roofing in progress. The little pamphlet bearing this title, and containing a considerable number of engravings, has, perhaps, had larger circulation than any other five technical books in the same general field that may be mentioned in comparison with it. The good that it has done is incalculable. While addressed to builders and mechanics, it has found its most earnest readers and students among architects. After getting the goods right, instructions how best to use them were supplied in the way of an advertisement, and thus two objects were served. In this connection there should be mentioned the companion pamphlet relating to copper roofing, and also certain handbooks of tables and general information for mechanics and architects, which it has been the pleasure of this firm to prepare and publish for the benefit of the trade. The end always sought after has been to instruct the user in the best application of the material furnished him and to help him in the conduct of his business. So much has been accomplished by this scheme of advertising that to-day the name of Merchant & Co. is a household word in every tin shop from Maine to California and from the southern line of Texas to the British dominions. The house is borne in pleasant memory for its advanced position in introducing and selling reliable goods and for the instruction which its advertising has always conveyed.

MERCHANT & CO'S EXHIBIT AT THE WORLD'S FAIR.

Whatever may have been the success of the "Brownie Book" already described, it served an excellent purpose as the forerunner, or suggestion and foundation, for what was issued only a few months since, and which is known as the "World's Fair Book." It represents in a facetious way a visit by representatives of various nations to Merchant & Co.'s exhibit at the World's Fair. Again borrowing from the trade papers, the following extracts are presented from a review of the book, which will give an idea of its character :

It is a travesty on the exhibit of Merchant & Co. at the approaching World's Fair, Chicago. It contains suggestions in a series of illustrations of what may be seen there both as to articles and visitors. The changes which are rung are numerous, but there are so few elements that the reader's attention is never allowed to flag or wander. The title page, which is done in a bronze ink, on a scroll design in brown, bears this legend : "What visitors will be shown at the World's



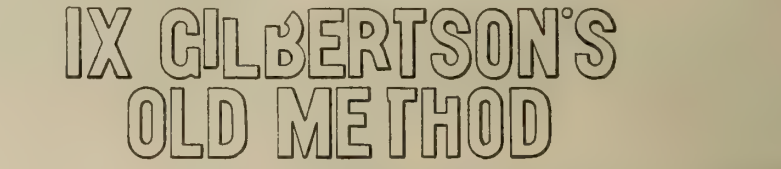
Fac-simile of a Roofing Plate Stamp.

Fair by Merchant & Co.'s Brownies." The copyright notice is unique. It represents a British tourist seated upon a couple of boxes of Merchant & Co.'s guaranteed roofing plates with a mammoth sheet held in both hands before him, from which he reads, "Copyrighted by Merchant & Co., 1891." The first full-page illustration represents the earth with a projecting rim near where the equator should be, on which are dancing representatives of the natives of America, Ireland, Germany, Spain, England, Russia, France, Africa, China and some other parts of the world. North America, with its two conspicuous centers, Chicago and New York, indicated, is seen in relief, while the fleets of the world are shown in converging courses, all bearing treasures and visitors to the World's Fair. Way up at the North Pole is an individual whom, for lack of a better name, we must characterize as a dude, although "Chawlie" might answer as well. He is shown prostrate, with heels in the air, while on top of him triumphantly sits a Brownie, holding aloft in one hand a Star Ventilator, and in the other a sheet of Merchant's Guaranteed Roofing Plate. This picture serves very pleasantly to introduce the subject matter of the book. Its happy conceits and extravagant postures of the figures contained together with the utter absurdity of the composition as a whole, are the common features of all that follow.

The next picture indicates the arrival at the fair. All the visitors apparently are on Lake Michigan, and have come by water instead of by rail. Chicago is seen in the distance, and its principle features are some structures topped out with star ventilators. But what the reader is asked to pay special attention to is the procession of visitors on board of a craft the like of which was never before seen anywhere. The Irishman is in a washtub paddling with a broom. The native of Japan is squatted upon a box of tea and has a fan for an oar. The Spaniard is astride a mule which he is most energetically belaboring. The Russian is floating in a soap or starch box, and is working along very happily with two spoons. The native of Switzerland is in a canoe having high prow and stern. The German is astride a keg of beer, and has a dog swimming in front towing him along. The Turk is afloat upon a lily pad or something equally absurd and complacently smokes while his slaves pole the craft along. John Bull, of all that are hastening to the fair, is in what looks like a boat. There is a small sail in front, a flag is hoisted, and the old fellow sits amidships complacently holding the tiller ropes. His companion and protector, the British lion, occupies a dignified position in the stern, while "Chawlie," presumably his son and heir, with eyeglass in place and cane aloft, with loud checks in his trousers and overgaters to match, stands between the two and excitedly points to the Mecca of their hopes. France is typified in this picture, as well as all that follows, by a ballet dancer of conventional character wearing abbreviated skirts and high heeled-shoes. Her craft, in this picture, is unique. It is a soldier in full uniform, swimming, while France stands square on his back.

The account from which the foregoing is an extract describes the various views in detail and then alludes to the departure of the visitors with souvenirs (reproduced on pages x and xi) as follows :

Finally, a double-page engraving shows the visitors en route home with souvenirs. In the front is a Brownie with the crown of laurel playing on a piccolo. Behind him comes France dancing merrily and holding aloft a 63-pound bundle of wire as though it were nothing more than a grace hoop. "Chawlie," with eyeglass only a little less in size than his hat has one arm suggestively encircling the diminutive waist of France, while the Swiss girl carries, as she would a fan, an ingot of lake copper. John Bull has a Star Ventilator under his arm, Germany has a sheet of Merchant's Guaranteed Plate and a pair of stock shears in one hand, while the other steadies his long pipe. The Chinaman has a length of spiral riveted pipe shouldered as though it were a musket. The African holds aloft a seamless copper tube, while the Russian has under his arm a bundle of sheet iron, and holds in his hand a chain attached to wrist, ankle and neck of the poor exile agent, whom he is apparently conducting to the wilds of Siberia, where he will never more venture to offer something equal to Merchant's Roofing. The Highland Scotchman bears triumphantly upon his shoulder a sheet of corrugated iron. The Spaniard is loaded, and his mule as well, with Star Ventilators, sections of spiral riveted pipe, bundles of wire and boxes of tin plate. The Laplander, on snow shoes, has a seamless copper tube for a staff, and the North American Indian, while smoking his pipe, marches along reading the formula, "How to Secure a Good Tin Roof." The Irishman, with conventional short pipe in mouth, holds aloft in his left hand a solder copper as though it were a shillalah, while under his right arm is a pig of spelter.



Fac-simile of Stamp on Highest Grade of Roofing Plates.

AMERICAN TIN PLATES.

Just as this article is written, Merchant & Co. appear in the trade papers with a card addressed to their customers to the effect that they are now prepared to furnish roofing plates coated under their own personal supervision and in their own establishment in Philadelphia. A business must be varied from time to time according to variations in the conditions under which it is conducted, and with the changes produced by the tariff act it is only necessary for a house like this to make changes in its plan. The addition, therefore, of a manufacturing department in which plates shall be coated, is only a legitimate development of the general scheme. The endeavor of Merchant & Co., as I have pointed out, has ever been to supply the best goods of their kind in each class, and in introducing a tinning department they have only secured control of elements and conditions which will enable them to give their customers just what is wanted at the lowest possible price. The time is not yet at hand when American plates will entirely suspersede imported plates and therefore for the present the house announces that it will continue to handle imported plates, which have been so extensively advertised, while also supplying the American coated plates to those who specially require them. In directing attention to this departure, the ad-

HAVE YOU a complete stock of

GUNS, RIFLES, AMMUNITION, BICYCLES or the necessary SUNDRIES ?

Do you intend to handle HAMMOCKS, TENTS or FISHING TACKLE ?

If so you should have our Catalogue and Discount Sheet.

H. P. DAVIES & CO., 81 YONGE ST., TORONTO.

RAZOR STROPS.

We guarantee the usefulness of every Strop we make

We are manufacturing in large quantities, thereby making the prices close.

THE HEMMING BROS. CO., Ltd.,

76 YORK STREET, TORONTO.

vertising is simply an announcement of something done, something accomplished. It is the very opposite of a flourish of trumpets about what is going to be done.

WOMAN vs. "LADY."

The almost universal application, as an address, of the word "Lady" to every female who visits the stores or markets, has at length called out a protest from a woman who expresses her views on the subject in the New York Press.

It is suggested that "Madam," or the French word "Madame," be used when addressing female patrons whose names are not known, and this would certainly be more appropriate than "Lady," which term is of rather low caste, as generally used.

The woman above referred to (we use the word woman in preference to lady, as being more respectful and dignified) says that "one of the most maddening things on earth is the persistent 'ladying' I get at the hands of the tradesmen. My butcher and grocer and fishman are so hopelessly committed to this form of address, I expect no relief in their cases, but why the clerks in dry goods stores are not taught better I can not see. It is so much more pleasant to be called 'Madame ;' the continued interpolating of 'lady' as I am making a purchase irritates me to the verge of exasperation, and has on a few occasions driven me from a counter without waiting to select the goods I wanted."

It is not only irritating, but almost insulting, to many women of refinement to be addressed as "lady," which term is so universally applied in this country to females of all classes and degrees.

It is to be hoped that the classes of tradesmen to whom the lady (and here the word comes in properly, because not used in the second person) refers will substitute the more respectful word "Madam" in addressing their women customers.

= = NOTICE. = =

The metal used for our Spoons, Forks, etc., we guarantee full **18 per cent. Nickel Silver.** All goods bearing the name "TORONTO SILVER PLATE CO." are plated with pure silver as represented, extra or standard plate is full 25 per cent. heavier than ordinary market standard. All are **Burnished by Hand,** which imparts a harder, more durable and even finish than is possible by any other process.

We deposit on our extra plate ware 50 dwt. pure silver on tea spoons, 75 dwt. on dessert spoons and forks, and 100 dwt. on table spoons and medium forks.



FRUIT KNIFE (DOUBLE BOLSTER), REDUCED SIZE.

The Toronto Silver Plate Co.,

TORONTO, CANADA.

E. G. GOODERHAM, Manager. JNO. C. COPP, Sec-Treas.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, - Ontario.



CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.



SALES MADE OR PENDING.

Robb Bros., hardware merchants, Amherst, Ont., have sold out.

A. Bryenton, general merchant, Derby, N. B., stock advertised for sale by auction.

Mrs. G. M. Jacques, general merchant, Malvern, Ont., has sold out to Thos. L. Willis.

The estate of B. Bell & Son., agricultural implement manufacturers, St. George, Ont., are advertised to sell out by auction on 12th prox.

PARTNERSHIPS FORMED AND DISSOLVED.

Foster & Foster, stoves and tinware dealers, Belleville, Ont., have dissolved partnership. Frank S. Foster continuing.

Stephen Bros., dealers in paints, oils, etc., Ottawa, Ont., have dissolved partnership, William Wallace Stephen continuing.

FIRES.

Cozens & Bell, founders, Sault. Ste. Marie, are burnt out.

REMOVALS AND DEATHS.

Simon K. Holmes, general merchant, Parrsboro N. S., is dead.

J. T. O'Connor, general merchat, Edmonston N. B., is dead.

R. L. Robinson, of Robinson & Son., general merchants, Waterloo, Que., is dead.

Butchart & Somersall, hardware merchants, Stockton, Man., have moved to Carman.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Frank S. Allwood, rubber merchant, St. John, N.B., has assigned.

Huston, Bros., grain merchants, Glencoe, Ont., had their warehouse burnt.

Adam Densmore, trader, Selmah. N. S., has assigned.

Frank S. Allwood, rubber merchant, St. John, N. B., has assigned.

Joshua M. Steeves, general merchant, Hillsboro, N. B., has assigned.

R. McKenzie, general merchant, Kirkfield, Ont., is offering to compromise.

Edward C. Schurman, general merchant, River Philip, N. S., has assigned.

George Firth, general merchant, Wyevale, Ont., has assigned to Campbell & May, Toronto.

Jane C. McKittrick, general merchant, Greenwood, Ont., has assigned to H. R. Taylor.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

EMPLOYER AND CLERK.

In the last issue of the New York Christian Advocate there appears in its column of "Questions and Answers," the following interesting problem :

Q. 3,644. Suppose a man not very popular with his customers, but having some capital, has had a clerk for twenty years who is very popular, and who knows that at any time he wants to move across the street and set up business for himself all the customers will follow him. He has always been paid all the salary he wanted and all the business would afford, but being tired of working for others, and wishing to have a business that he could transmit to his sons, has he or has he not the right to demand to be taken into partnership, and, if not granted, leave and establish business for himself.

A. He certainly has. "Thou shalt love thy neighbor as thyself." The law does not say more.

Fair play between employer and those who have contributed to the success of a business would go far to reduce competition. The world has endorsed the proposition, that "the laborer is worthy of his hire." Such cases as the above are constantly arising and unfortunately in small towns and villages, where a multiplication of stores is not desirable. There is enough trade to make one store profitable and not enough to insure good profits to two or more.

It frequently happens that a capable clerk with strong personal characteristics becomes, through intimate association with customers, very popular. They not only like him, but take an interest in his prosperity. His hold upon patrons becomes stronger when, as in the case cited, the proprietor lacks those qualities which are calculated to make him popular. It is good policy to give such a clerk a just share of the earnings of the business. It cements the relations between employer and clerk, as well as between customer and clerk. It places a premium on the popular man putting forth extra exertion to increase the business. If, however, he desires to be independent and hoe his own row, he has a perfect right to open a store and use every legitimate mefins he can to gain patronage.

There are, however, popular clerks who are unscrupulous and who, harboring an intent to start in business for themselves, deliberately set to work to undermine the reputation of their employer. They insinuate that they were driven to start for themselves because of the dishonesty and incompetency of their employer. They intimate that he has too many tricks of trade for them to remain and keep a good conscience. We recall an instance where a hard-working and popular but dishonest clerk falsified passbooks and created errors in accounts, in order to discredit his employer and pave his way for an easy capture of customers wholly under his influence.

The competition started by former clerks is frequently a source of great annoyance, the starting point of slander and abuse.

Dealers who are capable and whose character is of the best can afford to let such a clerk go on his way without attempting to counteract his work of defamation and injury. Nothing can destroy character, although reputation may suffer for a time. The people are not long in detecting pure gold from dross, and when they have been deceived and find it out the reaction is great in favor of the injured party.

Equity between employer and clerk is calculated to prevent the best helpers assuming the care and risk of an independent business.—Exchange.

THE SISSETON INDIAN RESERVATION.

In South Dakota will be opened to settlement on or about April 15th, 1892. This reservation comprises some of the choicest lands in Dakota for farming and sheep-raising purposes. For detailed information address W. E. Powell, General Immigration Agent, Chicago, Milwaukee & St. Paul Railway, Chicago, Ill.; or, A. J. Taylor, Canadian Passenger Agent, 4, Palmer House Block, Toronto, Ont.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

BEAVER LINE STEAMSHIPS.

SAILING WEEKLY between Montreal and Liverpool Direct. Will be despatched as follows :

From Liverpool.	Steamships.	From Montreal..
Sat'y, April 16	Lake Huron....	Wed'y, May 4
" " 23	Lake Superior.	" " 11
" " 30	Lake Winnipeg	" " 18
" May 7	Lake Ontario...	" " 25
" " 14	Lake Nepigon..	" June 1
" " 21	Lake Huron . ..	" " 8

Superior accommodation for Saloon, Intermediate and Steerage Passengers.
The Saloon Staterooms are Roomy and all outside, admitting of perfect ventilation.
Each steamer carries a duly qualified surgeon and experienced stewardess.

Rates of Passage, Montreal to Liverpool.
SALOON, $40 and $50..... } According to Accom-
ROUND TRIP, $80 and $90 } modation.
The $40 and $80 rates are per Lake Nepigon only.
INTERMEDIATE, $30. STEERAGE, $20.
Passages and Berths can be secured on Application to the Montreal Office or any local Agent.
For further information apply to

H. E. MURRAY, Gen. Manager,
4 Custom House Square,
Montreal.



OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS Pate son, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US.

PORTLAND CEMENTS

From $1.80 per cask upwards.
FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

Best in the World.

Wrapping Paper.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. Send for samples.

The Price Low.

STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

To the Trade :

OUR NEW CATALOGUE

—OF—

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto,

—REPRESENTING—

Leading Manufacturers of Hardware Specialties, Iron Pipe, Hot Water Boilers and Fittings, etc.

Send for Prices.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
Bradley M.L.S.		
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 50	8 75
D.C., 12½ x 17	4 00	4 25
D.X., "	5 00	5 25
D.X.X. "	6 00	6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 00	8 25
I.X. Terne Tin	10 50	10 75
Old process I.C.		13 00
" " I.X.		16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½	6¾
26 "	7	7¼
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 10	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5½ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅞
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14	0 14½
Lake Superior	0 13	0 13½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17	0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18	0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 21	0 22
" 35 to 45 " "	0 20	0 21
" 50 lb and above per lb	0 19	0 20

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21	
Spun " "	0 25	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 25	0 27
From 20 gauge, up	0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21	0 23
" " 27 to 30 "	0 23	0 25
" " 30 and up	0 26	0 28
Sheets, hand-rolled 2x4 ft.	0 23	0 25

Zinc Spelter.

Foreign, per lb	0 05½	0 06
Domestic "	0 05½	0 05½

Zinc Sheet.

5 cwt casks	0 06¾	0 06¾
Part casks	0 06¾	0 07

Lead.

Imported Pig, per lb	0 03¾	0 04
Domestic "	0 03¾	0 04
Bar, 1 pound		0 05
Sheets, 2½ lbs, per square ft, by roll	5 00	5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75	5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 16	0 18
Standard	0 15	0 17

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½	0 15
Other makes "	0 13½	0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb		5½ 5½
No. 1 Do. "		0 5
No. 2 Do. "		0 4½
No. 3 Do. "		0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, Berger's ex. deep, per lb	0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56½ 0 60
Boiled "	0 59½ 0 63

Turpentine (in bbls)

Selected Packages, per gal	0 56 0 58

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 10 p.c.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross... ... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " .... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.45	2.70	2.00	
26 to 40	..55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled.
Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 50 and 5 to 60 per cent

Horse Shoes.

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.

Bronze, Berlin, per doz ...	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava "	8 75	10 00
Shutter, porcelain, F & L screw, per gross	$1 30	4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass "	4 00	4 50
All glass, "	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp't'rs', hickory "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy	2 30
40dy	2 35
30 dy	2 40
20, 16 & 12 dy	2 45
10 dy	2 50
8 & 9 dy	2 55
6 & 7 dy	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath)	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath)	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

	per gross
Square, round and octagon	3 38 4 00
Diamond	12 00 15 00

Oil.

Canada Refined Oil (Toronto)	14	15
Carbon Safety "	0 17	0 18
Canada W.W. "	0 20	0 22
American W.W. "	....	0 25
S. R Seal .....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz	19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, "	40	1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p. c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz.....	55	1 00
Axle.	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c

Punches.

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set...	....	72
" hollow, per inch	....	1 00

Putty.

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot....	3	3½
Sliding Door, "	3¼	3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10½ 10¾	12½ 13
¼, 5-16, ⅜ in.....	11 11½	13 13½
3-16 in	11½ 11¾	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	0 75	0 80
" N P. "	1 00	1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston s, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each....	1 75	2 75
" frames only		75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz	2 10	4 50
Foot, "	40	3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.

Bench, wood, per doz....	3 25	4 00
Bench iron per doz.....	4 25	5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned,	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, "	1 80	2 25

Snaps

Harness, German, p. gro.	1 65	5 50
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Soap

Sapolia ½ gross boxes.....	3 25
" ¼ and ½ gross boxes per gross net cash	12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00
Dessert " ..... "	21 00	.....
Table " ..... "	30 00	30 00
Dessert Forks.... "	24 00	.....
Medium " .... "	27 00	.....
Table " ... "	36 00	.....

Squares.

Iron, per doz	1 65	2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.		
Try and bevel, dis. 50 to 52½ per cent		

Staples.

Fence, galvanized, per lb	4½	4½
Wrought Iron, dis. 75, 75 and 10 per cent.		
Stocks and Dies, Amer. dis. 25 per cent.		

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		0 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks. 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2	75	$5 50
English Pat. Leather	5	50	9 75
Chesterman's, each	0	90	2 85
" steel, each .	0	80	8 00

Thermometers.

Tin case & dairy, dis. 35p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz.....	0 35	1 50
Rat "	2 00	4 50

Trowels.

Disston's, discount 10 p.c.

German, per doz	4 75	9 00
Brade's "	00	10 50

S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 14
" Red cap.....	.....	0 12
" Crown.....	.....	0 11
" Silver Composite		0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	4½ 4½
" 4 " 4 & 6 " "	
" Plain twist, 2&3 wires	
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.... 0 04½
Ditto Glidden 2 point	.... 0 04½
Galvanized Barb, "Lyman," 2 to 4 points.....	..... 0 04½
Steel staples	0 04½ 0 04½
Terms, 60 days or 2 per cent. in 10 days.	

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.		
Agricultural, 70 to 70 and 5 p.c,.		
Standard, dis. 60, 60 & 10 p.c.		
Coe's Gen'ne, dis. 30 to 32½ p. c.		
Diamond, dis. 33⅓, 35 p. c.		
Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

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REFRIGERATORS OF ALL KINDS.



Manufactured by KNOWLES & NOTT, Brantford, Ont. Write for Catalogue.



How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming s Prize Essay on "How to Sell Goods.

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6 Wellington St. W., Toronto.

SISAL Binder Twine

W. S. McGREGOR,
11 and 13 Front St. East, Toronto.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST W., TORONTO.

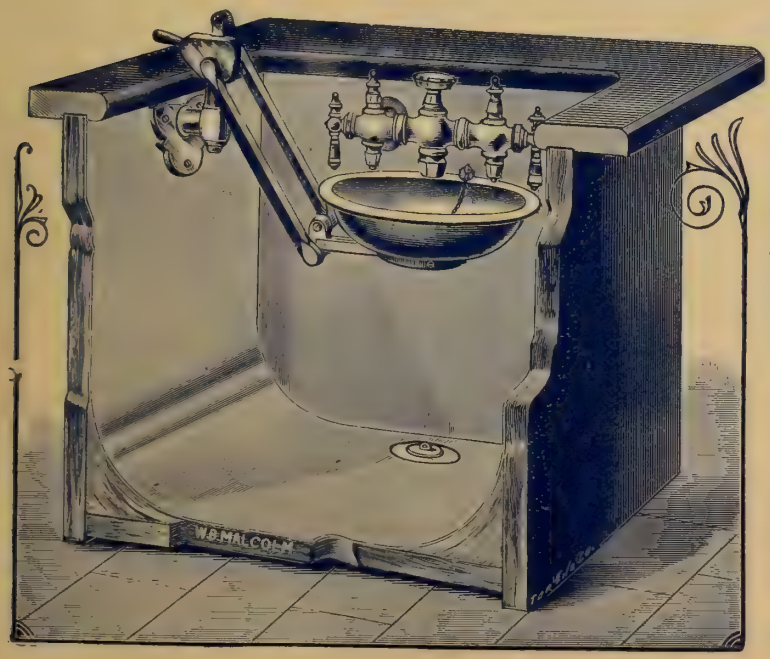
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COPPERINE

Best Box Metal Extant For Machinery Bearings.
Stands any Weight or Motion.
Solid Comfort for Engineers.
Most Favored Metal in Canada
Used and Recommended by the Best Manufacturers and Owners of Machinery in this country.
It admits no Competition.
COPPERINE will do all your work.

Malcolm's Patent Adjustable Basin Stand.



Unique, Durable, and Cheap. Nothing like it in the Market.

It is easily adjusted to any position; is filled from the bath-taps, and when filled, can be raised to the desired height by the user, or swung to the outside of the bath by either adult or child, and will remain where placed.

SAW YOUR ADVERTISEMENT IN THE HARDWARE.

When writing to our advertiser please inclose the above.

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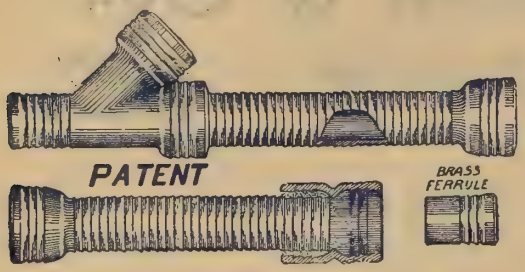
MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

CORRUGATED SOIL PIPE AND FITTINGS



MARKS AN ERA IN SANITARY REFORM.

Approved by Architects,
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CANADIAN RUBBER COMPANY

OF MONTREAL.

Capital $2,000,000.



Sole Agents and Manufacturers of the

Forsyth (Boston Belting Co'y) Patent Seamless Rubber Belting

For the Dominion of Canada.

Superior Qnality Rubber Goods.

Our Rubber Belting is Unequalled in America.

Il kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c.,&c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. McGILL, Man.**

WESTERN BRANCH:
Corner Yonge and Front Sts., TORONTO
J. H. WALKER, MANAGER.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas. CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.

OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other cl msy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
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In the best mediums on the Continent, naturally brings thousands of inquiries and hundreds of orders.

We have inquiries from consumers in your section who want our goods. Why shouldn't you supply them. Ours are nice goods to handle. Every piece sold, sells a dozen.

Jobbers have them in stock.

Sole Makers: **THE EUSTIS MFG. CO.**, 49th St., Bayonne, N.J.

MAY 7, '92

2.00 a Year.
10 Cents a Copy



PUBLISHED WEEKLY

HARDWARE

THE ORGAN OF

WROUGHT CAST, STAMPED SHEET & SPUN METAL TRADES.

Address:

"HARDWARE,"
No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

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TORONTO.

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WE GUARANTEE OUR **PURE LEAD**

To contain no adulteration whatever. Is composed entirely of perfectly Pure Carbonate of Lead and Refined Linseed Oil, and for fineness, body and durability is unrivaled. Every package bears the annexed label.

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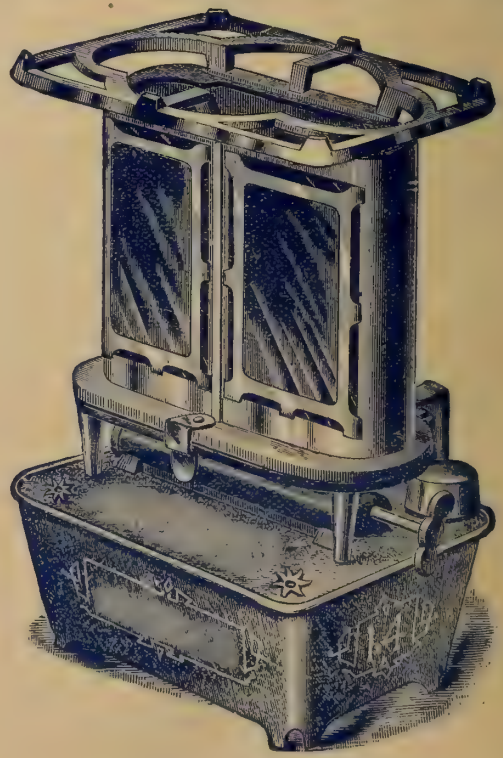
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Ontario Lead and Barb Wire Co'y, Ltd.,

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OIL STOVES



LAMP STOVES,

The "DOMINION" Oil Stoves, One, Two and Three Burner.

MADE BY

KEMP MANUFACTURING CO., - TORONTO.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, MAY 7, 1892 No. 19

We beg to advise readers of a change in our premises, made last week. Our office and place of publication is now at No. 10 Front St. East, next door to the Board of Trade building. This removal, itself an improvement, enables us to add many other features that former limitations of space would not allow. Correspondents or visitors will please remember the change.

THIS WEEK'S MOTTO:

Honest industry and legitimate trade are the trunk lines to success.

Garden hose will soon be a selling line in retail stocks. It was a good one last year. In fact sales had to wait on supplies, and supplies came forward slowly and insufficiently. The season closed with a considerable proportion of the orders booked still unfilled, owing to the difficulty manufacturers found in getting stock ready for the market. They were caught very sharply by the demand, which seems to have expanded unusually. The cultivation of lawns was probably to some extent an outgrowth of the active building spell that most of the cities, and particularly Toronto, had just gone through. New premises should have fresh surroundings, people feel, while builders, and landlords, to enhance the attractiveness of the homes they want tenants for, go in for putting down a good sod surface about them. Neighbors easily catch the contagion of taste in such a matter, and go in for making two blades of grass grow where none grew before. Last summer was just dry enough, as well, to stimulate the demand healthfully. As traders could not foresee the scantness of the rainfall, they did not place a large proportion of their orders in advance, and the manufacturers, having to produce for current business, were unable to overtake the strong and sudden demand. This year they expect to be able to keep the market stocked, as facilities for producing on a large scale are being put in by some of them. The machinery introduced this year by the Canadian Rubber Co. will of itself be a big addition to last year's manufacturing resources. Of course it is seldom that a shortage of the same kind occurs two years in succession, so that retailers have to be cautious that last year's lesson may be neither neglected nor gone upon too rashly.

* * *

The bugbear that makes wholesale hardware merchants averse to forming an association is the difficulty or undesirableness, from the point of view of individuals, of establishing a uniform price-list. A common price-list there is no need for. In fact such a thing is a source of weakness to any association of traders. In all such associations that have gone to pieces, it will be generally found that the line of rupture runs in the direction of provisions for maintaining a common list. That list is hard to maintain by a body of traders, and the attempt to maintain it endangers the existence of an association which is formed for other objects as well as for preserving one dead level of uniformity in prices. The wholesale hardware trade could profitably organise for many objects other than this one, which they could afford to leave out. The regulation of credit, the adoption of a common basis of time and discount, the concentration of influence for the purpose of checking trade with consumers on the part of one another or of manufacturers, the consideration of manufacturers' agreements, customs and tariff questions, and many other matters would come within the scope of such an organization. Though they could carry out no list, they could very greatly ameliorate the price-cutting evil. The whole trade would be the better of some degree of union among the wholesalers.

* * *

The linseed oil jobbers are so far well satisfied with the results of their agreement to maintain one schedule of prices for all jobbers. That arrangement appears to have a soothing effect upon retailers, and no doubt will have so long as they have reason to believe in the absolute adhesion of everybody to the letter and spirit of the agreement. It is more satisfactory to most buyers to be assured that, though they are paying a full price, they are not paying the shadow of a fraction more than anybody else. With prices so much at sixes and sevens as they were for linseed oil previous to the forming of this association, buyers were always more or less worried by the suspicion that after all their hammering at prices, perhaps somebody else in range of competition with them had burrowed down a little lower into the cost price of the oil. They could never feel that they were upon equal terms with rivals. Now they can, so long, that is, as their confidence in the even-handedness of all members of the association receives no shock.

* * *

Hardware merchants ought not to wait till the multiplicity of makes reduces the bicycle trade to a profitless basis. They can just as well be in at the death as in at the heels of the hunt. There is a good margin of profit in these goods, the sale of one is a good stroke of business in itself, and is likely to be a prolific advertisement for subsequent sales. The trader can "spot" his probable customers easily enough, and by giving due attention to the few he considers eligible for purchasing, he can usually place one at least every season. It is not wise to wait till everybody takes hold of this line and runs it into the ground. A little judicious canvassing, a little talk now and then where it will do the most good, ought to be expended on this subject. Little oaks from acorns grow, and big results might accrue from the sale of one wheel. Bicycles are in request more than they ever were before. The exercise of riding is more popular than ever, while utility is coming to be a strong factor in the demand for them. Linemen, postmen, inspectors, engineers, and many classes of outside workers who formerly walked or drove now bestride the bicycle.

INCREASED ROYALTY ON NOVA SCOTIA COAL.

One of the measures just passed by the Nova Scotia Government was an act to increase the royalties on coal from 7½ cents to 10 cents a ton. Some years ago the royalty was fixed at 7½ cents on all coal sold. The new law adds 33 per cent. to the coal tax levied by the Provincial Government and makes it apply to all coal mined. The mine owners strenuously opposed the measure as being a violation of their leases, and consequently a breach of contract. R. G. Leckie, manager of the Londonderry iron works is reported to have said of this change in its bearing upon his company's business: At present the coke used in the manufacture of iron is made from slack coal. Slack coal had been free because it was an inferior product and contained impure matter. By bringing slack coal under the operation of the bill and imposing a royalty of 10 cents a ton on it, it would make a difference to the Londonderry mine in the furnace now going $9,000 a year. A rolling mill had been of started to give employment to the men and the increase there would make a difference of $5,000 a year. This would be equal to a tax of $9,500 a year on the Londonderry company. For the $3,000,000 expended by the Londonderry company the shareholders had never received a penny of return. It takes two tons of slack coal to make one ton of coke, so that the proposed royalty on slack coal would amount to a tax of 20 cents a ton on coke, and this would be, as already shown, a tax of $9,000 on the pig iron produced by the company. The rolling mill at present was carried on without loss, but also without profit. The imposition of the proposed tax would be $5,000 of absolute loss to the company. The company had been discussing the propriety of blowing in another furnace. If that was done the loss would be $18,000 a year. There never was a time when iron was as low as at present, and it would be a question whether the company could continue operations or not.

LONDON BOARD OF TRADE.

The annual meeting of the London (Ont.) Board of Trade, was held on Friday last. President M. Masuret, was in the chair. A letter was read from the railways declining to reduce their freight tariff from 18 to 17c. per hundred. T. H. Marsh was appointed representative of the Board at the Congress of Chambers of Commerce to be held in June, in London, England. The Council in its report urged better attendance, stating that of the eight meetings called during the year a quorum was present at only four. M. Masuret was re-elected president. The following other officers were elected:

Vice-President—John Bland.
Secretary—John A. Nelles.
Auditor—Thomas A. Browne.

Council—John Marshall, W. J. Reid, W. M. Gartshore, T. S. Hobbs, A. W. Porte, E. A. Cleghorn, Robert Lewis, J. W. Little, John Bowman, A. M. Smart, J. S. Pearce, Wm. Yates.

Board of Arbitration—J. D. Saunby, Ceo. D. Cameron, J.H. Minhinnick, James Burns, Jas. A. Kennedy, John Green, Thos. Bryan, D. Regan, R. C. Struthers, B. J. Nash, W. R. Hobbs, C. W. Leonard.

Board of Examiners—W. J. Gartley, C. B. Hunt, James Slater, J. D. Saunby, John Tanton.

Western Fair Committee—M. Masuret, R. Lewis, J. W. Little, John Campbell, W. J. Reid, W. R. Hobbs, John Bland.

Railway and Municipal—J. W. Little, E. A. Cleghorn, T. S. Hobbs, John Marshall, W. A. Gunn, James Cowan, John Bland, John Green, L. H, Ingram, C. W. Leonard, J. R. Shuttleworth, S. Sterling, J. D. Sauaby.

Advertising—T. S. Hobbs, (chairman), M. Masuret, W. A Gunn, E. A. Cleghorn, and David Cowan.

A letter was read from the G. T. R.—stating that Saturday market rates for London would be extended to include the following places: Longwood, Mount Brydges, Komoka, Hyde Park, Dorchester, Strathroy, Westminster, Glanworth, Yarmouth, Ailsa Craig, Clandeboye, Lucan Crossing, Denfield, Ilderton, Ettrick, Kelley's Siding, Thorndale, Wyton, Fairfield, Appin, C. S. Crossing asd Lucan.

Ditto from the C. P. R. to include: Appin, Caradoc, Embro, Hyde Park, Komoka, Crumlin, Longwood, Melrose, North, Glencoe, Thamesford and Woodstock.

THE NEW BUSINESS METHODS.

In a survey of the whole field of business activity to-day, how may we best sum up, in a word or a phrase, the essential characteristic that distinguishes it from the business methods of five-and-twenty years ago? It must be manifest that the more simply and clearly we can express this difference, the more directly we shall grasp its meaning, and the more cogent will appear the need for us to adapt ourselves to it. It is equally certain, too, that we should thus be better enabled to decide just how we could adapt ourselves to it. Here, for example, is a man of business, wholesaler or retailer as you like, who begins to see that he is falling behind in the race. He asks himself—How shall I recover lost ground and forge ahead again? Now, clearly, he is far more likely to take the right steps if he can reduce to a plain and simple proposition the varied conditions that all about appear to make for success. He wants to get down to "hard-pan," as the gold miners say, the one fact that underlies everything that would be fertile in suggestion for him. Then he would have something reliable to build on, and can take heart of confidence. Where, we ask ourselves, is he to strike "hard-pan" in his search for the precious truth that is to guide him on to success in business life? That it must point to something very different from the methods of his predecessor is clear from the fact that he has fallen behind, while rigidly and inflexibly following these past methods. What is the difference then, expressed in its hemeliest and tersest form? We think we know the secret, though no one need claim credit for its discovery. It seems to us too obvious to escape detection, if we but give our minds to the inquiry. Is it not just this in short, that, whereas a quarter of a century and more ago the buyer went to the seller, now the seller goes to the buyer? This is not to be taken literally of course, as if the seller were required to hawk his wares from door to door, but the whole tendency of modern business methods is that the man who has something to sell seeks out the buyer, a complete reversal of former conditions, when he who was in want of something sought out the seller. The tranesman, who now-a-days contents himself with a dignified seclusion petrifies into a statue. The live man advertises, circularizes, thrusts his personality in a hundred ways on the notice of the public, presents his wares so that they speak for him, considers the taste of buyers, creates wants and desires, and studies the convenience of customers. The tendency to amalgamate various branches under one roof is but an illustration of the same change, the seller going to the buyer. The wholesale trade goes to the retailer now, whereas the exact opposite prevailed not many years ago. Therefore, what the tradesman has to do to find himself in the current, and make the most of it, is to adopt the best methods to ostentatiously, but not offensively, keep himself and his business in constant and favorable public view.—Ironmongery.

SOME REMARKS ABOUT RUBBER.

At this season of the year, the hardwareman deals more or less in mechanical rubber goods, and manufacturers in that line say that in spite of the dullness which seems to exist in nearly every branch of business, this is prospering as it never did before. The sales of garden hose are larger than ever, and one manufacturing company have within the past year doubled their plant in this direction, and yet find themselves without the ability to keep pace with the orders that have come in.

A notable phase of the situation at present is that the larger concerns are taking more than usual pains to turn out an excellent quality of goods, and this is encouraging, as it shows a better discrimination on the part of the public as to what is fairly good, and what is so inferior as to prove its worthlessness after a short use. Heretofore mechanical goods have been too frequently of such character that the hardwareman has been too well satisfied if he carried over nothing into a succeeding season, to so depreciate on his hands as to be very apparently unsalable at that time. It is very difficult

for the layman to judge of the quality of rubber goods. They have in them elements of decay which can be enumerated generally as follows : Over vulcanization, under vulcanization, too much shoddy, or too much adulteration. The science of vulcanization, or curing, is a difficult one to understand and much more so to perform properly. Not managed right, the rubber after a while hardens, or cracks, and is soon worthless.

As a rule, the vulcanization is left in such a stage as to be completed in store, and for that reason a better plan would be to leave the goods in a cool place, as too much sunlight finishes the process too quickly for advantage.

The most important part, however, is the compound itself. Shoddy or waste is incorporated in rubber goods to a great extent. This is obtained from scrap rubber found by ragpickers in ash barrels, or else in the unused portion of rubber in manufactories. It is ground into a powder, passed through an air blast, which throws out the fibre, and is then submitted to another process which removes all metals. The powder is then exposed to a live steam for hours, which volatizes the sulphur, after which it is put on a grinder and made into sheets looking very much like ordinary compounded uncured stock.

Another process is to boil the shoddy in a weak acid solution which eats up the fibre. This shoddy, properly used, is not a serious matter. It is rubber really, without, of course, much life in it, but hose and mechanical goods need not be elastic ; in fact, it might prove a disqualification. Again, crude rubber is worth thirty-five cents to seventy cents for fine Para, and hose or other articles made wholly of the latter would prove practically too expensive. It is, therefore, within the skill of the rubber man by a proper use of waste to give a good article at a reasonable price.

On a tubing machine, however, it is difficult to use shoddy, and so compounds are made up, and there is a wide range of good and bad in them. An article may be so loaded down with barytes or a hundred other things as to be very heavy and yet sell for a ridiculously low sum, but costing more than higher priced goods on account of the excessive weight of the adulterant.—N. Y. Hardware.

The following merchants and business men of the town of Waterloo have agreed to close their respective places of business every evening (with the exception of Wednesday and Saturday evenings) at the hour of six o'clock from May the 1st and continuing throughout the warm summer months : Bricker & Diebei, A. W. Sheffield, Adolph Kern, R. Y. Fish, Chas. R. Maier, M. Devitt & Co., Chas. J. Alteman, Geo. Hasenflug, A. Pequegnat, P.P.P., Ritzer & Slater, Henry Maier, Doering Bros., J. W. Fear & Co., Geo. B. Schneider, Jacob Conrad, Philip Hohmeier.

HAMILTON MERCHANTS AND THE G. T. R.

Between the Grand Trunk Railway and the Hamilton Board of Trade a little difference has arisen on account of the action of the former in practically cutting off Halton county from any connection with the city. The Hamilton Herald says :

As a matter of fact, Hamilton has nothing to do with the matters in dispute between the Grand Trunk and the County of Halton, and Mr. Stiff's suggestion that the Board of Trade should endeavor to induce the county to abandon the position it has taken, is simply begging the question, so far as Hamilton is concerned. As Mr. Bristol pointedly remarked, the time for asking the Board's intervention was before, not after, taking action. Whatever the Board might have been disposed to do before, it cannot with decency throw itself into the breach now in an endeavor to straighten out the Grand Trunk's nasty little quarrels.

It is to be hoped the protest our merchants are making will have the desired effect, and that the company will see the wisdom of canceling the offensive order. The Grand Trunk owes a good deal of consideration to the business men of Hamilton. From year to year they spend a great deal of money with the company, and we all know that the dollars of Hamilton people go to swell the immense returns which the Grand Trunk gets out of the Toronto and Hamilton branch, the most profitable portion of the road. In return for all this patronage the company has knifed Hamilton at every convenient opportunity, has given it a wretched train service in many respects, with shabby, dirty cars and disobliging officials. It is surely time to change these tactics. The people who help support the Grand Trunk and spend thousands of dollars with it yearly, have surely some right to have their interests consulted by it to some extent.

CARNEGIE'S BUSINESS SUCCESS.

The following article from the San Francisco Examiner may be of interest to our readers :

Andrew Carnegie and party arrived about 1 o'clock on the special car Iolanthe. They spent the afternoon in quietly looking around the city, and at night Mr. Carnegie was entertained at a dinner at the University Club.

He said that although there were many men here of exceptionally large wealth, yet he thought the field was an unnsually good one for men of energy and pluck.

"Yet, after all," said he, "it isn't the man who does the work that makes the money. It's the man who gets other men to do it."

"I remember that not long after my arrival in this country from Scotland I was a telegraph operator, and had news reports to send and copy. I for a while made copies of the report for $1 a week.

"The man above me, who was my boss," said Mr. Carnegie, closing one eye shrewdly, "didn't do any of the work, and he got $10 a week. That is the difference. It was something not to be lost sight of, and I made up my mind not to forget it."

Mr. Carnegie sat in an easy chair, now bolt upright and again reclining gracefully. He said he had pretty well outlined what he thought politically, and he could not say anything in addition, as for some days he had not been a very close reader of the papers.

"This government," he said, "is a success, and it does not make any difference what the hopes or wishes of princes and crowned heads may be, it will always be a success."

Asked to give a true story of his struggles since coming to America, the king of iron manufacturing thus laconically and epigrammatically said :

"Scotch by birth ; American every other way. Born in the village of Dumferline forty-six years ago. Schooling amounted to nothing. Parents poor. Both worked as weavers. Came to America when but 13 years old. Settled in Pittsburg. Errand boy on the Pennsylvania Railroad. Picked up telegraphy. Persevered. Became chief operator when 18—began to save money.

"Joined now with brother Tom and bought small iron foundry. Began manufacture of smelting furnaces. Called them Lucy No. 1 and Lucy No. 2. Success enormous. Extended business on all sides.

"Became a millionaire by introducing steel rails in the country. In two years monopoly of the business. Got contracts for developing all the large American systems for steel rails. Ran the price of rails from $200 down to $25 a ton to beat competitors. In latter part of '70's made money at rate of $2,000,000 a year. Now worth between $30,000,000 and $35,000,000. Besides American manufactories own syndicate of papers published in small English towns.

"Ambition ten years ago to build and own reproduction of old baronial castle in Pennsylvania. Bought the lands; had plans drawn; on death of mother abandoned the idea. Promised her when a boy never to marry while she lived. Kept promise. Married two years after her death. Wife twenty years younger; is an American lady."

Mr. Carnegie has spent hundreds of thousands in establishing trade schools, libraries, gymnaisums, etc., in small Scotch towns. All his household servants are Scotch—butler Scotch, waiters Scotch, maids, Scotch, cook Scotch, everything Scotch. At the dinners and social functions he has Scotch pipes. He believes in home rule, and hopes to live long enough to see Scotland under home rule. He intends buying a Scotch estate for the summer and south of England estate for the winter. He had made Dumfermline the most attractive town in Scotland, and glories in the fact that he was born in the village where Robert Bruce was buried.

In religion Mr. Carnegie says he is an agnostic. He is a great admirer of Herbert Spencer. Though he has no knowledge of music he is a great lover of it, and his expenditures in musical institutions aggregate over $1,000,000.

He has no children, and says he will spend every cent of his money before he dies. He has never given a penny to any church, and does not believe is churches.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

AGENTS IN CANADA FOR

Joseph Elliot & Sons', Sheffield Eng.,

Table Cutlery, Razors.



W. R. Hare has opened a hardware store at Grenfell, Man.

The Waterloo merchants have decided to close their stores at 7 p.m.

Five stores on Rideau street, Ottawa, were burglarized early on Saturday morning.

Mrs. Boomer, widow of the late A. K. Boomer,a former hardware merchant,in this city, died on Saturday.

Hamilton is flooded with circulars offering "green goods" for sale. The circulars came from New York.

Every night during last week efforts were made to start fires in the rear of some big stores in St. Catharines.

Negotiations are in progress for the removal of the Gould Bicycle Company from Brantford to Woodstock.

It is likely that Cozens & Bell's foundry at Sault Ste. Marie, Ont., destroyed by fire last week, will be rebuilt at once.

H. W. Petrie, dealer in machinery, 145 Front street west, Toronto, has received a large order for iron tools form Buffalo.

Tilsonberg merchants now close their stores at 7 p.m. on the evenings of all days but Saturdays and those immediately preceding holidays.

A deputation from Fraserville interviewed Hon. Mr. Foster on Saturday. They want a bonus of $2 per ton on silica produced from a mine in that locality.

Letters patent have been issued incorporating the James Stewart Manufacturing Company of Woodstock (limited), with a capital stock of $100,000.

Raymond Allan and Hugh Ross, of Revelstoke, B. C., have taken out a patent for a machine to facilitate the screwing on of nuts used on the bolts joining railway plates, or wherever a number of bolts are in such close proximity as to be in reach of the machine.

The new rolling mills which the Grand Trunk railway have been building, and which will form part of the Point St. Charles works, are now nearly completed.

Mr. Charles Wilson was presented with a gold locket and an address on Satuaday by the empleyes of Rice Lewis & Co. on the occasion of his severing his connection with that firm.

The E. B. Eddy Co. opened a branch of their business last Monday, in Montreal, in the large warehouse at 318 St. James street. There they will keep a stock of all goods manufactured in their works at Hull.

Geo. McGiffin, of the firm of McGiffin & Campbell, hardware, Miami, Man., has sold out his share of the business to A. Lawrence. The business will be continued by Lawrence & Campbell.

Messrs. Burrows, Taylor & Storey, of the Brockville Carriage Works Company, have completed arrangements with the contractors for the construction of their new factory buildings.

Messrs. W. C. Trotter, of St. John's, Que., W. McNally and C. T. Turnbull, of Montreal, had an interview with the Ministers of Customs and Finance on Friday in regard to the duty on sewer pipes.

Robert Shipman, a young Englishman, just arrived, died on Friday at Salt Coats, Man. The only thing known of him is that he was the largest stockholder in the Rudge Bicycle Company, of Coventry, England.

At the last meeting of the Waterloo (Que.) town council Mr. S. Dalpe, manufacturer of planes and plane irons, of Roxton Pond, appeared with a proposition to turn over his business to a joint company, in which he would hold $2,000 stock and of which he would act as manager if desired. Mr. Dalpe, who began making planes by hand thirty years ago, has a large establishment, well equipped with the latest machinery, and controls the plane business in Canada. The council did not see its way to taking hold of the industry.

The Dominion Wire Manufacturing Co., Limited, Montreal and Toronto, have got out a catalogue that is formed to please. It is very dainty in its make-up and appearance, being enclosed in a pink-tinted cover, on which the title is printed in embossed gilt letters. The contents are very conveniently arranged, and furnish the trader with all the information that is necessary for clearly defining the goods he wants.

At the annual general meeting of the proprietors of the Quebec Merchants' Exchange the following gentlemen were elected the committee of management for the ensuing year: William Rae, chairman, R. H. Smith, F. Billingsley, William Brodie, T. Beckett, John C. Thomson and F. Carbray.

The line along which the efforts of the Boards of Trade of Vancouver and Winnipeg have been directed for reform in the insolvency law has been abandoned by the former board. This increases the chances of commercial unanimity throughout Canada in favor of the measure submitted by the Boards of Trade of the east and centre.

The following civic contracts have been awarded by the Kingston city council: Pig lead, James Robertson, Montreal; lead pipe, Thomas Robertson & Company, Montreal; iron pipe, A. Gartshore, Hamilton; valves, 4, 6 and 8 inch, Stevens & Burns, London; valve boxes, Doherty & Co., Sarnia; service cocks, James Morrison, Toronto; hydrants, with steamer nozzles, Doherty Mfg. Co.

The insolvency bill referred to last week has received the approval of the council of the Toronto Board of Trade. Hugh Blain, S. F. McKinnon, B. E. Walker, E. R. C. Clarkson, D. E. Thomson and S. Caldecott were appointed a committee to go to Ottawa and, together with representatives from other Canadian Boards of Trade, present the bill to the Dominion Government, and urge upon the members the necessity of adopting its principles.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

Manufacturers of

Pure Prepared Paints,

Mixed Ready for Use.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

HAVE YOU EXPERIENCED TROUBLE WITH

FLOOR PAINTS



I'VE USED IT.

It is more important to have a reliable floor paint than any other Liquid paint.

They must Dry hard. They must Dry quickly. Brightness and Durability are necessary.

These qualities, it has been proved are to be found in

ADAMANT FLOOR PAINT

In Six Colors, at $1.00 gal. Send for Cards to

Walter H. Cottingham & Co., Montreal.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools, and Tube Expanders.

Send for Catalogue and Price List.

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

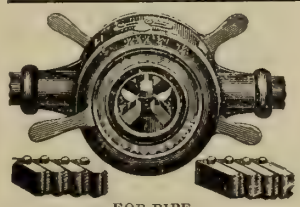
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

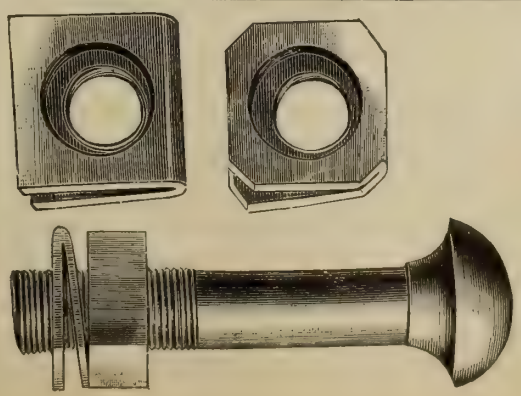
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

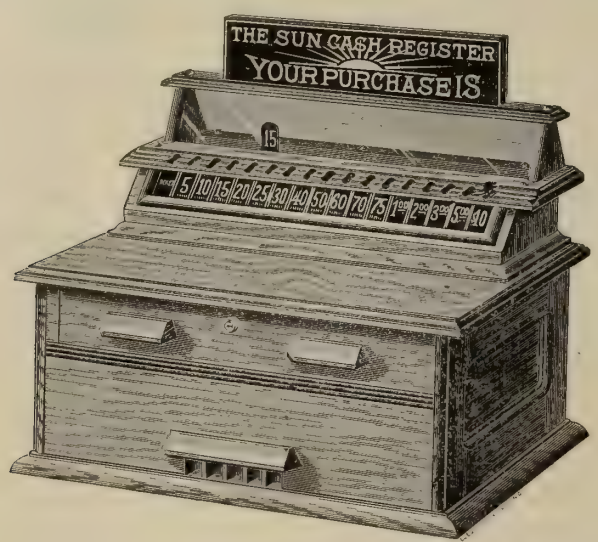
Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.

NEW GOODS.

SUN CASH REGISTER AND INDICATOR.

The John M. Waddel Mfg. Company, Greenfield, Ohio, are offering the above cash register, as illustrated in the accompaning illustration. The workings of the register are described as follows : When a sale is made the cash drawer is opened by lifting one or more combination latches under the drawer pull, and a gong is sounded. If the sale be 25 cents a ball is taken from the hopper in the cash drawer and dropped into a conduit near the top of the machine, which is designated by plain figures. The ball immediately rolls through the conduit and comes in contact with a bucket, to which is attached an indicator or tablet bearing the figures "25 cents." This indicator bucket is nearly balanced on a wire rod, and under the weight of the metal ball is made to tilt and expose to view the amount of the sale. The cash drawer is then closed and this sale is exposed until the next sale is made, when, on again opening the cash drawer, a trip releases the 25-cent ball, which continues on its journey to accomplish another very important result—viz., to register the sale. This ball rolls to the register tray and there enters a V-shaped groove registered for this denomination. On the side of the groove is pasted a strip of heavy paper bearing figures 5-16 inch apart, of the denomination. The first ball in the 25-cent grove covers a blank space on the side of the groove, and just ahead of this ball are the figures 25c. The second ball would cover these figures and the next figures would be 50c. In short, the last figures visible in each groove indicate the total amount in that denomination, the figures, however, being omitted. Each denomination in the tray occupies ⅞-inch in width, thereby giving two V-shaped troughs, either of which register the sale alike. It is stated that the balls, being anti-friction, run freely into either groove, which holds 35 balls, or 70 sales, in each denomination.



The metal balls used in the Sun Register are 5-16 inch in diameter, as shown herewith. They are highly polished and absolutely true to size, the variation not amounting to 1-1000 inch. These balls are the same as are used in high-grade bicycles for ball bearings. At the close of business for the day the cash drawer is first opened to trip the last indicator up. The register tray is then unlocked and the total in each denomination, being already added, is taken down on a scrap of paper. The amount of cash in the drawer should agree with the amount of the total registry. The cash drawer is then pulled out about an inch further than the register tray, and by a simple device in the tray the balls are released and roll to the cash drawer to be ready for the morrow. Each groove is provided with a gate, which is swung from a wire rod running along the inner edge of the front of the tray. Should any groove become full the gate is opened and the balls rolled into the cash drawer. For example, should the 10-cent grooves be full the gate is opened and the amount registered by the balls thus released, which in this case would be $7, is then registered by dropping a ball each in the $5 and $2 conduits. This operation may be repeated throughout all the denominations, registering amounts up into thousands of dollars. The point is made that if an employee should fail to indicate a sale the cash drawer could be opened and no sale registered ; but as there would be no indicator exposed to view, it would be evident that he had failed to register the sale. The register is made in two sizes, having indicator tablets with figures on both sides, which are seen through a glass frame, the indicator tablets being of such denominations as the purchaser may desire. It is stated that the Sun has no springs, gears, cogs, wheels, levers, keys, cams, ratchets, shafts, tumblers, &c. ; and that it will show at a glance the total amount of sales in each denomination ; indicate and register all moneys paid in on account or paid out : register and indicate odd or even amounts ; register and indicate each ticket placed in the cash drawer; totally add each sale in large plain type ; indicate and register from one to over 5000 sales per day ; tell the employer that his business is carefully and safely conducted ; systematize business and make a preliminary bank of the cash drawer ; give a guarantee that every cent is accurately accounted for ; prevent leakages that are hard to stop without the check system, and dispense with much labor in the transaction of business. The manufacturers guarantee each machine to be absolutely correct in registering and indicating every cash transaction ; and refer to the register as being medium in price. Walter Grose, Montreal, is the agent for Canada.

MONTREAL CHAT.

Walter Grose, Montreal, agent for the Globe File Works, says their people have all they can do to fill their orders for files. This speaks well for these goods.

C. J. Fox, formerly with The Taylor Safe Works, has been appointed Western agent for the new Sun Cash Register. He will cover all the ground between here and Windsor. W. Grose is the Canadian agent.

The Farrier rasp is spoken of highly by the trade all over Canada. This proves that the blacksmiths must think well of it. It is made by the Globe File Works.

The Island City Paint Co. was damaged by fire the other night to the extent of $2,500. That is what P. D. Dodds & Co. place their loss at. The fire occurred on the upper flats, but the firemen succeeded in stopping it before it got lower down.

W. Cottingham & Co. say their brand of floor paint is having good call since their advertisement appeared in HARDWARE.

Taylor's Safe Works, Montreal, have been moved from St. James street to Notre Dame street.

The steamship Warwick has arrived in port, a portion of her cargo being pig iron and tin plate.

WHERE THE JOKE COMES IN.

Kansas farmer (buying goods at Alliance store)—I guess that'll be enough for this time. Forty-seven dollars and a half? All right. Charge it.

Alliance merchant—Great Scott, Mr. Bilby, we can't do business on credit? The margin of profit on these goods is less than 8 per cent gross. You know that well enough.

"Can't sell me goods on credit? Didn't I subscribe for $200 of stock to start this store?"

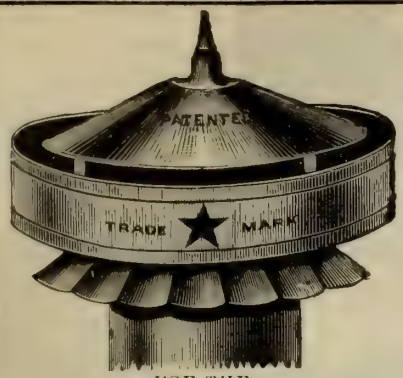
"Certainly, Mr. Bilby, but ——"

"Ain't I buyin' a big enough bill?"

"Of course, but——"

"That's right! I know what I'm doin'!"

"When I've traded out that $200 I'll come round and pay it b'gosh."—Chicago Tribune



—USE THE—
STAR * VENTILATOR
For the VENTILATION of
Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Send for our book on Ventilation.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

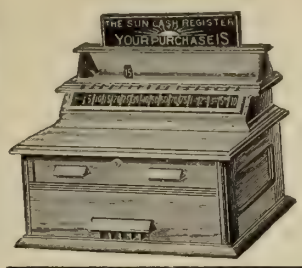
Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,

GANANOQUE.

WHY PAY $200 FOR A KEY REGISTER,

When you can buy the "SUN" Cash Register for $40.00.



The "SUN" will accomplish as much, do it as easy, and is as serviceable.

The "SUN" is the Register for the people

It is the very latest, simplest, and best register for the money yet offered Every Merchant can afford to have one or more SUN REGISTERS at convenient places in his store room.

There is no argument against the use of a Cash Register.

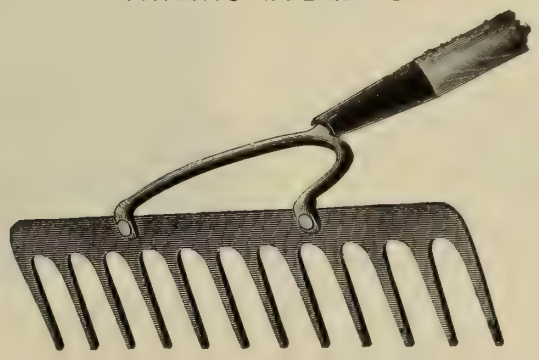
REMEMBER: That the little metal ball accomplishes in the "SUN" what complicated and intricate mechanism does in the National.

For further particulars, address

WALTER GROSE,
432 St. Paul St. MONTREAL.

Eureka Steel Head Garden Rake.

PATENTS APPLIED FOR.

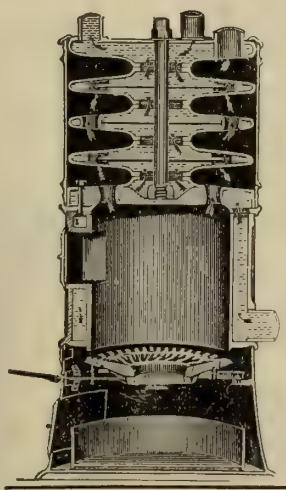


The Head is stamped from a Solid piece of Extra Double Refined Silver Steel and consequently is much stronger than any other Rake now on the Market.

SEND FOR PRICES.

MANUFACTURED BY

JAMES ROBERTSON & CO., - TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS

MONTREAL.

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,
AGENT.



Green Cloth and Screens--

18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40 and 42 inch in stock.

Window and Door Screens--

All Sizes, Hardwood Oil finish, best in the Market.

Write for Catalogue and Price List.

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.



CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.

BEAVER LINE STEAMSHIPS.

SAILING WEEKLY between Montreal and Liverpool Direct. Will be despatched as follows:

From Liverpool.	Steamships.	From Montreal..
Sat'y, April 16	Lake Huron....	Wed'y, May 4
" " 23	Lake Superior.	" " 11
" " 30	Lake Winnipeg	" " 18
" May 7	Lake Ontario...	" " 25
" " 14	Lake Nepigon.	" June 1
" " 21	Lake Huron ..	" " 8

Superior accommodation for Saloon, Intermediate and Steerage Passengers.
The Saloon Staterooms are Roomy and all outside, admitting of perfect ventilation.
Each steamer carries a duly qualified surgeon and experienced stewardess.

Rates of Passage, Montreal to Liverpool.

SALOON, $40 and $50..... } According to Accom-
ROUND TRIP, $80 and $90 } modation.
The $40 and $80 rates are per Lake Nepigon only.
INTERMEDIATE, $30. STEERAGE, $20.

Passages and Berths can be secured on Application to the Montreal Office or any local Agent.
For further information apply to

H. E. MURRAY, Gen. Manager,
4 Custom House Square,
Montreal.

P. CORRIDI,
Accountant, Auditor, Receiver, Etc.
EXPERT AUDITING, and ACCOUNTANCY A SPECIALTY.
Accounts Adjusted, Statements of Affairs Prepared.
Sole Representative for Toronto, for Goldman's System for Locating Errors in Trial Balances.
No Accountant or Book-keeper should be without it. Call or write and get particulars
Office, Room 26, York Chambers,
9 Toronto St., TORONTO.

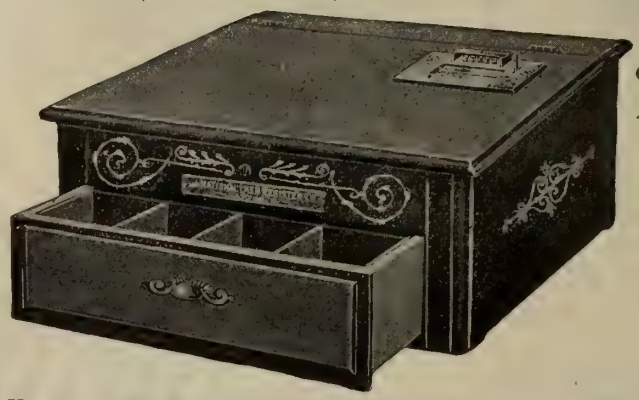


BROWN & CO.,

Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

Autographic Cash Registers.

Before ordering any Autographic Register, see the **NATIONAL.** Guaranteed equal to the **PECK**, the **STANDARD**, or any other Register of this kind, and only half the price.



We make 34 different kinds of Cash and Autographic Registers

PRICES:

$15, $20, $25, $30, $50, $60, $75, $100, $125, $150, $175, $200, $225 and $250.

No. 33 AUTOGRAPHIC, with Combination Lock, $20.

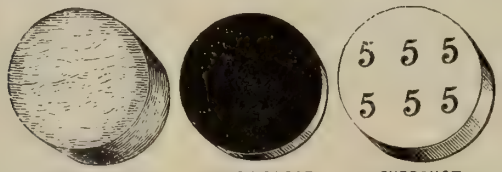
Why pay others **$30 or $40** for an Autographic Register when we will sell you one superior to any other made, for **$15 or $20?**

THE NATIONAL CASH REGISTER CO.,
DAYTON, OHIO, U. S. A.

Canadian Salesrooms: Toronto, Ontario, 63 King Street W. Montreal, P. Q., 174 Jones Street.
Halifax, N. S., 107 Holles Street. Winnipeg, Man., Main and Queen Sts.

The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

To be had of all Jobbers and Dealers in Sporting Goods.

JAMES BALDWIN & SONS,

ORIGINAL MANUFACTURERS,
Morville Street, Birmingham, Eng.

Agent:--W. H. JAGGER,
24 Front Street West, TORONTO.

Price Lists and Samples to the Trade Only.

THE TORONTO SILVER PLATE CO.,

Manufacturers of Electro Silver Plate on Nickel Silver and Hard White Metal.



No. 1557—Ice Pitcher. Quadruple Plate, $6.00 net.

All goods bearing the name "Toronto Silver Plate Co" are guaranteed.
E. G. GOODERHAM, Manager. J. C. COPP, Sec.-Treas.
FACTORIES AND SALESROOMS: Toronto, Canada.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



TORONTO, Nov. 6th, 1891.

W. H. JAGGER, ESQ., 24 Front Street West, Toronto.

DEAR SIR,—We have used Messrs. Hamilton & Co's Painter's Brushes for some time past, and find them very satisfactory, both as affecting the questions of quality and durability.

Yours truly, ELLIOTT & SON.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT.

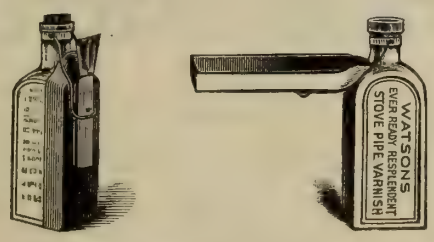
"Pilkington Bros."
"St. Helens,"
"Lancashire."

BRITISH SHEET GLASS
P.B.

These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.
— Made only by —
Pigou, Wilks & Laurence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggert & Co, Toronto,
The Hingston-Smith Arms Co., Winnipeg.



RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes,
Piano and Furniture Polish,
Stove Pipe Varnish, etc.
PARIS, ONT.

THE
SWIFT
Safety Bicycle

has been produced with the view to raise the English Wheel from the **DEAD LEVEL OF GOOD** to a position of **UNQUESTIONED SUPREMACY** when viewed either as simply a Road and Racing Machine, or as a specimen of modern art and workmanship. It would be impossible to include in this advertisement a list of its advantages and superior qualities, but on application we will mail Illustrated Descriptive Catalogue free, or our Sales Show Rooms exhibit the Bicycles and fully explain wherein lies the points of special merit. Address

FRANK S. TAGGART & CO.
89 KING ST. WEST, - TORONTO, CANADA

MARKETS

MONTREAL MARKETS.

MONTREAL, May 6, 1892.

The tone of the iron market here is pretty much the same as it was last week. Buyers are said to be indifferent, and dealers are holding out for higher prices. This to some extent affects the volume of trade in heavy material. The only stock of iron on spot is confined to Carnbroe, and there is no new stock in yet, excepting a few odd lots sold to arrive. Tin, terne and Canada plate is quiet and dealers will have to make concessions to start the trade, who are holding off for lower prices. Chemicals are about the same as noted last week, with only a fair jobbing trade doing. Paints are having their usual call for this time of the year, which is considered the dealers' harvest, and quite a few lots have been shipped during the week. Oils are quiet but firm and cement is looking brighter every day under light stock. The same remarks apply to other lines.

PIG IRON.

The local pig market is still easy and confined to Carnbroe. There is a little better demand for cheap iron, but buyers wanting it at too low a figure, buyers here are indifferent and are just buying what they require. Dealers on the other side are holding off for better prices, and this has a tendency to decrease the volume of trade on spot. Several lots of iron have arrived ex steamship Warwick, but we think it was the lots sold to arrive. A few small sales have been made in Carnbroe during the week on the basis of $20. Summerlee to arrive is still quoted at $19, but we do not hear of any deals being closed. We quote Carnbroe at $19.50.

BAR IRON.

Bar iron is without change and the only business doing on spot is for actual wants. Brokers here say that trade will no doubt pick up soon, but it is hard to say just now. The market is so quiet. We quote $1.85 for wholesale quantities and $2 in a jobbing way.

SCRAP IRON.

Scrap iron has not shown any changes during the week, and the only business doing is a small jobbing one. It is reported that the mills are well stocked and are holding off for lower prices. We still quote former prices viz: $17 for wrought scrap, and $13 to $1 for cast scrap according to quality.

TIN PLATES.

The tin plate market is featureless, and now that the spring stock has arrived prices will no doubt be shaded a little. Cokes are quoted ex wharf at $3.40, but buyers do not take hold freely and there is only a few small sales to note. We think that a lower quotation will be made before long. As noted last week some small lots of low grade charcoal sold at $3.75; business on the whole is quiet and dealers are waiting developments. We quote cokes $3.40 to $3.60 and charcoals $3.75 to $4.50. The stock that arrived here ex steamship is confined to cokes.

TERNE PLATES.

Terne plate has shown no change during the week, and the only business doing is still a small jobbing one for actual wants. Prices are still quoted at $7 to $8 ex store here, but we think a lower quotation will be made before long.

CANADA PLATES.

Canada plate has shown no change and business on spot is still restricted to small jobbing sales. Dealers here are still asking $2.65 to $2.75, but we think $2.60 would be taken for a large lot.

COPPER, ETC.,

Copper is without change, the local market is still easy at the decline. The other metals are on the same footing with only a fair movement. We quote copper 12½ to 13c.

NAILS

Nails still continue in good demand and dealers here are satisfied with business. Builders are starting work in earnest and the demand is for all kinds of nails. Prices however are steady at the old figure, viz., $2.45 for ordinary 3 inch stock and steel 10c. per keg higher. Steel wire nails are also in good demand and the nail trade on the whole looks promising. We quote steel wire nails.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

GENERAL HARDWARE.

The general hardware trade looks brighter and brighter every day, and all the dealers seem to say the same. All lines have better movement, especially in builders' supplies, which are in steady demand. Garden tools are also holding their own, and the same remarks apply to harvest tools. In fact all lines are on the pick up. The file trade is also booming, and one dealer here states that he cannot fill the orders he has in hand. The travellers are out, and as can be seen by above must be doing a good business in all lines. Manufacturers' agents for English houses are up to their eyes in business now that the first boats are in. They are shipping lots of stock that was sold from time to time. They also state that things look better than they have for some time. In fact the whole tone of the trade looks better and dealers hope it will continue. Payments are good.

CHEMICALS.

Chemicals are still on the easy side, and outside of a few small jobbing sales there is not much doing on spot. Sal and caustic soda have taken a drop, as will be seen below :

Bleaching powder,	$2.25	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.75	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.08	to	0.10
Bich. soda,	0.06	to	0.08
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.00	to	0.32½
Cutch,	0.08½	to	0.09½
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

Glass is about the same as last week, with a fair jobbing trade doing. Dealers here, however, still talk firm under the light stock in store here. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.20 to $3.40 for thirds and fourths.

PAINTS AND LEADS.

All lines of paints have good demand, especially in mixed and floor paints. Leads also have a good enquiry and dealers say the



Brass Bird Cages.

We are making a special drive on these. It will pay to get our prices.

Our Hardwood Galvanized Iron Lined Refrigerators, command larger sales each year. One for sample will speedily sell others.

THE McCLARY MF'G. CO.,

London, Toronto, Montreal, Winnipeg.

MARKETS—Continued

outlook for future business is good. One of our big paint companies was burnt last night, with damages of some thousands. This will place a lot of damaged stock on the market. Choice brands of paint, Government standard, $5.50 to $6; No. 1, $5.00; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

CEMENT AND FIRE BRICK.

The local cement market is still rushing things, and now that the outside operations have started the stock of cement here is none too large. Quite a few orders have been received from the west. Firebricks are also in good demand at former prices. We quote: Belgian $2.15; Newcastle, $2.25 to $2.35; London, $2.35 to $2.50; firebricks, $20 to $25 per 1,000; and off ship $17 50 to $22.

NAVAL STORES.

There is a slight improvement noted in the ship chandlery trade during the week, but dealers say they do not expect any marked improvement for some weeks to come. Prices remain the same with a fair trade doing We quote: Turpentine, 58c. rosin, $2.50 to $5, as to brand; coal tar, $4 to $4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes. Pine pitch $2.60, pine tar $4 00, rosin $2.50 to $4.00

PETROLEUM

The demand for both American and Canadian is still small but an improvement is already noticable consequent upon the opening of navigation. Prices are unchanged. We quote: Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 14½c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

EASTLAKE
MANUFACTURED BY
METALLIC ROOFING Co
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL SHINGLES

TORONTO MARKETS.

TORONTO, May 6, 1892.

HARDWARE.

With the opening of May trade naturally begins to decline. The demand has pretty well exhausted itself. Though there has been little cause for complaint in the volume of the business done, there is a feeling that retailers have rather under estimated their wants for the late spring and summer trade, and that consequently buying in a sorting up way will be more general during the coming summer months. While trade has not been so brisk this week, it has been far from dull. The demand kept pretty much in the same track as it has run in all spring—garden tools, spades, shovels, harvest tools, building hardware, wire, and general hardware. In sheet hardware activity wanes more perceptibly than in heavy lines. The main force of the demand for everything is from the country. This of course is due to the fact that building the staple city industry on which the hardware trade at this time of year defends, is very flat. All the other seasonable lines are to a large extent necessarily country goods. Specialties do not fill a big place in trade interest at the moment. Payments call for no special comment. There is hardly a change or an event to chronicle. Prices have been stationary on nearly everything, but the market still favors the buyer on most lines that the jobber has any liberty to shade. Some houses have their travellers working upon their fall samples.

BARB WIRE—Orders continue to come forward quite freely. They are spontaneous for the most part now, as travellers are looking after lines that will interest consumers in a later part of the year. Prices are steady at the April reduction.

BINDER TWINE—By an unaccountable slip it was said under this head last week that binder twine remains on the free list, whereas it was intended of course to say that binder twine remains off the free list—that is, the duty has not been removed. The manufacturers are not quoting yet, but advise the wholesale trade that they expect to issue prices next week. They withhold quotations pending the outcome of the resolution in the United States Congress to put twine on the free list. That resolution has passed the House of Representatives, but has not yet been voted on by the Senate. The relation of the Consumers' Cordage Co. in this country to the National Cordage Co. in the United States is intimate enough to make it desirable to each that their respective quotations should harmonize.

BOLTS—These figure fairly well in the sales made this week. Carriage bolts are in leading request, and are steady at 70 per cent. off the list.

BUILDERS' HARDWARE—A very good call comes from the country. City orders are of small account by comparison either with what they used to be at this season or by comparison with those coming from the country. Some very good local specifications, however, have been figured on this week.

CHAIN—This class of stock begins to fall off in buyers' and consumers' interest. Some orders have still to wait on supplies which have not yet been forwarded by the manufacturers.

CORDAGE—The demand holds out well. Large quantities have been moved from the warehouses this season. Prices have not varied. They remain upon a basis of 12¼c. for Manilla, 10¼c. for Sisal, 10¼c. for New Zealand, and 8¼c. for tarred lath yarn.

HORSE NAILS—Prices are easier this week, C. quoting at 60 off the list and P. B. and M. at 60 and 5 from the list.

HORSE SHOES—Practically $3.60 is the price, though from that to $3.70 is quoted. There is little buying now as stocks were pretty well filled up some time ago at the former price.

NAILS—Ordinary sized parcels sell freely. No car lots are in demand. Wire nails have a particularly good season of it. Prices are unchanged.

TACKS—The trade in these is rather above the average.

WIRE—This will be an active line for a month yet. Cars are taken now and then, while purchasers of smaller lots are frequent.

METALS

There is an uncertainty and unsettlement about the metal trade that is hard to explain. Inquiries and actual transactions there are, but the demand is reserved. A big turnover is a rare thing, and few sales can be so designated if the big corporation contracts be excepted. More or less lead has been selling. Copper is variable, but at the moment dull and weak,

ANTIMONY—Cookson's 14½c., other grades are 13½c. This metal has received about its usual relative proportion of attention.

CANADA PLATES—Orders are now being booked, and business is making fair head-

GALVANIZED BUCKETS--English and American Patterns.

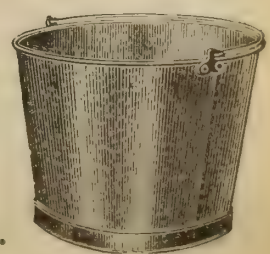


Japanned Ware. Stamped Ware.

Pieced Tinware.

Milk Can Trimmings, Creamer Trimmings,

Dairy Pail Bottoms, etc., etc.



THOS. DAVIDSON & CO.,

474 St. Paul St., Montreal.

MARKETS—Continued.

way. Blaina is $2.90 to $3, Abercarne and Alloway are $3 to $3.10, and Bright is $3.25.

COPPER—Round lots are offered very low at the moment, under 13c. laid down here. Jobbers' prices are steady at 14c.

GALVANIZED IRON—The demand is better on account of the falling off of the trade in terne plates. Prices are steady at quotations in Prices Current. The price of 28-gauge is 5¼c.

LEAD—The market is dull and the price low and weak. Domestic is unchanged at 3⅜ to 3½c. and imported at 3½ to 3⅜c.

SHEET ZINC—Some very good sales have been made. Values remain at 6⅜c. for casks and 6⅝c. for broken lots.

SPELTER—In this there is no change, and the demand is fairly good. Domestic is 4¾c., imported 5¾c.

TERNE PLATES—This is now their season, but they seem not to come into demand. The duty diverted the demand to other material for roofing, and terne plate is now not wanted.

TIN—Ingot tin is steady and moderately active at 23 to 24c.

TIN PLATE—The current demand is very light. There is no other feature to note.

IRON AND STEEL.

So far as concerns the trade in British pig iron the demand is of a mincing character. With practically the whole of the navigation season before them, with United States competition all around them, and with the bear influence having the upper hand in the primary markets, buyers are not so uneasy about the future as to be very ravenous for stock. They take short views of the market and buy only in small lots. A few lots of Scotch iron have been placed since last report. A 200-ton lot of Summerlee was placed the other day on private terms, but it is understood the price was fair. Carnbroe is quoted somewhat easier.

Bar iron is not in especial demand just now and is easier in quotation, $2.05 being the price of domestic merchant bar. Steel is in little request and is unchanged in price.

Rogers, Brown & Co., in their weekly report for Buffalo says: There is more activity than for several weeks, but a gradual shading down of prices on all grades and kinds of metal has continued as heretofore. Indications are that charcoal iron is about as low as it will go. Contracts placed now are certainly not far out of the way for the customer, though it may not be seen by them until too late. Some of the more popular brands are even now stiffening and probably could not be obtained at the prices quoted by less popular competing irons. We quote on the cash basis, f.o.b. cars Buffalo.

No. 1 X Foundry, Strong, Coke Iron, Lake Superior ore	$15 75
No. 2 X Foundry Strong, Coke Iron, Lake Superior ore	14 75
Ohio Strong Softener No. 1	15 75
Jackson County Silver No. 1	18 00
Lake Superior Charcoal	$16 50 to 17 00
Tennessee Charcoal	17 50
Southern Soft No. 1	14 65
Alabama Car Wheel	19 00
Hanging Rock Charcoal	20 50

OILS, PAINTS AND COLORS.

Linseed oil sells freely, which is more than ever could be said when each jobber made his own price. No matter how badly off for supplies the retailer might be he was always a shy customer and generally managed to coquette with offers until he brought out the very lowest. Selling was not by any means easy work in such circumstances. The price of linseed oil has advanced a cent and a half.

Turpentine is not plentiful yet, but supplies are in that suffice for the present, and delivery is about due for more. The price is down to 54 and 56c., and this is weak. All other paint goods are unchanged and in fair demand outside the city, but the depression in the building industry here checks local business.

PETROLEUM.

The market for both refined and other products is steady and prices are unchanged.

The Petrolia Advertiser reports: Petrolia crude $1.25 per barrel. Oil Springs crude $1,25½ per barrel. It can hardly be said that the crude oil market has improved the past week in respect to either firmness or demand. While it may be still affirmed that current quotations are about one twenty five per barrel, tolerable well authenticated reports of sales at twenty-four are reported. Painstaking investigation, however, fails to discover any sales at these figures except in small lots. So transactions at this inside figure may be both isolated and special even as a if they have occured at all. Local producers rule, are firm holders and manifest a disposition to await the course of events.

GLASS.

Deliveries will be coming to hand intermittently throughout this month. Some jobbers have pretty full lines now, but the majority are nearly out of star glass. The price is easier at a basis of $1.35.

OLD MATERIAL.

Business in old material, particularly metals, is reported to be better than usual. Prices are steady at last week's quotations, which remain unchanged in all respects. No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES—No change in values or in the run of the supply is to be noted. The basis is still 4½c. for No. 1 green cars. Cured-hides are steady at 5c.

SKINS—Sheepskins are fairly firm at $1.15 to $1.30, lambskins at 20c., calfskins at 5 to 7c.

TALLOW—Is featureless at 5 to 5½c. for refined and 1¾ to 2c. for crude.

WOOL—There is no improvement, and little can be looked for with the season for the new clip so close at hand. Fleeces are dull at 18c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross	$4.35	$4.80	$4.50
" Net	3.88	4.29	3.02
Egg Gross	4.45	4.90	4.60
" Net	3.97	4.38	4.11
Stove Gross	4.45	4.90	4.60
" Net	3.97	4.38	4.11
Chestnut Gross	4.45	4.90	4.60
" Net	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, May 6, 1892.

In some lines of manufactured iron and steel a very fair business is passing here and at other points, but various branches are still characterized by inaction, and the general situation is disappointing. In fact, matters are in such shape that curtailment of production is becoming absolutely necessary to guard against continued losses in some departments. Similar condition exist in the market for crude material since the production, except, possibly, of high grade foundry iron, still runs considerably ahead of the consumption and keeps values down to a level affording very scant margins of profit. In fact, the prices at which some business is said to be affected do not cover cost and expense of handling.

On heavy section steel rails the base price $30 at mill is continued, but sales are occasionally made at prices including cost of transportation, which would not leave that sum to the manufacturers at regular freight rates. Light sections are put in at relatively lower prices, say $30 to $30.50 at mill, indicating, upon the whole, a rather weak market in the face of the "pool" arrangements. Billets, slabs and rods still sell at prices relatively a great deal lower than those obtained for rails, and orders for plates. structural material and most of the lighter forms of manufactured products are taken at prices quite as low as any that have ruled previously this year.

While some few exceptional sales of unpopular Southern brands have been made at extremely low prices, there is no visible change in market for recognised standard foundry pig iron. Standard Northern brands are quoted at $15.50 to $16 for No. 1 X and $14.50 to 15 for No 2 X. and $14 to $14.50 for grey forge. Southern brands about $15 to $15.50 for No. 1 foundry, $14.25 to $14.50 for No. 2 foundry and No. 1 soft; $13.50 to $14.00 for No. 2 soft; $13.00 to $13.50 for grey forge. Scotch pig moves in moderate quantities at about $21.00 to $21.50 for Coltness, $20.50 to $20.75 for Summerlee and $20.00 to $20.25 for Eglinton. Foreign spiegeleisen is nominally $23.00 to $23.50 for 10 to 12 per cent., and $26.50 for 20 per cent., and 80 per cent. ferro-manganese about $61.00 to $61.50 delivered here, with business still light.

Old material continues slow of sale and rather are still in buyers' favor. Old iron tee rails are quoted at $19.50 to $20 f. o. b. cars at Jersey City; old steel rails, $16. No. 1 wrought scrap iron about $17.00 to $17.50; machinery cash scrap at $14, leaf spring steel at $21, stove plate at $9, and cast borings at $8 nominal.

TIN—The pig tin market regained all of last week's decline and is now apparently strong, with supplies here well under control and English stocks reduced to so low a point that further shipments from that quarter on a liberal scale are unlikely. The movement from the primary sources of supply also helps matters, leaving as it does no probability of material additions to spot supplies during the next sixty days. April shipments from the Straits were only 2,275 tons, against 3,450 tons during March, and the visible supply is shown to have decreased 1,072 tons during the interval. On the Exchange about 200 tons have been sold, chiefly at 20⅝c. for May delivery, but including later deliveries

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

CARD.—THE ADVERTISER WHO HAS BEEN connected during the past twenty-five years with some of the most important wholesale importing firms in Montreal, and has had an extended experience in travelling in Canada and Australia, purposes making a business trip to the North-West and British Columbia if sufficient and appended business commissions can be secured at an early date. Correspondence solicited, addressed Mr. Wm Smiall P. O. Box 1554, Montreal. 29

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

WANTED—LOCAL AND TRAVELLING Agents to sell Mucilage, Paste, Gums and Sizings, to Mills and Dealers. Liberal Commissions. The Arabol Mfg Co., 13 Gold St., New York

WANTED — AGENTS TO HANDLE SIDE line for harness trade. Sample light. H. E. Evans Mfg. Co., Racine, Wis. 20

SNIDER RIFLES WANTED.

WE WANT HALF A DOZEN SECOND-HAND Snider-Enfield Rifles—military pattern—any kind will do if they are complete and the price be low Address, Snider-Enfield, care HARDWARE. tf.

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery. Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for Catalogue.

THE SUPPLY CO., Niagara Falls, Ont.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, - Ontario.

Crystographs.

To represent

STAINED GLASS WINDOWS

A new and original process easily applied.

Cheaper than any imitation stained glass windows.

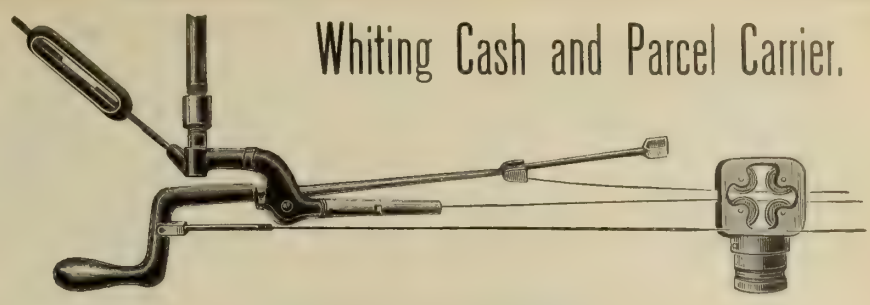
A large assortment.

A. RAMSAY & SON,

Established 1842.

MONTREAL.

Whiting Cash and Parcel Carrier.



SIMPLICITY SIMPLIFIED.

The most perfect system on the market, no cords or springs to get out of order. Can recall as well as despatch the car from either end, neat in appearance, silent and swift in action, moderate in price. Can be leased or bought outright. Send for descriptive circular, price list and testimonials to

W. H. E. WHITING, Patentee and Manufacturer, London, Ont.

P. O. Box 2029.

The William Johnson Company

(INCORPORATED)

572 WILLIAM STREET.

MONTREAL, 1st MARCH, 1892.

DEAR SIR,

We beg to inform you that we have sold our business, including our Factory, Stock of Merchandise and Goodwill to

THE CANADA PAINT COMPANY, Ltd.,

who will continue to carry on the business in the premises heretofore occupied by us, and for whom we heartily bespeak a continuance of the patronage you have hitherto bestowed on us.

For purposes of Liquidation, our address remains as above.

Yours faithfully,

The William Johnson Company.

MARKETS—Continued.

at 20.65 to 20¾c. At the close spot prices were about 20⅝c. net cash for 10-ton lots and 20¾ to 20⅞c. regular for smaller quantities. London cables quoted £93 17s. 6d. to £94 for prompt and £93 12s. 6d. to £93 15s. for futures.

COPPER—The copper market has been quiet, bul producers offer in a very indifferent manner, and prices are well maintained. Deliveries from the sources of supply are closely absorbed, while enough interest in futures is manifested by consumers to indicate that the bulk of copper going into consumers' hands is being used up. Hence conservative offering for the time being and confident feeling as to the future of the market. Lake Superior ingot is quoted at 12 to 12¼c. and wire bars at 12¼ to 12½c. as to delivery Arizona is held at 11⅝ to 11¾c. and common casting brands at 11¼ to 11½c. In the London market prices for merchant bars have receded to £45 7s. 6d. for prompt and £45 15s. for future delivery.

PIG LEAD—Business in pig lead has been confined almost wholly to single car-load lots and of moderate volume. Prices have varied between 4¼ to 4.30c., according to delivery and size of lot, and show less firmness than appeared on the surface a few days ago.

SPELTER—Western spelter is quoted here at 4.80 to 4.85c. for prompt shipment and relatively as high in the primary market. There is little new business, however, and round lots for shipment 30 to 60 days hence could probably be obtained at some concession.

TIN PLATE—Tin plate is selling in moderate quantities and irregularly. Prices without change, but, except for terms, still lean more or less in buyers' favor.

A MAN'S CREDIT.

The large majority of people desire to have a reputation for good credit among their local merchants, and be able to get accommodation, if desired upon their established record for prompt payment of accounts. A good credit is something that is worth striving for, and when attained, the possessor may rightfully feel a just pride in the fact that he possesses the confidence of those with whom he deals. A good credit standing properly used is an acquisition of unlimited value to its possessor, but when it is abused it becomes one of the worst curses that can be entailed upon an individnal.

The injudicious and extravagant use of a good credit has caused more failures and made more bankrupts in business and financial circles than all other causes combined. By reason of a good credit individuals and firms become reckless in their expenditures and obligations, so much so that when the tide turns and reverses are met with, they find themselves so far from shore that they are unable to stem the tide or reach the harbor, and, as a consequence, they find themselves and their business shipwrecked, their business gone, and they themselves overwhelmed with debt.

Griffin & Co., Dunville, have started a Patron store in Ridgetown and have laid in a stock of goods.

The Patrons of Stormont County have a foundry, several tinsmiths and some merchants under contract.

We would call the attention of our readers to the advertisement of the National Cash Register Co. on another page in this journal. This enterprising firm have over 40,000 of their "Silent Cashiers" in use in all classes of business, and their output exceeds 1,000 machines per month. Their cash register is becoming universally recognized as an absolutely necessary adjunct in a retail business.

Freeman & Smith have opened a grocery and hardware store on Seventh Avenue, Mount Pleasant B.C.

Arrangements have been made by the local Patrons with two merchants in Ayr, Ont., to supply goods at the 12½ per cent. margin.

A. Ransome & Co.'s (Chelsea) Band Saw Machine stands twenty feet high from its base plate to the summit of the upper saw pulley. Its saw pulleys are eight feet in diameter. The blades used on the Machine are eight inches in width, and their lengths are nearly sixty feet. When cutting they travel at the rate of 7,250 feet per minute. The weight of the Machine complete with its travelling carriage is twenty tons.

Mr. L. A. Brink, hardware merchant, Teeswater, Ont., has sold his stock to Messrs. J. H. McHardy and R. W. McKenzie. Mr. Brink is widely known as a shrewd and successful business man. His goods were always "all wool" and "a yard wide," and his prices right. It is a matter of regret to his many friends that he has decided to retire from business in Teeswater. Mr. McHardy is pretty well known in this section of country, having been in business in Lucknow some years ago and for a short time since then at Belmore. Mr. McKenzie hails from Goderich and is an old hand at the business. If the new firm succeeds in retaining the business that Mr. Brink has built up they will have no reason to regret coming to Teeswater.—Teeswater News.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

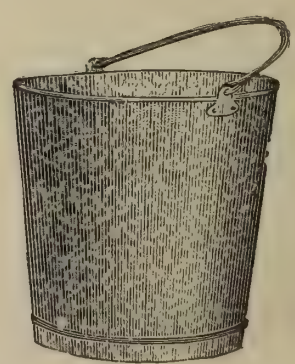
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON. Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,

INTERNATIONAL EXHIBITION JAMAICA 1891

LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

Halifax Shovel Co., Ltd., Halifax, N.S.

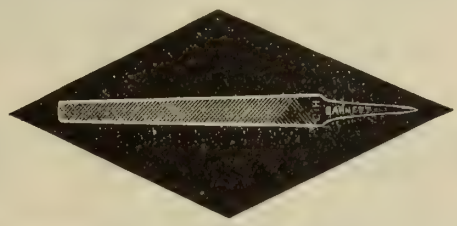
VICTORIA R & I AND OF JAMAICA SUPREME LADY

HALIFAX SHOVEL CO., Ltd.

Dear Sirs,—Your make of shovels, "Fenerty's Patent," that we have been using for Railway construction have given every satisfaction, never breaks and wears well.

Yours truly, HIRAM DONKIN, Resident Chief Engineer, Cape Breton Railway.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

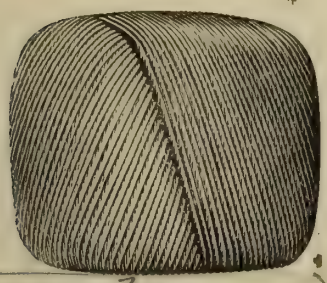
EVERY OTHER DESCRIPTION OF SAWFILES.

It ain't as pretty as manila, but it gets there just the same.

(TRADE MARK)

"COMMON SENSE"

(DICK'S PROCESS—PATENT APPLIED FOR)



Common Sense Binder Twine.

We have a few tons remaining which we are desirous of distributing in those sections where it has not yet been introduced. We are unable to increase qnantity of any orders now booked, nor accept orders from Towns or Villages where sales for this season have already been made.

M. & L. SAMUEL, BENJAMIN & CO.,

TORONTO, ONT.

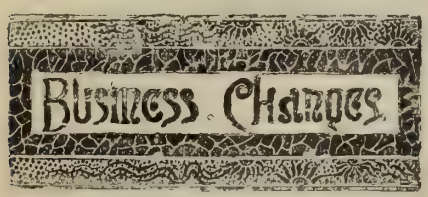
HAVE YOU a complete stock of

GUNS, RIFLES, AMMUNITION, BICYCLES or the necessary SUNDRIES?

Do you intend to handle HAMMOCKS, TENTS or FISHING TACKLE?

If so you should have our Catalogue and Discount Sheet.

H. P. DAVIES & CO., 81 YONGE ST., TORONTO.



SALES MADE OR PENDING.

F. H. Matheson, general merchant, Lansdowne, N. S., has sold out

The general store stock of John Windsor, Peti Roche, N. B., is advertised for sale.

Geo. E. Bigelow, general merchant, Nelson, B. C., is closing out his general store.

The hardware stock of Fatham & Co., Sarnia, Ont., is advertised for sale by tender.

W. B. Collins & Co., general and grain merchants, Wyoming, Ont., have sold out to Smith & Climie.

FIRES.

Samuel Brooks, general merchant, Tilton, Ont., is burnt out.

Hardy Bros., general merchants, Malega Mines, N.S., are burnt out. Insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

T. B. Munro, general merchant, Robinson, Que., has assigned.

W. H. Briggs, general merchant, Stanbridge East, Que., has assigned.

Thos. M. Glawson, general merchant, salmon River, N. S., has assigned.

The estate of Peter Campbell, general merchant, Arichat, N. S., has been re-conveyed to him.

READ THE ADVERTISEMENTS.

The importance of reading advertisements is self-evident. It is from the advertisements in his trade paper, in his trade directory, in catalognes, circulars, and letter heads that the keen tradesman obtains the addresses of those firms by whom his wants can be supplied. Therefore read carefully all literature of this character. It is the channel through which flows all the news and notions of such vital interest to the enterprising shopkeeper. There, and there only, can the wide-awake buyer keep touch with the changes in price-lists and markets improvements in methods of manufacture and the establishment of new undertakings. By their aid a useful reference book may be compiled—a common-place book, containing a classified list of goods not kept in stock but liable to be ordered at any time. Under each article thus entered should be placed the name of the maker or makers. When required, it is but little trouble to hunt up the article in the book and write letters for trade terms and prices. And the readiness exhibited to the customer for supplying out-of-the-way goods is the self-advertisement which sufficiently pays for the gathering of the information in the common-place book.—Ironmongery.

Godfrey & Co. are about to establish a branch hardware store in Mount Pleasant, B. C.

Mr. P. Gardener is building a factory and residence on Fifth avenue, Mount Pleasant, B.C. He will manufacture wire nails and wire fencing, chiefly using water power to drive the machines.

A binder twine under the trade mark C. S. which gave considerable satisfaction last season is again on the market, this year, but the quantity at the disposal of sellers is very limited. Early application will be necessary in order to ensure delivery at any price.

There is said to be a hitch in the negotiation for the purchase of a plant by the Perth Flax Mill Company, of Stratford, for manufacture of binding twine, and there are prospects of a big law suit before the trouble is ended. The fight is between the Sewell & Day Co., of Boston, and the National Cordage Co.

The Vancouver Board of Trade appointed G. E. Berteaux, C. D. Rand, and John Hendry to represent it at the Congress of Chambers of Commerce to be held in London in June. The Hon. John Robson was asked to become a delegate from the province as a body, and the Boards of New Westminster, Nanaimo and Victoria were asked to unite in the appointment. At the same meeting the following motion was carried: That this Board view with satisfaction the recent expression of opinion by the Hon. Mr. Foster that the time might be near at hand when they should cement their connection with the Mother Country commercially as well as politically, and believe that any action taken by the Governmsnt tending in this direction will receive the warmest support of the inhabitants of this province. That a copy of this resolution be sent to our representative at Ottawa for the purpose of being laid before the proper authorities.

The temporary strike of the mechanics in the employ of D. McGillivray & Co. on the Lulu Island Steel Works, B.C., was the shortest on record, only lasting from 12 noon till evening, when all the difficulties which were the result of a misunderstanding were adjusted in a manner satisfactory to all parties, and the men are all at work again.

The Reid & Currie Iron Works Co., New Westminster, B. C., lately received per C.P.R. three carloads of wagons, carriages and buggies from Campbell's works, London, Ont., factory, and from Bain, of Brantford, Ont. This is one of the largest local import shipments of the season.—News Advertiser.

Mr. F. B. Polson, of the Polson Iron Works, Toronto, was in Ottawa, on Saturday, on business with the Marine Department. The new Government cruiser, the Curlew, which the Polson company is just completing, will be lauched at Owen Sound, on May 23. She is intended for service on the bay of Fundy.

The annual meeting of the St. Thomas Board of Trade was held on Friday night. The report calls attention to the continued commercial prosperity of the city, the increase in the output of its manufactures, the building of mogul engines and passenger coaches at the M. C. R. shops, the activity in the building trade, the importance of the L. and P. S. railway being disposed of in such a way as to secure the interests of the city, and the importance of a closer union between the different Boards of Trade and Chambers of Commerce throughout the Dominion. The present membership is 72. The following officers were elected: J. McAdam, president; W. H. King, vice-president; J. W. Stewart, secretary-treasurer; George W. Suffell and S. H. Palmer, auditors; J. H. Still. J. M. Green, John Campbell (Erie Mills), J. Mickleborough and J. S. Brierly, council.

OFFICES: 100-102 Reade St., New York, U.S.A.



KEARNEY & FOOT CO

WORKS Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US.

PORTLAND CEMENTS

From $1.80 per cask upwards.

FIRE BRICKS, from $15 per 1000

DRAIN PIPES, from 7 cents to $1.30 per foot.

CALCINED PLASTER.

MORTER COLORS.

ENAMELLED SINKS, (Porcelain.)

And all kinds of Builders' and Contractors' Supplies.

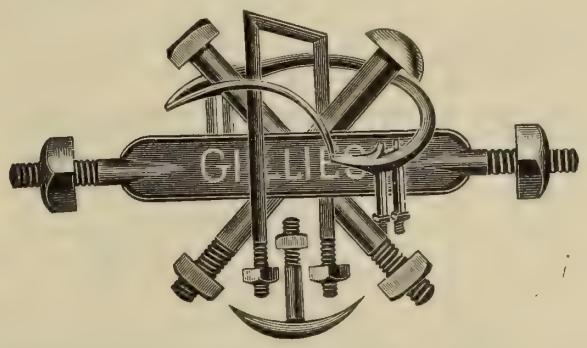
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co

MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

Best in the World.

Wrapping Paper.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. Send for samples.

The Price Low.

STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

To the Trade :

OUR NEW CATALOGUE

—OF—

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto,

TELEPHONE 2164.

—REPRESENTING—

J. L. GOODHUE & CO., Danville, Que. Leather Belting.

ALEX. McARTHUR & CO., Montreal. Tarred Felt, Building Paper, Coal Tar, Pitch, Etc. Etc.

SHEPARD HARDWARE CO., Buffalo, N. Y. Etc. Etc. Etc.

Send for Prices.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates 1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina	½ bright 2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅝ 4⅞
" 7-16 " "	4½ 4¾
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¾

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 21 0 22
" 35 to 45 " "	0 20 0 21
" 50 lb and above per lb	0 19 0 20

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05¾ 0 06
Domestic "	0 05¼ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06¾ 0 07

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 16 0 18
Standard	0 15 0 17

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5¾
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, Berger's ex. deep, per lb	0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 58 0 61½
Boiled "	0 61 0 64½

Turpentine (in bbls)

Selected Packages, per gal	0 56 0 58

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 10 p c.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge 0 25
Thin card wads in boxes of 1000 each, 8 gauge 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined each 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz .. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross ... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex ....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe.*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Rollers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.35	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Morgar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled. Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 5 per cent

Horse Shoes.

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & H screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'r's', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   Basis—50 to 60 dy..... 2 30
   40dy..... 2 35
   30 dy..... 2 40
   20, 16 & 12 dy..... 2 45
   10 dy..... 2 50
   8 & 9 dy 2 55
   6 & 7 dy..... 2 70
2. American Pattern Only
   from 4 to 5 dy 2 90
   3dy. (lath)..... 3 30
3. Canada Pattern Only
   from 4 to 5 dy 2 80
   3 dy. (lath)..... 3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal ....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz..... 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p. c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10½ 10¾ 12½	13
¼, 5-16, ⅜ in.....	11 11½ 13	13½
3-16 in	11½ 11¾ 14	
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 75 0 80
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston s, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ¼ gross boxes per gross net cash..... 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks. 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads. dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 14
" Red cap..... ..... 0 12
" Crown..... ..... 0 11
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4½ 4¾
" 4 " 4 & 6 " "
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... .... 0 04½
Steel staples 0 04½ 0 04¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... ... 1 25 2 00

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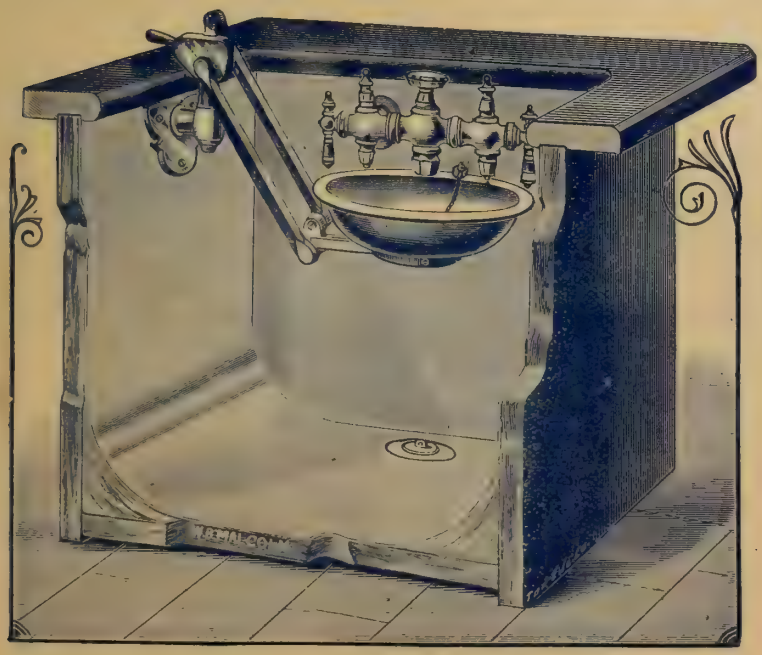
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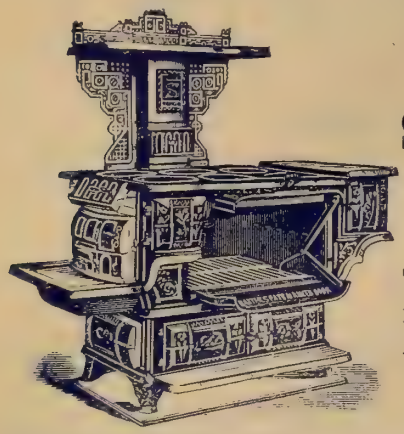
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Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

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MAY 14, '92

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WE GUARANTEE OUR **PURE LEAD**

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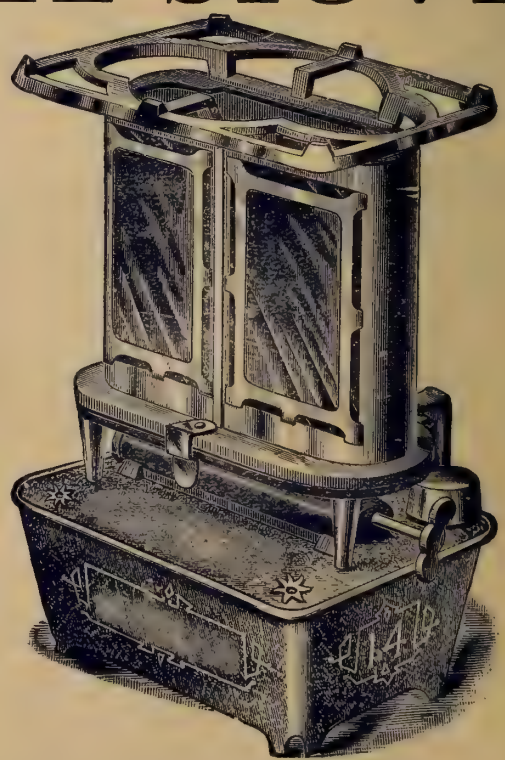
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PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, MAY 14, 1892 No. 20

We beg to advise readers of a change in our premises. Our office and place of publication is now at No. 10 Front St. East, next door to the Board of Trade building. This removal, itself an improvement, enables us to add many other features that former limitations of space would not allow. Correspondents or visitors will please remember the change.

THIS WEEK'S MOTTO:

Work but don't be worked to death—this for the clerk and salesman.

The old question in a new form, whether the customs department of our civil service is a despotic power or not, is just now being asked in the House of Commons in a connection that has especial interest for hardware merchants. Mr. Curran, M. P., is the man who is seeking an answer to this question, having given notice of motion the other day for a return of all papers relating to the case of P. Dodds. The circumstances of this case are as follows: Mr. Dodds imported several hundred dollars worth of glazier' diamonds. These were detained at the Custom house on account of alleged undervaluation. It was finally proved that their value was properly represented, and the package was released, but on being opened was found to be empty. The Customs authorities refused to be answerable for the loss. The goods had plainly been stolen while in their care, but they would acknowledge no responsibility. In the House, the Acting Minister said it would never do for the Customs department to be chargeable for such losses, as if it were, it would be the prey of a class of frauds that could not e distinguished from cases of real loss to receivers. While it is true that this might be a consequence of admitting such a definition of the Department's responsibility as would take in cases like Mr. Dodds', it is also true that the liability to pay for losses on goods while in the keeping of the Customs would make collectors and others more careful to see that packages were examined thoroughly and protected fully. The Customs officials have too much immunity from obligation. If banks had as much, there would be no security in the machinery for effecting commercial transactions at a distance. Surely the customs authorities are bound to take the ordinary precautions to defend themselves against fraud and importers against robbery. To claim exemption from such common duty is to regard Customs offices as sinecures, so far as the public is concerned.

* * *

Loss by fire is something that the Customs authorities ought not usually to be called upon to protect an importer against. Every merchant is rightly held to be provident enough to insure his goods against loss in transit. Nor is the fact that insurance against robbery is practically unobtainable a reason why the Customs department should afford special protection against this form of loss. But when a man's goods are detained beyond the time necessary for him to take them out of bond, and the reasons for such detention turn out to be entirely baseless, as in the case of Mr. Dodds' goods, then any loss by robbery ought to be paid for by the department. It was no fault of the importer that the goods were in the Custom house. He had duly applied for their release, and their detention proved to be upon an entirely wrong assumption of the collector. If it had not been for this detention the goods would have been in the hands of the importer, upon whom then all the onus of properly guarding them would have fallen. The case between Mr. Dodds and the Customs Department is briefly this: He offered to assume responsibility for the protection of the goods, and the Department refused, on grounds that turned out to be insufficient, to allow him. The Department really took his place, and should clearly be answerable to him.

* * *

The Boards of Trade insolvency bill will not come before the present session of Parliament, it seems, and it is probably better that it should not. The measure is of too much importance to have to take the chances for careful consideration that it would be likely to run at the fag end of a session when business is being rushed through with more expedition than criticism. Between now and next session the mercantile class will have time to look into the bill, and try some of its provisions by concrete examples that will be likely to come up in the usual way of business. The interests that call most loudly for the Act are those of the dry goods trade. No other trade is so liberal with its credit, and perhaps no other, as a whole, extends the territorial limits of its business so far. Hence the demand from that quarter for an early enactment of a national insolvency law. Eastern customers, it is said, always give the preference to eastern over western creditors when failure comes, and the dry goods men suffer especially from this fact.

* * *

The asperities of competition are likely to be softened among the horse nail manufacturers if negotiations now pending go through. They are reported to be contemplating a combine, the details of which are being arranged by the chiefs of the industry who are now in the city. The horse nail men appear to be brittle material to make a combine of. They have made two or three false welds in the past, and unless they are sure of making a better job of this union, they would do well to remain single. Combination is a long way better than a compromise between combination and competition.

NOTES ON THE PATRON MOVEMENT

The following notes on the Patron movement have been sent in by a very fair-minded and clear-headed business man, whose facile pen is not a stranger to the pages of THE GROCER. He is one of the last to approve of making terms with the movement, but he does not believe in giving factitious strength to it by too flattering an opposition. We should be glad to have some of our readers signify how far they agree with him. He says :

It is just possible that the merchant, whose business suffers through the operations of the Patrons of Industry have not adopted the proper remedies to cure the evil. It is useless to try to obstruct the current of a popular agitation in the hands of skilful agitators. Strong opposition to the movement only acts as a dam to hold back the current for a short time, to give it head and strength to break down the barrier, whereas if the dam were not built, the current would soon run its course and abate without any more damage being done than a temporary inconvenience to those concerned.

Opposition is not only the life of trade, but it is the life of any doctrine, no matter how erroneous, that tickles the fancy of a number of the inhabitants of any country, just as persecution is the life of a sect. Opposition to any cause frequently invests that cause with the crown of martyrdom, whether it deserves it or not.

Stump orations by merchants at Patrons of Industry gatherings are of no avail in stopping the movement, but on the contrary, have a tendency in the opposite direction. The farmers, as a class, know very little about the percentage of profit required to make a business pay, and it is useless trying to educate them in the matter. Experience is the only teacher, and if left alone to work the thing out in their own way, they will in time get the same kind of experience as they got some years ago in their management of the Grange.

It is unwise for country merchants to attempt to boycott wholesale houses by withdrawing their patronage from those who sell to merchants who supply the Patrons. If the Patrons started stores of their own it would be reasonable to ask the wholesale houses to refuse to supply such stores, but it is unreasonable to ask wholesale houses to stop supplying substantial merchants who have dealt with them for years, simply because these merchants manage their business in their own way. The custom of supplying goods at an advance on cost price is not confined to the retail trade. It is not very many years since the bulk of the dry goods trade was done at an advance on the starting cost price. Cooked invoices, changes in the tariff, and the large amount of Canadian manufactures put into the market stopped this system for a time. It has however to some extent been revived of late, and staple dry goods of Canadian manufacture are now offered by some houses at an advance on cost price, so low as to be below the actual cost of the expense of doing business.

Patron stores will not last long. Those of small capital will be refused credit by the wholesale houses, who know that they can't make it pay, and those of considerable capital will very soon give up supplying the Patrons, when, after stock-taking, they find they have lost money by so doing.

The Patrons can only be strong when they have money in their pockets. Last year there was a large crop, which gave the farmers the handling of considerable money, a great deal of which, no doubt, went to Patron stores. What were the other merchants doing in the meantime ? Were they collecting the amounts which had been standing in their books for one, two, three, or more years ? A few were wise enough to do so, but it is to be feared the majority were spending more time in discussing the Patron question than in vigorous attempts to collect their accounts.

It is impossible for an individual to fight against a combine, and merchants don't appear to be able to form combines of their own. They are about the only class of people who can't.

The Patrons are a combine which the merchants can't fight as a combine. Therefore it is useless to try, but every merchant ought to be able in the interests of his own business to fight an individual farmer. Therefore let him make up his accounts, demand a speedy settlement, take the farmer into his office and talk business to him in the same way as the wholesale merchant talks to his debtor who does not pay up, and if every other means fails try the strong arm of the law on him. If the merchant can't get his money out of the Patron for fresh goods, he will have more time to attend to the collection of his book debts, and if he puts his whole energy into this he will probably reap more benefit to his business than will make up for the loss of sales during the short time the Patrons will be in existence.

If he is afraid of losing custom by taking energetic steps to collect the accounts, and quietly beholds the Patrons passing his door to leave his money, not their own, at the Patron store, he is simply strengthening the Patrons and putting a rod in their hands to whip himself with.

EXCESS BAGGAGE.

The maximum weight of baggage that a traveller's ticket entitles him to carry is 300 pounds. The railway companies should raise this limit to at least 500 pounds. This concession is due to the extensive patronage which their roads receive from the commercial travellers. The railway expenses of every house that maintains a staff of travellers figure very largely in the costs of doing business, and this is supposed to go to the benefit of the railroads. Further, though the roads impose a tax on all baggage above 300 lbs. in weight, they derive but little revenue from excess weight. Excess has to be paid for usually by the traveller, but the remuneration is small in comparison with what the road tariff provides, and seldom reaches the coffers of the company, because it very generally takes the form of a bribe. It is a means, therefore, not of swelling the receipts of the road, but of corrupting the servants of the road. It is also a cover under which now and then a traveller can run in expenses that are not strictly regular, if he be disposed to do so. A set of samples weighing 900 pounds are often carried free of charge so far as the roads are concerned, though they may net the baggage master five or ten dollars. The Boards of Trade should take this matter in hand and endeavor to obtain from the railroads a more liberal allowance for commercial baggage.

HALTON COUNTY AND THE RAILROAD.

A largely attended meeting of the Hamilton Board of Trade was held last week to protest against the action of the G. T. R. in boycotting Halton county by causing two trains per day to run through without stopping. President George E. Bristol occupied the chair, and vigorous speeches were made by A. E. Dalley, A. Turner, A. T. Wood, M. Leggat, John A. Barr and others. It was pointed out that the action of the Grand Trunk was really a blow at Hamilton's business interests by diverting the Halton trade to Toronto and away from Hamilton. On motion of W. Leggat, seconded by A. E. Dalley, a lengthy resolution was unanimously passed condemning the action of the Grand Trunk and endorsing the action of the Council of the Board appointing a committee to proceed to Montreal next week to interview Mr. Seargeant in company with the Civic Railway Committee. At a meeting of the finance committee of Hamilton's council the other day it was decided to act with the Board of Trade and send a deputation to interview General Manager Seargeant, of the Grand Trunk railway, at Montreal, as soon as possible to try and induce him to rescind the action of that railway in cutting off from the people of Halton county all communication by rail by running trains through the county without a stop. The railway people have been sued for $6,000 by Halton county and are retaliating by refusing to stop trains at any stations in Halton. The Halton people have got legal advice that the action of the railway authorities is illegal and that they can compel the latter to stop their trains. The county council of Halton consulted its solicitors, Bain, Laidlaw & Co., of Toronto, as to the legality of the action, and the lawyers have advised that the company's course is clearly illegal. The result will be that another action against the Grand Trunk will be instituted without delay unless the obnoxious order is revoked, and Halton County has so much good fortune already with its law that it is encouraged to go ahead. Hamilton merchants whose trade is suffering from the railway's policy will wish the county success in its appeal to the courts in this case, even if they do not entirely sympathize with the action which is at the root of the difficulty.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

Messrs. Ferres & Co., hardware merchants, Hamilton, offer the Patrons of Industry cheap barbed wire.

The erection of a large storage room at Napanee Mills for the Napanee Cement Works is going forward.

Galt foundries are all very busy working overtime. MacGregor, Gourlay & Co., are building an addition to their shop, 40 x 70 feet, two-storeys, of stone.

A report on the Birmingham gun trade shows an increase of 8 per cent. in the number of barrels proved in the year the McKinley tariff bill has been in operation over the previous year.

Material and machinery are being shipped to Hamilton by the Canadian Conduit Co., which will open its factory in that city in due time. It is expected they will commence operations with 45 hands.

The early closing movement is being agitated again in Morris, Man., and the merchants, with one exception, have signed an agreement to that effect, closing at 7:30, commencing June 1st and lasting until September 1st.

Efforts are being made in Victoria, B. C., to secure by mutual arrangement the closing of retail stores at 7 p. m. except on Saturdays and on the eve of public holidays. Many leading storekeepers of Victoria have already promised their assent and co-operation.

John McDonald, James Fiddes, William A. Braybrook and William E. Langford, all of Petrolea, and Charles H. Schooley, of Toronto, are seeking incorporation as the National Oil Company (limited), with headquarters at Petrolea and a capital of $150,000.

The Toronto Committee on Waterworks will receive tenders by registered post up to 2 p.m. on Monday next for the plant at St Alban's Pumping Station. Lump tenders will be received for the whole plant, also separate tenders for the boilers, scrap iron or the suction pipes in the lake.

The B. C. Iron Works has secured the contract for all the cast iron work for the new Bank of Montreal and Bank of B. N. A. buildings, now in course of erection in Vancouver. There will be large number of iron girders and pillars used, so that the contract is one of considerable magnitude.

The Council of the Montreal Chambre de Commerce met the other day, Mr. L. E. Morin presiding. The secretary was instructed to write to the different Boards of Trade and ask them what instructions they had given to the delegates they intended sending to the congress of Chambers of Commerce of the Empire, to be held in London, Eng., in June, the idea being to secure a uniformity among the Canadian delegates. Resolutions were adopted asking the congress to adopt the metric system of weights and measures and the decimal monetary system for the entire British Empire.

A new railway to be built for the purpose of hauling the ore of Cook and adjacent counties, has been projected. The ore can be shipped to Port Arthur, Ont., loaded on vessels and shipped by the great lakes to Buffalo, Cleveland and all other distributing points. The promoter of the line was James Conmee, M. P., of Port Arthur. He had been in Minneapolis lately furthering the scheme, and, as a result, the Port Arthur, Duluth & Western railway of Minnesota, is already projected, and active building will begin at once. Among the incorporators are Mr. Conmee and Freeman P. Lane, of Minneapolis, both of whom represent Canadian capital in addition to their own stock. The company will build north and meet the Fort Arthur, Duluth & Western railway of Canada, at the border.

MONTREAL TRADE CHAT.

J. & H. Taylor, heavy iron merchants, have removed from St. John St. to 751 Craig St.

Knud Sands, of London, Eng., one of the largest investors in Canadian phosphates, is at the Windsor.

Jas. Peck, of Peck, Benny & Co., wholesale hardware merchants, was sworn in as justice of the peace last week.

A small fire occurred in the foundry of Wm. Clendenning & Co, stove manufacturers, last week. The damage was light.

H. F. Houghton's paint store, on Bluery St. caught fire on Sunday night. The fire was small and $100 will cover the damage done.

Mrs. Pudhomme, wife of F. Pudhomme, of the wholesale hardware firm of Pudhomme & Frere, died on Sunday night last after a short illness.

The Canadian Electric Light Company gives notice that it will apply to the Legislature at its present session for an act to amend its charter.

H. Garrigan and B. Cody have been chosen as delegates to represent the glass blowers at the annual convention to be held in New York State.

It is reported that a new electric manufacturing concern will start up in Montreal in the near future. Several well known Montrealers are said to hold stock in the new company.

Jules Laclaire a driver for the Dominion Barb Wire Company of Lachine, was knocked down and killed by another team last week. The wheel of the other cact passed over his head grinding his face to pulp.

The insurance on Moody & Sons' factory, which was burnt down on Saturday last at Terrebonne, amounts to $20,000. The loss to the firm is double that amount. There is an uncertainty about the firm rebuilding at Terrebonne, as several towns have offered them a bonus.

Nap. Laporte, retail hardware merchant, has moved into his new store on the main street. L. N. Denis & Co., paint and glass merchants, have moved to the main street. N. Froidevaux, painter, has moved to the same street. This makes quite a showing of hardware and paint men on the new side of the main street.

Rand, of New York; Sampson, of Medford, Massachussetts; and Jencks, and Halsey, of Sherbrooke, all manufacturers, are applying for incorporation as the Rackarock company limited, with a capital of $35,000, and headquarters at Sherbrooke. Their purpose is to manufacture explosives and the component parts thereof.

POLITE ATTENTION BEHIND THE COUNTER.

We have written on this subject before. We shall write of it again. It is a subject that will bear repetition a good many times. The cheapest article on the market to-day is politeness, and it is one of the best; and yet it is a commodity that a good many are sublimely and blissfully ignorant of. If a trader does not know how to be polite himself, then he should stay in the back of the store and hide himself, and hire men at the front and behind the counter who have the inclination and can find time to be polite for him. If he will not do this, then he should go into the nickle-in-the-slot-machine business, or retire altogether. It would be for the better for the customer, and it would prove decidedly more remunerative to the trader, were he to serve his patrons by automatic machines, rather than through the medium of inattentive and impolite clerks. How many times has a good customer been driven away on account of a surly clerk. A customer wants attention, and polite attention. It matters not who it is, be it a woman or a man, young or old, that person expects civility, at least. The writer has had many such experiences as above described, and he has ever made it a rule never to give an impolite salesman a second opportunity of exhibiting his ugliness at his expense, and there are thousands similiarly situated. It seems astonishing that a merchant who expects to succeed should overlook, or, as is often the case, care so little about who serves his customers and how they are served. It is not obsequiousness that is wanted, but a civil answer to a civil question. It is only by politeness with a desire to please and satisfy the customer, that a profitable and satisfactory trade can be built up.

We know some people who would do well to cut this out and paste it in their hat.—Ex.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.



JUST RECEIVED

Schultze Smokeless Gunpowder

In 1-2 lb., 1 lb., and 25 lb. packages.

The Best Sporting Powder Made.

SHEFFIELD. **SOLINGEN.**



THIERS. **NEW YORK.**



BEAVER LINE STEAMSHIPS.

SAILING WEEKLY between Montreal and Liverpool Direct. Will be despatched as follows:

From Liverpool	Steamships.	From Montreal..
Sat'y, April 16	Lake Huron....	Wed'y, May 4
" " 23	Lake Superior.	" " 11
" " 30	Lake Winnipeg	" " 18
" May 7	Lake Ontario...	" " 25
" " 14	Lake Nepigon..	" June 1
" " 21	Lake Huron ..	" " 8

Superior accommodation for Saloon, Intermediate and Steerage Passengers.

The Saloon Staterooms are Roomy and all outside, admitting of perfect ventilation.

Each steamer carries a duly qualified surgeon and experienced stewardess

Rates of Passage, Montreal to Liverpool.

SALOON, $40 and $50..... } According to Accom-
ROUND TRIP, $80 and $90 } modation.

The $40 and $80 rates are per Lake Nepigon only.

INTERMEDIATE, $30. STEERAGE, $20.

Passages and Berths can be secured on Application to the Montreal Office or any local Agent.

For further information apply to

H. E. MURRAY, Gen. Manager,
4 Custom House Square,
Montreal.

THE OAKVILLE BASKET COMPANY,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.,

OAKVILLE, ONTARIO.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

Manufacturers of

Pure Prepared Paints,

Mixed Ready for Use.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson,F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

HAVE YOU EXPERIENCED TROUBLE WITH

FLOOR PAINTS



I'VE USED IT.

It is more important to have a reliable floor paint than any other Liquid paint.

They must Dry hard. They must Dry quickly. Brightness and Durability are necessary.

These qualities, it has been proved are to be found in

ADAMANT FLOOR PAINT

In Six Colors, at $1.00 gal. Send for Cards to

Walter H. Cottingham & Co., Montreal.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

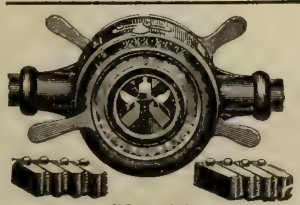
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

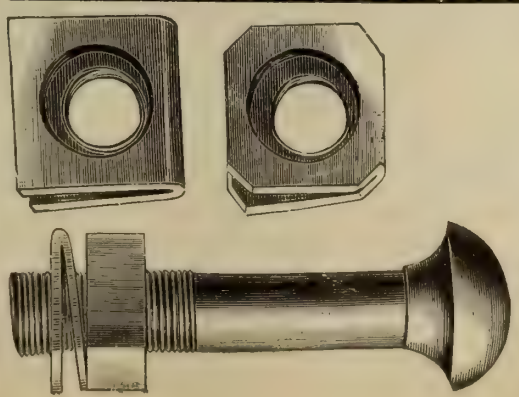
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

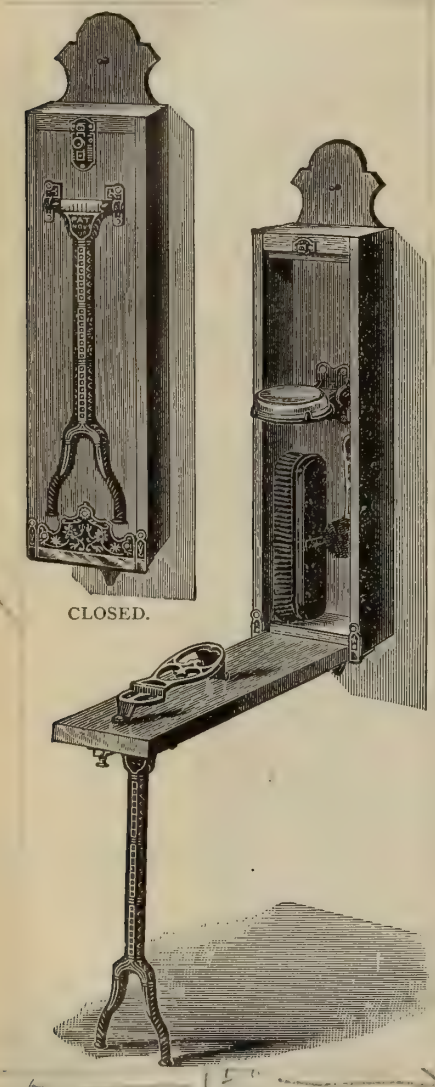
Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.

NEW GOODS.

THE UTILITY BLACKING CABINET.

The Utility Cabinet is offered as a first-class outfit. The idea is novel and practical, the workmanship and material the best. The Cabinet occupies but little room and is never in the way. When not in use it is an ornamental piece of furniture. It can be opened readily and can be closed with facility. The leg is self-adjusting. It always supports the foot rest firmly at a convenient height. The



CLOSED.

iron holder secures the blacking box, also automatically falls in position when the cabinet is opened, and is shut in by the foot rest when closed. Hence one will not soil his hands. The brush and dauber each has a suitable place, and they are within easy reach.

The Cabinets are made of selected hardwood, finished in a manner to harmonize with the finest interior wood work. The metal is attractive in design—made from special patterns—of sufficient strength without a clumsy appearance.

Each Cabinet is furnished with an excellent bristle brush, a dauber and a large box of blacking, which are worth one-half the cost of the entire outfit.

A bottle of ladies' shoe dressing can be kept in the Cabinet under the dauber. The Cabinet can be readily fastened securely to the wall or wainscotting with screws, which are furnished. In many houses the bath room will be found a convenient place for a Cabinet. It is made by the Gilbert & Bennet Man'fg Co., 42 Cliff street, New York.

A LETTER OPENER.

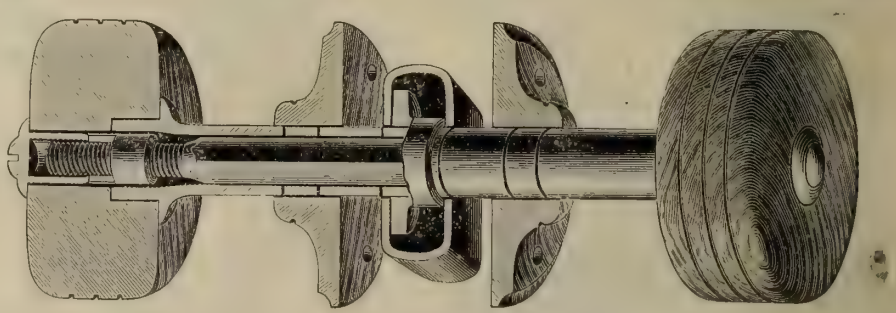
The accompanying cuts illustrate a Letter Opener put on the market by the American Cutlery Co., 193 Mather St., Chicago, Ill.



This Company makes more fine lines in these goods, new and improved ones being added to its nickel plated No. 320.

SELF-ADJUSTING DOOR KNOB.

In this manufacture of knob no side screws are required in attaching the door. The adjustment is to the hub of the lock, and consequently requires no re-adjusting, as the swelling and the shrinking of the door does not effect the free working of the knob. Durability is guaranteed by the fact that it is substantially a bolt secured by a nut, and binds the knob to the lock in such a way that it is impossible to get loose. These knobs can be used with any style or make of locks and latches, the spindle being the same size as those used by all lock manufacturers. Once properly attached to the lock, it will always remain in order. there being no possibility of the knob getting loose on the neck, and no lateral or end play. Builders will note that the Self-Adjusting Knobs can be put on and properly adjusted to the doors six-to-one faster than the ordinary knob, making a saving in consequence of from ten to fifteen per cent. in labor. The knobs are



made of all varieties of hard wood, bronze, porcelain, mineral, etc., but the manufacturers are making a specialty of wood knobs. Sample orders will be sent subject to approval, and the knobs guaranteed in all respects, especially as to strength, durability and perfect adjustment. Sample knobs are sent on application to the manufacturers, C. F. Heim & Co., Shamokin, Pa.

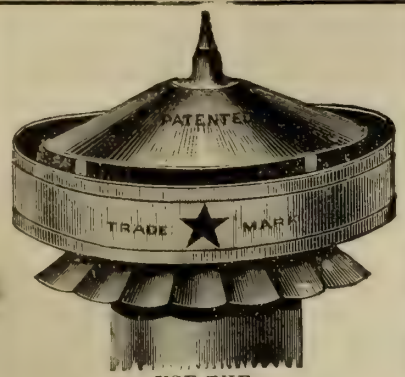
BRAINS IN THE STORE.

It seems to me that many men who would make very respectable officers of the United States could not successfully run a country store. The anxieties of such would wear them out. Consider the varied ability that the store requires—the foresight about the markets, to take advantage of ⅛ per cent. off or on here or there, the vigilance required to keep a "full line," to dispose of goods before they spoil or the popular taste changes, suavity and integrity, duplicity, fairness, and adaptability needed to get customers and keep them, the power to bear the daily and hourly worry, the courage to face the ever present spectre of "failure" which is said to come upon ninety merchants in a hundred the tact needed to meet the whims and complaints of patrons, and the difficulty of getting the patrons who grumble most to pay in order to satisfy the creditors.

When the storekeeper awakens in the morning he feels that his business is not going to come to him spontaneously ; he thinks of his rivals, of the perilous stock, of his debts and his delinquent customers. He has no "constitution" to go by, nothing but his wits and energy to set against the world that day, and every day the struggle and the anxiety are the same. What a number of details he has to carry in his head (consider, for instance, how many different kinds of cheese there are, and how different people love and hate the same kind), and how keen must be his appreciation of the popular taste ! The complexities and annoyances of his business are excessive, and he cannot afford to make any mistakes; if he does he will lose his business, and when a man fails in business (honestly) he loses his nerve, and his career is ended. It is simply amazing, when it is considered, the amount of talent shown in what are called the ordinary businesses of life.— Exchange.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller

The neglect to look after minute details in the factory is a source of great loss to many producers.



—USE THE—
STAR * VENTILATOR
For the VENTILATION of
Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Send for our book on Ventilation.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

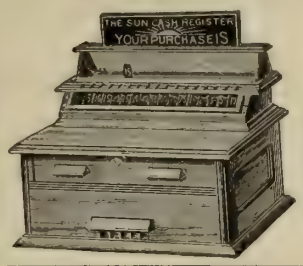
Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,

GANANOQUE.

WHY PAY $200 FOR A KEY REGISTER,

When you can buy the "SUN" Cash Register for $40.00.



The "SUN" will accomplish as much, do it as easy, and is as serviceable.

The "SUN" is the Register for the people.

It is the very latest, simplest, and best register for the money yet offered. Every Merchant can afford to have one or more SUN REGISTERS at convenient places in his store room.

There is no argument against the use of a Cash Register.

REMEMBER: That the little metal ball accomplishes in the "SUN" what complicated and intricate mechanism does in the National.

For further particulars, address

WALTER GROSE,
432 St. Paul St. MONTREAL.

Eureka Steel Head Garden Rake.

PATENTS APPLIED FOR.

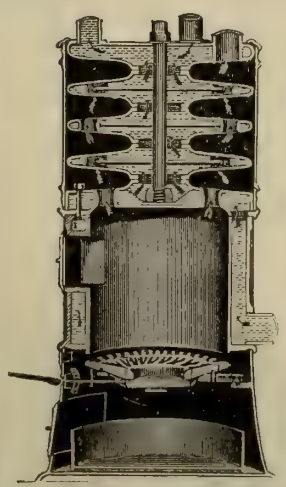


The Head is stamped from a Solid piece of Extra Double Refined Silver Steel and consequently is much stronger than any other Rake now on the Market.

SEND FOR PRICES.

MANUFACTURED BY

JAMES ROBERTSON & CO., - TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS

MONTREAL.

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,
AGENT.



Green Cloth and Screens--

18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40 and 42 inch in stock.

Window and Door Screens--

All Sizes, Hardwood Oil finish, best in the Market.

Write for Catalogue and Price List.

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

SUSPENDED SUCCESS.

Why is it that so large a percentage of business houses lose ground after having made a promising beginning ?

It cannot be accidental, much less a business freak. Its very regularity proclaims the existence of an undeviating reason for it.

What can that reason be ?

Once to discover it for a certainty is to learn how to avoid the fatal fault ever afterwards.

In the first place, the advertising that admittedly wrought prosperous results ceased to be systematic and continuous. Right at this point its assumed intelligence gave way. To falter or pause in the first flush of triumphant encouragement is to abandon the grounds of original confidence, and to confess it to be deceitful and illusive rather than trustworthy and substantial. If intelligent advertising is the one right and sure course at the start, the subsequent neglect of it can only be the wrong and fatal one.

In the second place, advertising is treated by its acknowledged beneficiare in a haphazard, hit-or-miss, run-for-luck way. It ought to require a great deal more courage to experiment as an advertiser even carelessly, much more with aimless recklessness, than after a digested method and with a defined purpose. Yet it oftener seems as if it did not, after all.

In the next place, individual conceit is too frequently born of the prosperity newly attained by advertising. A certain percentage of ambitious men in business only want a limited degree of external encouragement to lead them to think they can achieve all further success without assistance. They ignore the ineradicable fact that the law of modern trade refuses to recognize any longer the solitariness of mere individualism in the vast and restless realm of traffic. It is an increasingly social age that we live in, and trade and commerce above all else have made it so.

Finally, the business houses that fall into inevitable decay from this canse leave off advertising just at the turning point of their established prosperity. Starting out right, they stopped too soon. At this critical juncture another house comes in, inspired with the requisite amount of intelligent courage, and takes up their enterprise right where they deserted it, and propels it to phenomenal success. Is the old Suez Canal story over again.

What one party abandoned because of the cost, another party stands ready to take up at its abandoned stage and carry through triumphantly.

The Egyptian Canal experience supplies as good an illustration as anything else can of the causes of failure or decadence in business enterprises from the gradual or timid abandonment of systematic advertising. If it is true, as it now stands universally confessed, that little or nothing can be accomplished in business without its all-powerful aid, then it becomes self-evident that it should never be weakened or withdrawn so long as success forms the main object of business pursuit.

One thing at a time ; the concentration of available resources ; slow and growing expectations—here is the advertising secret clearly revealed.—T. H Cahill in Advertising.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer.

The Art Metropole

131 YONGE STREET,

TORONTO,

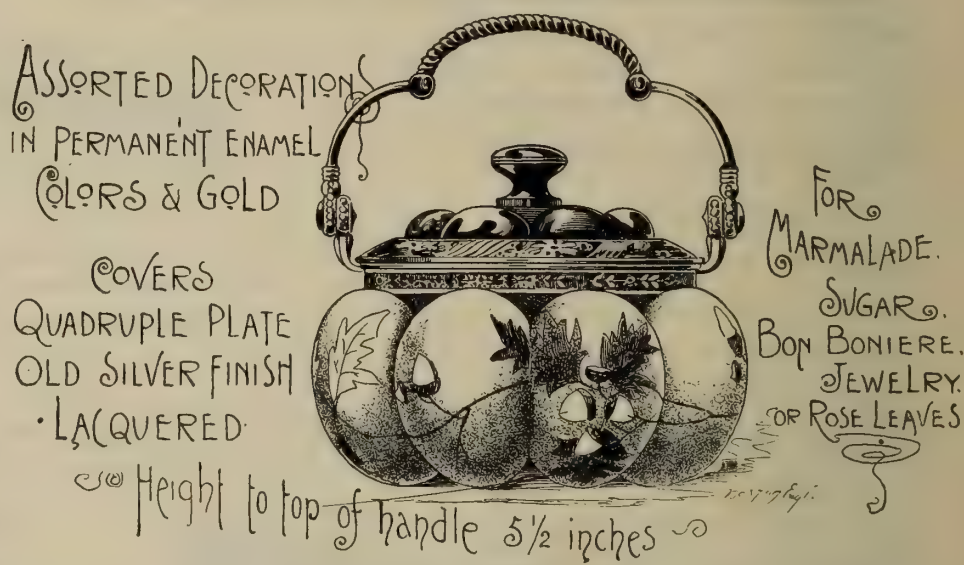
IS HEADQUARTERS FOR

Artists' and Decorators Colors in Tubes, Artists' Canvas, Academy Boards, Brushes and Materials of every kind, being direct Importers from every manufacturer of repute in Artists' supplies, and giving our entire attention to this special trade.

If you handle this line of goods, it will certainly pay you to get quotations.

THE TORONTO SILVER PLATE CO., Manufacturers of

LETTERED SILVER and ELECTRO SILVER PLATE.

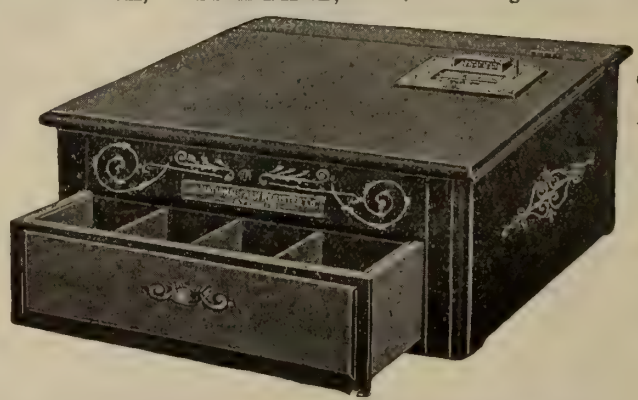


All goods bearing "TORONTO SILVER PLATE CO.'S" name are guaranteed by them.

E. G. Gooderham, Manager. | Factories and Salesrooms--Toronto, Canada. | Jno. C. Copp, Sec-Treas.

Autographic Cash Registers.

Before ordering any Autographic Register, see the **NATIONAL.** Guaranteed equal to the **PECK**, the **STANDARD**, or any other Register of this kind, and only half the price.



We make 34 different kinds of Cash and Autographic Registers

PRICES:

$15, $20, $25, $30, $50, $60, $75, $100, $125, $150, $175, $200, $225 and $250.

No. 33 AUTOGRAPHIC, with Combination Lock, $20.

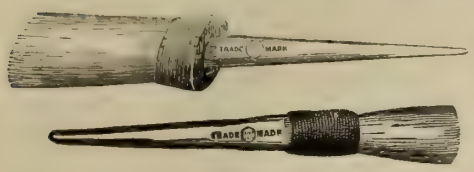
Why pay others $30 or $40 for an Autographic Register when we will sell you one superior to any other made, for $15 or $20 ?

THE NATIONAL CASH REGISTER CO.,

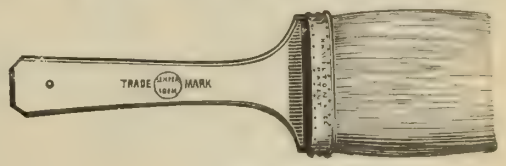
DAYTON, OHIO, U. S. A.

Canadian Salesrooms : Toronto, Ontario, 63 King Street W | Montreal, P. Q., 174 St. James Street.
Halifax, N. S., 107 Holles Street. | Winnipeg, Man., Main and Queen Sts

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



TORONTO, Nov. 6th, 1891.

W. H. JAGGER, ESQ., 24 Front Street West, Toronto.

DEAR SIR,—We have used Messrs. Hamilton & Co's Painter's Brushes for some time past, and find them very satisfactory, both as affecting the questions of quality and durability.

Yours truly, ELLIOTT & SON.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

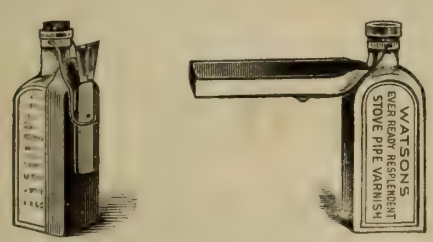
Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."

BRITISH SHEET GLASS
P.B.

These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.



RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes, Piano and Furniture Polish, Stove Pipe Varnish, etc.

PARIS, ONT.

FRANK S. TAGGART & CO.,

89 King St. West, TORONTO.

SOLE CANADIAN AGENTS FOR

PIGOU, WILKS & LAWRENCE, LTD. Winners of all Field Trials for pattern and penetration "ALLIANCE" Brand price per. 25 lb. keg $10. Price per. 1 lb. tin 60c.

E.C. SMOKELESS POWDER CO., Ltd. This smokeless powder possesses special features which place the **E. C.** in the Front rank as a Sporting and Trap Powder. Price per 1-lb. Tin (equal to 2-lbs. Black) $1.75. Price per 25 lb. Drum $37.50.

New Club Shells Loaded with P. W. & L. (Alliance). 10 ga. per. C. $2.50. 12 ga. per. C. $2.25, ditto with E. C. Schultze or American wood. 10 ga. per. C. $3.50. 12 ga. per. C. $3.

Agents for Standard Keystone Targets and Traps.

Frank S. Taggart & Co.,

89 KING ST. WEST, TORONTO.

MARKETS

MONTREAL MARKETS.

MONTREAL, May 13, 1892.

The condition of the iron and heavy material market is about the same as last week, with a few small sales noted in appended report. Prices are somewhat easier in some lines, but the general appearance of things are about the same. Chemicals are in fair demand but not to a startling extent, cement is moving at easier prices for round lots, and the only line that can be called brisk is the paint business, as this season is considered their harvest time, large lots of above goods are going forward every day, and manufacturers and dealers have their hands full to meet prompt delivery. Oils are quiet but firm with a fair trade doing Naval stores have not opened out fully as yet, but dealers are satisfied with trade at present. We may say with the present low prices in all lines business ought to brighten up soon. The majority of dealers say that they expect an advance of prices all round soon, they consider prices low now.

PIG IRON.

The local pig iron market is dull but steady, several small lots of inferior grade stock having arrived. Buyers are still holding off for lower prices which are forced to come when the new stock arrives in quantities. There is still a lot of old stock Carnbroe in store here for which dealers are asking $19. New stock to arrive is being quoted at $17.50, but none has come to hand as yet. We hear of a sale of 100 tons Langham at $19, but this is the only sale of any size we have to report. Middleboro is offering ex wharf at $16.50, and a few small lots have been moved at that figure. The above are the only three lines that have arrived as yet. Summerlee is offered at $19 to arrive, but buyers do not seem to take hold freely at that figure. American pig is said to be making headway in Canada, having got as far as Peterboro', the freight being about the same as that to Montreal.

BAR IRON.

Bar iron is still without change and the only trade doing on spot is a small jobbing one. Manufacturers say they expect business to brighten up soon, as it is now, it is very quiet, but whether this will prove true it is hard to say. We quote $1.85 for wholesale quantities and $2 in a jobbing way.

SCRAP IRON.

It is hard to report anything new in scrap with the small business doing at present. Mills are said to be well stocked and the only trade doing on spot is a very small one. We still quote former prices viz: $17 for wrought scrap, and $13 to $14 for cast scrap according to quality.

TIN PLATES.

The only feature in tin plate is the easier feeling in cokes which are quoted at $3.30 to $3.50. A few small lots have moved ex wharf at the above figures. Charcoals are still held at old prices except a lot of inferior stock which moves at easier prices. We quote cokes $3.30 to $3.50 and charcoals $3.75 to $4.50. The stock that arrived here ex steamship is confined to cokes.

TERNE PLATES.

Terne plate is still featureless, and outside of a small jobbing sale there is nothing new to note at present. Prices, however, are still held at the old figures, but it is thought a concession will have to be made before much business is done. We quote $7 to $8.

CANADA PLATES.

The demand for Canada plate is still restricted to small jobbing sales, and with the present state of affairs it is hard to say when it will pick up. We have no doubt a concession would be made for a round lot. We still quote $2.65 to $2.75.

COPPER, ETC.,

Locally copper is without change, and is easy at the decline noted some time ago. The same remarks apply to other metals. We quote copper 12½ to 13c. and ingot tin at 22 to 22½c.

NAILS

Nails are still having the same fair movement for ordinary stock on the old basis—viz., $2.45. Steel wire nails also have fair call at following prices:

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	.....	$3.00
9 dy to 30 dy	"	.....	3.25
8 dy	"	.....	3.50
7 dy	"	.....	3.75
6 dy	"	.....	3.75
5 dy	"	.....	4.00
4 dy	"	.....	4.25
3 dy	"	.....	5.00
3 dy fine,		.....	6.25

GENERAL HARDWARE.

Trade at this point is very good, and all the houses say that they are satisfied with the state of affairs. Builders' supplies move off more freely during the week. This goes to show that operations must have started at all points. Garden and harvest tools also have the same steady demand as noted last week. And now the retail trade are buying more freely this has the desired effect on the state of affairs in all lines. Payments are on the whole fair and no fault can be found with the way they are coming in. Manufacturers' agents have been working hard during the past few weeks to ship spring orders.

CHEMICALS.

The only thing new in chemicals is the reported advance in bish-potash and soda, which is held firm. The business doing on spot is fair with good enquiry from all points, and with present prices business ought to improve very soon. We quote:

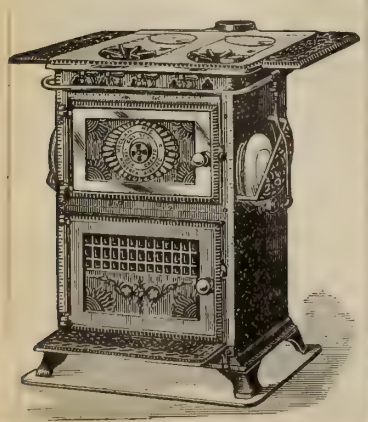
Bleaching powder,	$2.30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.75	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.00	to	0.10
Bich. soda,	0.00	to	0.08
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.30	to	0.32½
Cutch,	0.08½	to	0.09½
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

Glass meets with a fair demand in the regular way. Old stocks on spot are light. The new stocks that are arriving will not materially change prices. Dealers are still talking firm, and business on the whole is as good as it was at the same time last year. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.20 to $3.40 for thirds and fourths.

PAINTS AND LEADS.

The spot paint market continues to have good movement in mixed and fine lines, and manufacturers have their hands full to fill orders with promptness. One dealer hear is working night work to get his orders off with despatch. He also reports the trade this year is better than last. Orders from the west have been especially large this spring, and the trade all seem satisfied with the state of things. Leads also have good enquiry and prospects are brighter for the coming summer. Choice brands of paint,



GAS STOVES.

The best features that scientific and practical experience have demonstrated are embodied in OUR CABINET STOVE. They are very handsomely carved and heavily nickeled. All users gladly give highest praise. One placed will quickly sell others.

We also make stoves of one, two or three burners.

The McClary Mf'g Co..

LONDON, TORONTO, MONTREAL, WINNIPEG.

MARKETS.—Continued

Government standard, $5.50 to $6; No. 1, $5.00; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

OILS.

There is a fair local demand for oils, and this with good enquiry from the west makes things look up all round. Linseed oils have taken a drop during the week but not to any great extent, and the trade here say this is the lowest they will go. If this be true the retail trade may look to an advance as the dealers say things are bound to go up all round. This is the general feeling of the wholesale trade at this point. We quote:—Cod Newfoundland to 45c.; seal, steam refined 50 to 52½c.; linseed raw 56 to 58c.; linseed, boiled 59 to 61c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25; turpentine, 56 to 58c. Less 3 per cent. 30 days.

CEMENT AND FIRE BRICK.

There is a brisk demand for jobbing lots of cement, several enquiries coming from the west both for shipment from stock and to arrive. Prices here are still weak and stocks light. Firebrick trade is good at firm prices. We quote: Belgian $2.10 to $2.15; Newcastle, $2.25 to $2.35; London, $2.35 to $2.50; firebricks, $20 to $25 per 1,000; and off ship $17 50 to $22

NAVAL STORES.

There is a fair local enquiry for naval stores and the ship chandlers are well satisfied with the way the season has started but, it will not be opened fully till the middle of this month. Turpentine is firm but rosins are easy. We quote: Turpentine, 58c. rosin, $2.50 to $5, as to brand; coal tar, $4 to $4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes. Pine pitch $2.60, pine tar $4 00, rosin $2.50 to $4.00

PETROLEUM

The demand for petroleum continues very small. Prices are still being cut and quotations are to be taken as nominal, for it is impossible to say what rates are being taken. Sales of bulk oils are reported at a loss of from half a cent to a cent per gallon. Business in other lines is about the same. We quote: Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 14½c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

TORONTO MARKETS.

TORONTO, May 13, 1892.

HARDWARE.

The trade is now fairly launched upon the quiet season that follows spring shipping. It is not necessarily a season of absolute quiet, but always is one of relative quiet, the active April spell being the basis of comparison. May keeps up fairly well the usual average of that month. The country demand in the way of supplemental or reserved orders is very good, the orders being of the usual assorted character that the trade are used to at this time of year. Sorting up is not expected to be very large just yet, however. Retailers are not supposed to have got under full sail. Their stocks are consequently expected to be nearly intact in many lines, as the season for a strong consumptive demand has not opened for some staple goods. Shovels, spades, garden tools, chain, rope, etc., are lines in current demand among the retailers, and the fact that they are selling a fair amount of this class of stock is manifest from the call for additions to their stock. Barb wire and fencing wire are also among the goods included in the after call. Toronto retailers and manufacturers are cutting a bigger figure in the demand than they were. Prices have not varied in anything, the occasion for cutting having pretty well passed away with the excitement of catching business for future delivery. In other respects the week is bare of events. Money comes to hand tardily enough, and if remittances were as satisfactory as orders, the trade would wear a smiling front.

BARB WIRE—This line has received its chief attention this spring in orders from stock. These come forward quite freely still, the majority of current invoices calling for a parcel. Prices are steady.

BINDER TWINE—Quotations are still in reserve. Manufacturers expected to divulge their prices before this, but they still excuse their delay by charging it to the unsettled United States tariff on this product.

BOLTS—Are fairly active. In carriage bolts the demand is particularly well maintained at 70 per cent. off the list.

BUILDERS' HARDWARE—The demand from the country is still considerable. From the city it continues to be on the quiet side.

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co.
MANUFACTURERS TORONTO

CHAIN—Is still in seasonable interest, small orders coming forward in pretty close succession.

CORDAGE—The brunt of the demand is past. Occasional sales are made at unchanged prices, viz., upon a basis of 12¼c. for Manilla, 10¼c. for Sisal and New Zealand and 8¼c. for tarred lath yarn.

HORSE NAILS—The quotation remains 60 off the list for C, and 60 and 5 off the list for P, B, and M. It is rumored that the manufacturers are about to combine.

HORSE SHOES—A small trade is all there is doing. The price is $3.60 to $3.70.

NAILS—The run of trade is still in small lots. Prices have not varied.

TACKS—There is no ground for comment in the condition of current trade.

WIRE—A fair outward movement goes on, without other feature to note.

METALS.

There is nothing exceptional either on the one hand or the other in the volume of the output of the warehouses. Carloads are not in request, the magnitude of the orders being of the small guage. Metal workers are ordering often rather than largely. In regard to prices the most notable thing is a general absence of fluctuation.

ANTIMONY—The English market has had an advance recently, of which the effect is greater firmness here. Cookson's quotes at 14½c., other grades quote at 13½c.

CANADA PLATES—The booking of orders for future delivery goes on slowly. Blaina is $2.90 to $3, Abercarne and Alloway $3 to $3.10, and Bright is $3.25.

COPPER—The price is easy and the demand dull. It is possible to shade 14c. for ingots.

GAVANIZED IRON—This is one of the metals in leading request. The price of 28-guage, which may be taken as a basis, is 5¼c. in ordinary lots, but for round lots this price could be bettered.

LEAD—There is not much call for lead, and the price is weak. Domestic is steady at 3⅜ to 3½c., and imported at 3⅜ to 3¾c.

GALVANIZED BUCKETS--English and American Patterns.

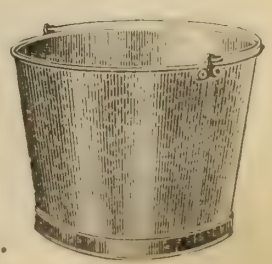


Japanned Ware. Stamped Ware.

Pieced Tinware.

Milk Can Trimmings, Creamer Trimmings,

Dairy Pail Bottoms, etc., etc.



THOS. DAVIDSON & CO.,

474 St. Paul St., Montreal.

MARKETS—Continued.

SHEET ZINC—For this metal the demand is moderately good. Casks are worth 6⅜c., broken lots 6⅝c.

SPELTER—Is fairly active at 4¾c. for domestic and 5¾c. for imported.

TIN—The demand is probably more active for tin than for any other metal. It has had a more unsteady price, too, than any other metal, prices having gone up and down pretty often lately. The quotation is firm at last week's prices for ingots—viz., 23 to 24c.

TIN PLATE—Business continues to be much more backward than it was a year ago. Prices are unchanged.

IRON AND STEEL.

The sales of pig iron, though not individually large, aggregate a very fair-sized volume this week. Stock on contracts made some time ago is arriving in large quantities. A few 200-ton lots have been placed since last report. Prices of British pig have been steady since last week, and it is supposed the bottom has been touched. Southern iron is easy and selling fairly well. Two or three small lots of Siemen's iron have been placed at full prices.

Manufacturers are very busy, many of them, particularly engine and boiler makers, working overtime. This makes the demand for bar iron strong and steady. The inside quotation for merchant bar is $2.05.

OILS, PAINTS AND COLORS.

An error in last week's report put 1½c. on the wrong side of the previous quotation for linseed oil. It should have been credited to a decline instead of to an advance. The price is now 56½c. for 1 to 3 barrels of raw, and 56 for 4 to 10 barrels. Boiled is 3c. above these prices, that is 59½c. for 1 to 3 barrels, and 59c. for 4 to 10 barrels. The above prices apply to Toronto, Hamilton, London and Guelph. Outside of these cities 2c. advance on the quotations given is charged. Linseed oil advanced 1c. in England on Tuesday. Turpentine is now lower than it has been for years, 50c. per gallon being now the price. All paints and paint constituents are otherwise unchanged.

PETROLEUM.

Few sales of importance have been made, the business of the week being at a very ordinary rate of distribution. Prices have not varied, 14 to 15c., being the range for Canada refined.

The Petrolia Advertiser reports: Petrolia crude $1.25 per barrel; Oil Springs crude $1.25½ per bbl. The crude oil market is on a firm basis of $1.25 and there is not much offered at these figures. The feeling is quiet, and has about the same tone that is generally prevalent at this season of the year. The same may be reported as to the refined article, the busy season is about over and we may not expect to see any great changes for a few months to come, when dealers will commence to purchase for their fall supply. Of course a good many things may occur before then in the trade to effect the business, and it is really too bad that the manufacturers cannot obtain a better price for their commodity. Unison of action amongst them would fill the bill, but from past experience they have always agreed to disagree. The lubricating oil trade has a boyant feeling, and justly so, as nature has provided us with the raw material for manufacturing some of the finest lubricants and containing more viscous properties than any other produced in the world, Every expert knows that paraffine in solution is the best of lubricator, and we have it right here in our crude oil. Of course there have been lots of poor goods put on the market and have been ever since mineral lubricants were known.

Those consumers who are always on the look out for "bargains" were sadly taken in, and the lessons of the past few years have caused buyers to look after their interests more closely. There are still some inferior grades floating about, but the great majority find a resting place on the retired list. Improved processes for manufacture have worked a revolution in the lubricating oil line, and the increased demand of petroleum lubricants over animal or vegetable oils is assurance that this demand has come to stay. Our grades and brands are definitely established, and every barrel will be found exactly what it pretends to be

GLASS.

Glass is active and scarce on a basis of $1.35.

OLD MATERIAL.

The week has developed nothing new in old material, the price remaining at the points indicated in last report and business being of about the same magnitude as it was then. The following are the quotations: No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES—No change is to be noted. No. 1 green cows' are 4½c. Cured are steady at 5c.

SKINS—Sheepskins are $1.15 to $1.30, lambskins are 20., calfskins 5 to 7c..

TALLOW—Is very plentiful. The quotation is weak at 5½c. for rough.

WOOL—Fleeces are dull and unchanged at 18c.

ANTIFRICTION METALS FOR HARDWARE TRADE.

The best metal to handle in trade is that which is the best, and that which gives the best satisfaction to your customers, and is recognized as a first class article by engineers and machinery builders, and mill and machinery owners, of all kinds. Spooners Copperine fills your wants exactly, being handsomely put up, and a better article than can be made by any foundry in this country, and withal so much cheaper. Too much cannot be said in favor of this article. It is used in all the best machinery in this country, notably in Toronto Water Works, by electric light companies, the largest grist and saw mills, and by all the leading manufacturers of machinery. A merchant who carries Copperine in stock, and no other cheap jack metals, will be sure to sell a lot of this metal. It is advertised as Canadian made and stumps the world

HE GOT AHEAD OF THE BANKER.

One of the richest of the Wall Street bankers, a gentleman of very amiable disposition usually, has conceived a violent dislike of peddlers in consequence of a smart trick that one of that class played on him a day or two ago. In defiance of the conspicuously-posted notice, "Beggars and peddlers not allowed in this office," a soiled and hungry-looking vendor of illuminated calendars pushed his way into the banker's private office and insisted that the rich man must buy a calendar to help "a starving fellow-creature." He bothered the banker with his ill-smelling presence so long that his departure was purchased for half a dollar. The banker pointed to two or three calendars hanging in his office, and said that he had no use for another one. The peddler, however, volunteered to leave one at the banker's house that evening. The banker paid no attention to that offer, but when he reached home that evening his wife informed him that a man had been there only a few minutes before and left a calendar. "He said that you sent him here," remarked the wife, "and told him to collect a dollar from me."

"Did you give him a dollar?" asked the banker, with rising choler.

"I did," said the wife.

The banker muttered a few harsh words to himself and, summoning his butler, sent him out into the street with instructions to "find that blamed peddler and bring him back." The butler overtook the peddler a couple of blocks away and bade him return to the house at once. "My master wants to see you," said he.

"Vy, yaas; I vus shust at der house and vas miss him," drawled the peddler, with sublime assurance. "But I know vat he vants. He vants a calendar. Here it is. I am in a hurry. You gif me der fifty cents and he vill bay you." The unsuspecting butler handed over the half dollar, took the calendar, and hurried back to his master with a beaming face. The beam did not retain its beaminess long.—Ex.

Restore goods to their proper places as soon after using as possible

A feather duster disperses but does not remove the dust from the store.

Every line of goods embodies a history and a cience worth years of study to understand

A reputation for truthfulness is indispensable to permanent and satisfying success.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

Competition is keen and active, and the only way to meet it successfully is to buy from best houses, and at lowest prices.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

CARD.—THE ADVERTISER WHO HAS BEEN connected during the past twenty-five years with some of the most important wholesale importing firms in Montreal, and has had an extended experience in travelling in Canada and Australia, purposes making a business trip to the North-West and British Columbia if sufficient and appended business commissions can be secured at an early date. Correspondence solicited, addressed Mr. Wm Smiall P. O. Box 1554, Montreal. 20

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

WANTED—LOCAL AND TRAVELLING Agents to sell Mucilage, Paste, Gums and Sizings, to Mills and Dealers. Liberal Commissions. The Arabol Mfg Co., 13 Gold St., New York

WANTED — AGENTS TO HANDLE SIDE line for harness trade. Sample light. H. E. Evans Mfg. Co., Racine, Wis. 20

SNIDER RIFLES WANTED.

WE WANT HALF A DOZEN SECOND-HAND Snider-Enfield Rifles—military pattern—any kind will do if they are complete and the price be low Address, Snider-Enfield, care HARDWARE. tf.

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry and a great variety of Show Case Goods Send for Catalogue.

THE SUPPLY CO., Niagara Falls, Ont.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, Ontario.

GLASS.

Window Glass,
Colored Glass,
Enamelled Glass,
Rolled Glass.

See latest designs in
FANCY IMPERIAL
and
MECHANICAL EMBOSSED.

A. RAMSAY & SON,
Established 1842.
MONTREAL.

FORBES' NEW PATENT.

GLOWING OPINIONS FROM ALL POINTS.

ACHIEVED! ACHIEVED! ACHIEVED!!



PRICES REDUCED AND GOODS IMPROVED. Write for full information in GOOD TIME. NOW is the best time.

The Forbes Manufacturing Co., Halifax, N. S.

P. O. Box 2029.

The William Johnson Company

(INCORPORATED)

572 WILLIAM STREET.

MONTREAL, 1st MARCH, 1892.

DEAR SIR,

We beg to inform you that we have sold our business, including our Factory, Stock of Merchandise and Goodwill to

THE CANADA PAINT COMPANY, Ltd.,

who will continue to carry on the business in the premises heretofore occupied by us, and for whom we heartily bespeak a continuance of the patronage you have hitherto bestowed on us.

For purposes of Liquidation, our address remains as above.

Yours faithfully,

The William Johnson Company.

WHERE THE JOKE COMES IN.

"Good morning Solomon! I see you have got two good salesmen on the road."

"I have gott no salesmans on de roat. I have gott two termometers. One writes me from down Soud, and says: 'It is too hot to sell de goods.' De otter writes from the Nordwest, and says: 'It is too cold to sell dem goods.' I write back to dem: 'Hereafter I vill consult de wedder bureau.'"—Ex.

Bill Collector—"Six times within a month have I called with this bill. Now, I warn you that I will not call again!" Editor (joyfully)—"Shake! If I can only get ten more of 'em to swear off like that I'll buy a week's groceries and celebrate."—Atlanta Constitution.

Employer—Want to go home? Where do you feel ill?

Boy—Here, sir, in the office. I guess I'll feel better when I get the air on the baseball ground.

A lady who was shopping stepped up to a merchant and inquired: "What does that sign in your window mean? 'Goods sold at a sweeping reduction.'" "It means, madam, that customers are expected to raise the dust," was the suave reply.—Detroit Free Press.

Man's life is a constant trial, and all his neighbors are on the jury.—Indianapolis Journal.

The man who makes a doormat of himself for people to wipe their feet upon will soon be surprised at the frequency with which he is used.—Yarmouth Register.

TEA-CHEST LEAD.

One of the industries in connection with the tea trade is the collection of the lead with which the tea chests are lined. China has been noted from all time for the purity of its lead and the great value of its lead mines, and this tea-chest lead, as it is called, is regarded as the finest in existence. It commands five cents and upward a pound, and finds ready buyers. There are many uses for it, and it is especially valuable in making the best kinds of solder. It is excellent for preserving furs and delicate fabrics, and is much sought for by military and naval men in which to wrap their dress uniforms, for it not only preserves the cloth but prevents the gold ornaments from tarnishing.

One would think that, where so much of this sheet lead is made use of as in China, there would be machinery employed in its production; but such is not the case, and every sheet of it is made by hand and in the most primitive fashion. A large brick is provided, the size of the sheet of lead to be made, and this brick is covered with two or three sheets of paper. On this paper the molten lead is poured, and another brick is placed on top, which flattens the lead out to the required size and thickness. The sheets are then soldered together to the size of the interior of the tea-chest, the tea packed in and the top sheet fastened in place. The workmen are very expert and turn out a vast number of sheets in the course of a day, and, where labor is so cheap at a price much less than it could be made by machinery.—Boston Journal of Commerce.

PROVERBS FOR ADVERTISERS.

Spare the advertisements and spoil the business.

He is a wise man who takes a large space and puts little matter in it.

Whoso loveth a good business loveth advertising; but he that despiseth fame is an ass.

A good advertisement is like the merchant's ships; it bringeth abundance from afar.

He that payeth for advertisements with goods is a fool, for he raiseth up competition in his own market.

Every wise man advertiseth, but a fool speculateth on the Stock Exchange.

He that trusteth in a large circulation shall be wealthy, but he that believeth in cheap rates shall be busted.

The smallest circulation hath oft the loudest tongue.

A big advertiser leaveth an inheritance to his children's children's children.

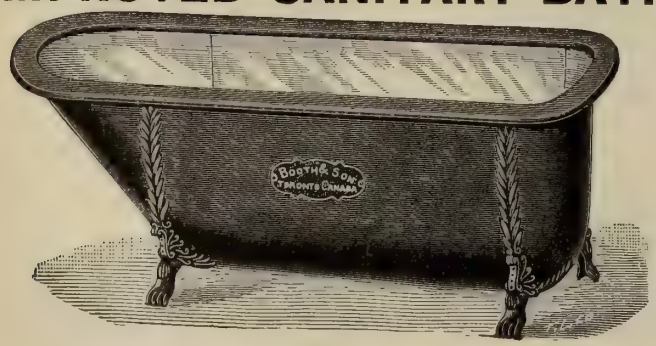
A small advertisement is better than a bad traveller.

It is hard to get a forty-page catalogue into an inch in a column.

An advertisement is not a luxury, but a necessity.—"Wal," in London Fame.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

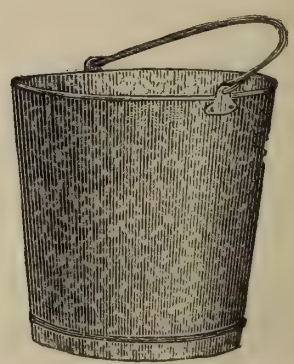
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Galvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S

Butcher Knives

and Steels,

Farriers' and

Shoe Knives

Are the best in the World.

Trade Mark.

FENERTY'S PATENT SHOVELS, SPADES, SCOOPS,

INTERNATIONAL EXHIBITION JAMAICA 1891

LIGHT, STRONG, DURABLE.

Highest Award, Silver Medal, Jamaica Ex.

Halifax Shovel Co., Ltd., Halifax, N.S.

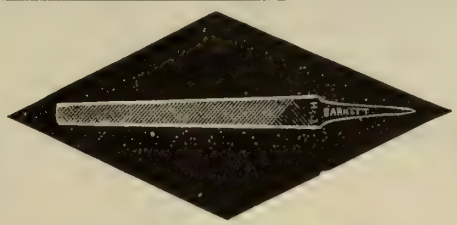
VICTORIA R & I. AND OF JAMAICA SUPREME LADY

HALIFAX SHOVEL CO., Ltd.

Dear Sirs,—Your make of shovels, "Fenerty's Patent," that we have been using for Railway construction have given every satisfaction, never breaks and wears well.

Yours truly, HIRAM DONKIN, Resident Chief Engineer, Cape Breton Railway.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

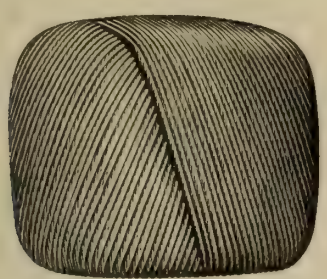
EVERY OTHER DESCRIPTION OF SAWFILES.

It ain't as pretty as manilla, but it gets there just the same.

(TRADE MARK)

"COMMON SENSE"

(DICK'S PROCESS—PATENT APPLIED FOR)



Common Sense Binder Twine.

We have a few tons remaining which we are desirous of distributing in those sections where it has not yet been introduced. We are unable to increase qnantity of any orders now booked, nor accept orders from Towns or Villages where sales for this season have already been made.

M. & L. SAMUEL, BENJAMIN & CO.,

TORONTO, ONT.

RAZOR STROPS.

We guarantee the usefulness of every Strop we make.
We are manufacturing in large quantities, thereby making the prices close.

THE HEMMING BROS. CO., Ltd.,

76 YORK STREET, TORONTO.



SALES MADE OR PENDING.

Stephen W. Westcott, general merchant, Freeport, N. S., has sold out.

Bookless, Haley & Co., general merchants, Orangeville, Ont., have sold out to W. C. Dahl & Co.

PARTNERSHIPS FORMED AND DISSOLVED.

Sheraton & Sefridge, stove dealers and house furnishers, St. John, N. B., have dissolved.

McGiffin & Campbell, hardware and stove dealers, Miami, N. W. T., have been succeeded by Campbell & Lawrence.

REMOVALS AND DEATHS.

Philippe Hebert, general merchant, St. Patrick's Hill, Que., is dead.

Wm. L. Hicks, of the firm A. & W. Hicks, general merchants, Hampton, N. B., is dead.

FIRES.

P. D. Dods & Co., wholesale paint merchants, Montreal, are partially burnt out. Insurance about $40,000. Loss estimated at $25,000

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

S. H. Clark, general merchant, Millville, N.B., has assigned.

Isabella McKenny, general merchant, St. Laurent, Man., has assigned.

ONE WAY TO COLLECT.

Tom O'Brien, the old boy at Baker & Hicks, stocks and bonds, had achieved his promotion.

A quiet, modest youth named Henry Briggs had been hired to fill his place, and so it fell to Tom's lot to accompany the new comer the first time he made his rounds among the offices, in order to instruct him in the ways of the business.

Tom was a sharp, precocious youngster from the East-side; and as none of the pure and noble precepts he had learned in Wall Street had touched his low sense of the proprieties, he resolved to play a dastardly trick on the novice.

"Well, Cully," he remarked, as he lit a cigarette, which he had stolen from the bookkeeper before leaving the office, "I suppose you thing yer knows how to git in dem checks? Oh, yer does, hey? Well, how'd you work it?"

"I'd go into an office and say: "Have you a check for Baker & Hicks?" began Henry. But Tom cut him short with a howl of derision.

"Oh, yer would, would yer? I'd like to see yer once! Dat's Sunday school talk; dat ain't business; dey'd know yer was green in a minute. Come wid me, and I'll show yer." And he dragged the new boy into a large office where the check-window was filled with a freckle-faced chum of his, also an East-sider. "Gimme my check!" demanded Tom, with a defiant swagger.

"Check nothin'," retorted his friend; "t'row yet outer de office first."

"Gimme dat check, or I'll climb over de fence an' break yer face in," reiterated Tom.

"How much does yer want?" asked the youth, apparently somewhat mollified.

"None of yer business!" answered Tom, and then, after a final exchange of courtesies, he secured his check and left the office.

"Dat's de way we does it," he explained to Henry.

"It seems very strange," mused the latter, doubtfully.

"Rats! Don't yer take no guff from nobody. Come, we'll try the next place." And a similar scene enacted with another of Tom's cronies convinced Henry that business methods were strange but arbitrary.

"Now, den," said Tom, wickedly, as he pointed to one of the most respectable and wealthy houses on the street, "go in dere an' let's see what yer can do."

Henry mustered up his courage; he thought he could give a good enough imitation of Tom's business-like language to escape being regarded as "green;" at any rate, he meant to try.

He entered the office. The white-haired old cashier beamed benevolently on him through the window.

* * * *

A moment later Henry darted hurriedly through the door. There was a desperate dash along the hallway, a headlong plunge down the steps; and then Wall street was treated to the spectacle of an exciting foot-race between an angry old gentleman and a badly scared youth, whose fears lent wings to his feet, and carried him rapidly out of sight.—Harry Romaine, in Puck.

BUSINESS OPPORTUNITY.—Advertiser owns Canadian Patent for a rapid selling household article, which has proved a wonderful success in the United States. On account of the Canadian duties, desires to sell to a manufacturer here. Will bear the fullest investigation and closest scrutiny. Address, H. D. Blakemore, Moline, Ill.

CHAS. D. CHOWN
Manufacturers' and Commission Agent,
Tinsmiths', Plumbers' and Builders' Specialties.
KINGSTON, ONT.

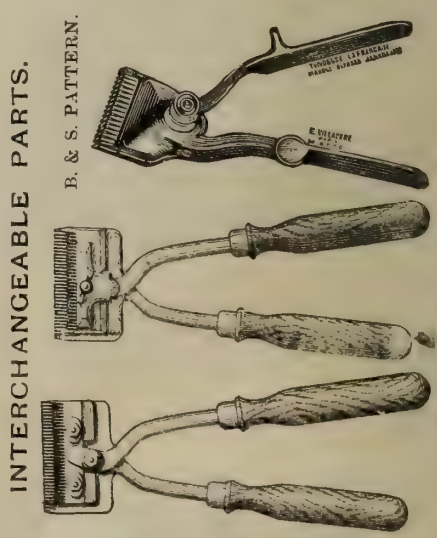


BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.



CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.

Villadere Clippers.



ATTRACTIVE PRICES
Sole Agents for Canada,
Painchaud, Squire & Co.
Temple Building, MONTREAL.

OFFICES: 100-102 Reade St., New York, U.S.A.



KEARNEY & FOOT CO

WORKS Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co., Toronto.

PORTLAND CEMENTS

From $1.80 per cask upwards.

FIRE BRICKS, from $15 per 1000

DRAIN PIPES, from 7 cents to $1.30 per foot.

CALCINED PLASTER.

MORTER COLORS.

ENAMELLED SINKS, (Porcelain.)

And all kinds of Builders' and Contractors' Supplies.

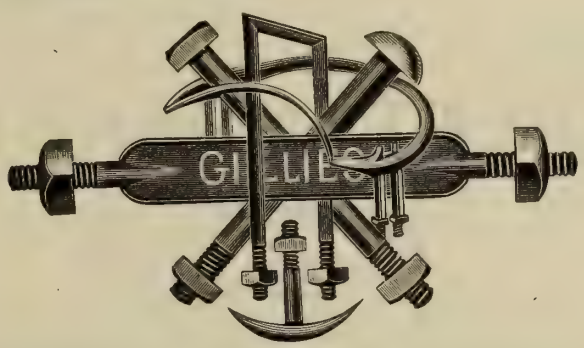
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co

MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts Carriage Forging of all kinds SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

Best in the World.

Wrapping Paper.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. Send for samples.

The Price Low.

STEEL.

Every consumer knows that it pays to use the best Tool Steel. We consider JESSOPS the best, and price is low.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

To the Trade :

OUR NEW CATALOGUE

—OF—

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto,

TELEPHONE 2164.

—REPRESENTING—

J. L. GOODHUE & CO., Danville, Que. Leather Belting.

ALEX. McARTHUR & CO., Montreal. Tarred Felt, Building Paper, Coal Tar, Pitch, Etc. Etc.

SHEPARD HARDWARE CO., Buffalo, N. Y. Etc. Etc. Etc.

Send for Prices.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X., "	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Iron, per 100 lb	$2 05 2 15
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 50 2 65
Hoop " "	2 60 2 65
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 12
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina ½ bright	2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅞
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 21 0 22
" 35 to 45 " "	0 20 0 21
" 50 lb and above per lb	0 19 0 20

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05¾ 0 06
Domestic "	0 05½ 0 05¾

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 16 0 18
Standard	0 15 0 17

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, Berger's ex. deep, per lb	0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56 0 56½
Boiled "	0 59 0 59½

Turpentine (in bbls)

Selected Packages, per gal	0 50

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 10 p.c.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 3 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross... ... } 7 25 8 00
" Sewing, " ... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... ..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent.

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex ....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Fire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... ... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " .... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches.				
16 to 25	1.35	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
57 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled.
Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 5 per cent

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. o 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'r's', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to 70 per cent

Nails.

Cut Nails (Iron)
1. Either Canada or American Pattern.
Basis—50 to 60 dy..... 2 30
40dy..... 2 35
30 dy..... 2 40
20, 16 & 12 dy..... 2 45
10 dy..... 2 50
8 & 9 dy 2 55
6 & 7 dy..... 2 70
2. American Pattern Only
from 4 to 5 dy 2 90
3 dy. (lath)..... 3 30
3. Canada Pattern Only
from 4 to 5 dy 2 80
3 dy. (lath)..... 3 20
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p.c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, 1bs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10½ 10¾ 12½	13
¼, 5-16, ⅜ in.....	11 11½ 13	13½
3-16 in.....	11½ 11¾ 14	
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 75 0 80
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ½ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 50 p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 14
" Red cap..... ..... 0 12
" Crown..... ..... 0 11
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
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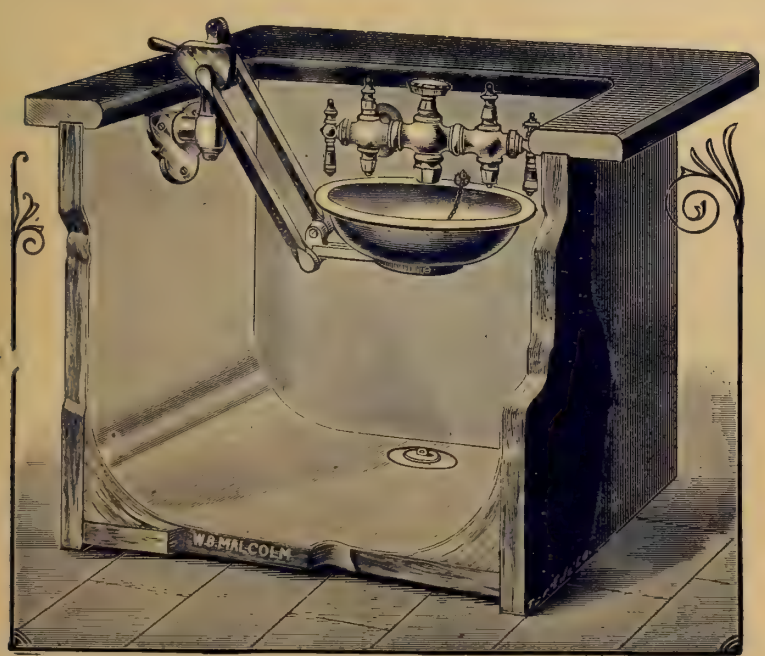
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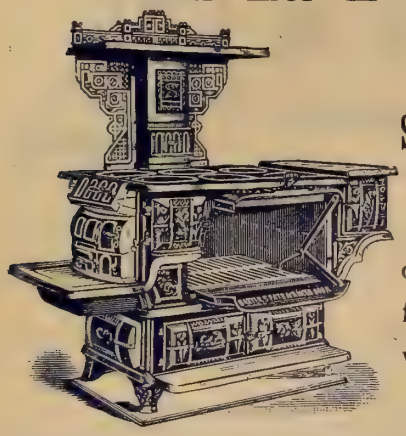
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VOL. IV. TORONTO, MAY 21, 1892. No. 21.

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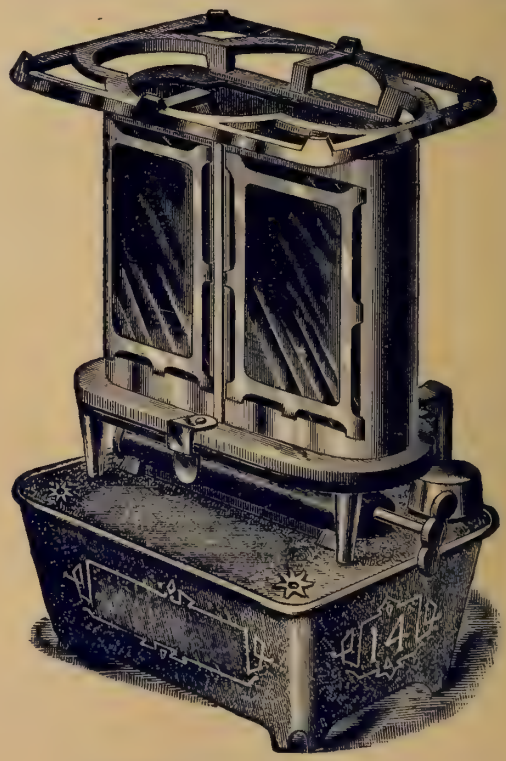
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Vol. 4. TORONTO, MAY 21, 1892 No. 21

☞ We beg to advise our readers of a change in our premises. Our office and place of publication is now at No. 10 Front St. East, next door to the Board of Trade building. This removal, itself an improvement, enables us to add many other features that former limitations of space would not allow. Correspondents or visitors will please remember the change.

This paper leaves the Toronto Post Office Friday evening. Subscribers not receiving it promptly should write us at once. Their doing so will be considered a favor.

THIS WEEK'S MOTTO:

The best way to better one's circumstances is to improve his opportunities.

In a communication received from P. D. Dods & Co., we are advised that the glaziers' diamonds referred to in these columns last week were not detained by the customs authorities because of suspected undervaluation, but because of delay in examining the goods.

* * *

The strike of the Hamilton moulders has made some difference in the trade of most stove-founders whose works are not in Hamilton. It has had the effect of limiting production and making business better for those whose operations have not been disturbed. The larger concerns report a very strong demand for ranges, stock being sent forward as fast as it can be produced. The present season has a very good rating in the stove trade.

* * *

The trade in terne plate does not revive. The imposition of a duty of 12½ per cent. last summer seems to have more than paralyzed the trade in this plate—in fact, seems to have killed it. Roofers ceased to buy after the price was thus increased by one-eighth, and have since used other material, notably galvanized iron and shingle plate. Any other effect the duty has had is of little moment. It has not helped any domestic industry, and has benefited the revenue but slightly.

* * *

The prices for binder twine will be announced on Monday next. The Consumers' Cordage Company has pretty well decided what they will be, but would give HARDWARE no definite information for this week's issue. It is claimed that they will be lower than last year. The suspension of quotations has made business backward this season, as there has been no booking subject to price. Some houses that had stock in store sold it, but beyond that, trade has had to wait on the quotations of the Consumers' Cordage Co.

* * *

The manufacturers of horse nails have not yet come to any agreement as to a common price list. Negotiations are still pending and may culminate in something, but one of the difficulties in the way is the business that jobbers may now have booked for future delivery at current prices. If there is likely to be an advance and jobbers are required to conform to a list, the manufacturers will probably find that they will have to make exceptions for so great quantities that the list will be practically inoperative for six months ahead of the time of its adoption. It will be a condition of the adhesion of jobbers that they have business now booked recoganized by manufacturers. This condition usually goes with combine arrangements to which the jobbers are asked to be parties. It is a convenient resort for those who have but little stock on hand and desire to load up on the eve of an advance, and it is a means of self-protection on the part of those who have contracted to supply goods at prices current before the advance.

* * *

The trade in gas stoves has grown by a little larger increment every summer since it began, and manufacturers expect a big call this year. The reports of travellers, who have just started on this line, so far bear out that expectation. These stoves cannot but increase with the extension of the use and circulation of gas. Cooking over a fiery furnace when the natural temperature is somewhere about 90 in the shade, is what nobody will do from choice, so that the use of the coal or wood range in towns and cities during the summer must decline. Economy as well as comfort is on the side of the gas stove, as in it fuel is consumed only while it is doing required service, not a minute longer. The simplicity and safety of the modern gas stove are also factors for extending its use. It is a great pity that with these advantages in favor of consumers and manufacturers, it had not equal advantages in favor of traders. But the gas companies usurp the place of the traders and turn the gas stove to their advantage.

* * *

On another page of this issue is copied a letter, which was published a few days ago in the Halifax Morning Chronicle. It is written by a man evidently very familiar with the class of questions insolvency legislation will have to deal with, and familiar too with the business processes that make bankrupts. It contains as well a very good statement of the grounds for whatever doubt exists as to the value of a national insolvency act. There are some people who look upon a measure of that description as statutory impertinence. They hold that failures and their consequences, unless when criminal, are the result of commercial freedom, and since the cause—excessive competition, bad buying, inexperience, depressed prices, overloading, scarcity of money, etc.—cannot be regulated by law, law should have nothing to do with the effect. That would hardly do, however, as a general principle for defining the scope of law, as a comparatively harmless initial cause is often the beginning of destructive results. It is not unlawful for a man to take a glass of whiskey, or a dozen glasses, but it is unlawful for him to murder anybody under the influence of it. Those who oppose insolvency legislation, admit that much and serious mischief results from failures and injudicious settlements, but they place the onus of this on the creditors, who are free to sell as they will, but who ought, they claim, to be responsible for any bad judgment they show in granting credit. The theory of the "freedom" argument, even if more admissable than it is, would be swept away by commercial opinion if the matter of an insolvency act were left to be settled between the two.

THE MANUFACTURE OF MODERN HARDWARE.

From Chaos to the present date has been a period in which revolution upon revolution has taken place and the process of revolution will in all probability continue until the earth has ceased to revolve and all things on it moveable shall fly away, at tangents into space. Each line of trade, each branch of manufacture, has become complete and entirely different from its former state of existence, and what particular line shows greater evidence of this than that of builders' hardware?

During the past decade great strides have been taken in this branch of manufacture until to-day we have reached a point hitherto unattained both, as regards effect and quality. A few years since the only thought given to manufacture of hardware was quantity, not quality or design. To-day, compared with twenty-five years ago, as regards hardware, is like comparing the present modes of luxurious travel with the accomodations of the stage coach and canal of that time. The manufacturer of a few years since carried a few stock patterns that were neither graceful, useful or otherwise. From these patterns the trim for the tenament, the office building and the private residence was made; each one had the same appearance, and aside from finish the same trim appeared on all the buildings. Design in the other lines of hardware trimming was almost unknown, with the one exception of the Gothic figure, and even this was poorly executed, the entire effort being to get rid of a little plain surface which would have looked far better untouched. The knob, escutcheon or hinge plate—the latter were little used until quite recently—were simply pieces that disfigured and nothing more.

Such firms as Yale & Towne, P. & F. Corbin, A. G. Newman, are the manufacturers who have been largely instrumental in bringing modern hardware to the position it now holds. These concerns as well as others less prominent, have consigned to the scrap heap the patterns which to-day would be called "hardware horrors," and in their place we have the elegant trimmings in all the various schools of architecture and different finishes that go to make the modern building the most beautiful, from an architectural standpoint of any since man began to build.

The old lock has taken a back seat or rather is not, to use an expressive term, "in it." The present demand is for high-class goods, resulting from the enlightenment of those who pay for them, and the efforts of the leading manufacturers are content in trying to outdo the competitor, both in regard to style and cost. The result is that each of those firms engaged in producing hardware for building is daily putting on the market new goods that surpass the former products, and to evident the fact of the general appreciation of artistic fitness no goods have as yet been produced that are too elaborate to find a buyer.

In the production of this high grade of hardware thousands of men are employed; artists who demand high figures for their designs, locksmiths who have and use ability far surpassing that of any age; skilled artisans all, who are capable of turning out products that even the ancients, with all their reputed skill, did not attain. In the present time art in the very highest sense of the word is employed in the manufacture of hardware. To have and retain this degree of excellence, only artists who are capable of producing the high character of work now used are employed, and this means the employment of men who stand at the head of the profession. The manufacturing jeweler does not employ men in anyway superior to those employed by the leading hardware manufacturers. This fact will be appreciated by a visit to the sample rooms of any of the leading manufacturers, and an inspection of the Renaissance designs or those of the Rococo school of ornament. The two schools mentioned are those in which the most elegant and refined effects are attained. The various stages that are passed through in making a piece of hardware are numerous and beset with details. From the time the drawing leaves the architect or designer until it leaves the shops in a metal form it is constantly in the hands of skilled workmen, each one of whom has his particular work to do and each separate piece of work adding to the general effect. The hardware dealer fumes and worries because the hardware is so behind-hand. Suppose we follow a piece of work from the start to the finish. When the drawing leaves the designer it goes to the either the modeler in wax, plaster or wood carver. If the design be of the Renaissance type and the piece a door pull, a week may be allowed to get the plaster model ready for the sand. This point being reached the metal casting is made—another two days here—and the pattern goes to the metal pattern maker to be backed, have the screw spots put in etc. From here to the chaser, whose work brings out the finer effects and generally smoothens the entire piece, this work occupies say, four days. The pattern is now ready to be given to the moulder, who, having a fine piece of work to do does it by the dry sand process. Two or three days are here used up in replacing bad castings, cleaning in the acid baths, etc. Now to the fitting department, the polishing room and the chasing room. Provided no defects are found in the piece, this work will require seven days more. Now, if the piece is to be plated, three days more will be consumed. It will be seen that two weeks time is easily used up in this work, always taking it for granted that no bad pieces are found. To all this a lesson is attached, and it is this: The hardware on a building should not be left until the last thing. A dealer or contractor will save a great deal of worry and anxiety by placing the order for the hardware early in the work of contraoting. By doing this he gets better results from the manufacturer and consequently more credit for the job.

CHEAP EXCURSIONS.

Cheap excursions to central trading points play havoc with the trade of provincial towns. They are got up for pleasure, but are usually taken advantage of by a very hard-headed lot of pleasure-seekers, who contract their purse-strings for days ahead that they may be able to bring home a lot of bargains. In this way a single day will often affect local trade for weeks both before and after it. Special passenger rates on market days also work against the welfare of small towns. The interests of the railway companies are not always identical with those of the towns along their line. Of course the larger the commerce of the smaller interior trading points the more they are a source of revenue to the railways, as they yield a big freight income if they have a big distribution. The railway companies, however, are willing to forego the slight increase in their freight returns for the sake of the greater increase in their fare returns that popular excursions can produce. A correspondent in the Times of Port Hope refers to an excursion from that town to this city, and estimates at $2,000 the purchasing power transferred from Port Hope to Toronto by that excursion. The church which got it up, he considers, made about $30. Here is a great deal of mischief done to local and substantial interests for a very small benefit. If the concerns which get up these excursions would make an estimate of what they consider the net returns derivable from a popular excursion should be, and then assess the local merchants for this, it would often be more profitable for the latter to pay it than let the excursion go on. Thirty dollars is far short of the profit the local trade should make upon an outlay of $2,000. The business men who are members of bodies that get up excursions ought to use their influence against any that are likely to be in the interests of buyers. The main point, the great drawing card nowadays with these excursions, is not solid pleasure, but solid business. A destination is not always picked out for its picturesqueness, but often for its price attractions.

A syndicate of English capitalists are making arrangements to commence running on a large scale and erect smelting works in Graham, just east of Nickel City.

An issuer of bogus fifty cent and one dollar coins has been swindling the residents of the rural villages. His modus operandi was to purchase some cheap article and tendering one of the counterfeit coins in payment get his change in good money.

THE INSOLVENCY QUESTION.

"Scrutator" writes as follows in the Halifax Morning Chronicle:

"Fifteen years in hell," as related by a well-known American physician, was the exclamation of a gentleman of sixty who had been born and reared in luxury and wealth, as with a stamp of the foot he dashed on the table the pen which had just made him a bankrupt and a beggar. This excellent man, in the course of business, had become involved, but had been hoping and striving, as honorable men do, to "work out of his embarrassments," and for all that long time he did work, and worked hard, allowed himself no indulgences, and sacrificed his large property freely whenever necessary to "meet an engagement." But all would not do, and he closed the strife by saying, "I am old and poor and have no home."

Another gentleman (according to the same authority) who had failed in business, but had subsequently paid all his debts and was acting in a capacity which, while it involved no pecuniary responsibility, was sufficient to enable him and his family to live comfortably, said: "I am one of the happiest men in New York and no amount of money could induce me to repeat my former career. I will not do it. The efforts to keep up the name of our firm would now eat out my mind."

Instances such as these, which are familiar enough to the ordinary observer of commercial life, illustrate clearly the innate aversion to business-failure, which characterizes the great majority of men engaged in trade. At what precise moment of doubt or discouragement it is right and proper for the man of ordinary intelligence, in the full possession of mental and physical power, to admit that he has been beaten in the struggle for success and to surrender his effects to satisfy the just demands of creditors, is a question the solution of which underlies every movement in the direction of insolvency legislation.

That special insolvency legislation is a product of comparatively modern development goes without saying. The general substitution of the word insolvency for the older and stricter English designation of bankruptcy is but an example of the gradual adoption of more humane methods of conserving the protection of society from the effects of the errors, misfortunes and shortcomings which at one time or another overtake such a large proportion of the ordinary run of business humanity.

The condition of the bankrupt early in the last centuary was one of extreme misery and wretchedness, as graphically portrayed in Addison's Spectator by a quotation from Otway's Venice Preserved, and can be but faintly understood in the light of our ideas on the subject at the present time.

A brief attempt to define the question may be useful in considering it. What is bankruptcy or insolvency? Is it an offence against society in the ordinary occupation of the term? At a somewhat distant period, as already stated, it almost came under the category of crime in England and was visited with severe penalties. In the present day default in payment can hardly be classed as an offence against society unless the failure is one of unusual magnitude. A great life insurance company or a large financial institution in a state of utter ruin and depletion, bringing hunger and despair to the confiding widow and orphan, would seem to approach more nearly to the average conception of injury or wrong-doing than the collapse of a trading corporation or business firm, involving comparatively the limited pecuniary interests of a circle of constituents willing at all times to assume certain risks of loss for the chance of certain expected gains.

Although not entirely unknown in the Dominion, financial disasters of large amount, with far-reaching consequences to thousands of innocent and unsuspecting persons, are of very rare occurrence, so that the definition of insolvency narrows itself down to an area sufficiently clear and plain to be easily comprehended by the general public. Unfortunately it has become too common in the every day business life of many sections in Canada than an average or percentage may be counted upon from month to month, from year to year, with discouraging regularity. Earnest attempts to analyze the causes are being made so frequently that well defined reasons for the evil are not at all difficult to find. Close competition, insufficient capital, reckless and incapable management, extravagant private expenditure, over-buying, but beyond all else indiscriminate selling on credit, are the principal factors by common consent in pushing great numbers to the wall continually.

Can anything in reason be brought forward in the direction of extenuation for the unusual proportion of those who fail, in comparison with those who escape this humiliation? Many thinking persons, who claim to be in a position to judge, have arrived at the conclusion that the thoroughly organized and elaborate arrangements to extend their operations adopted by business men in this go-ahead age, may fairly be considered as one of the most frequent causes of embarrassment to a large number of well-intentioned persons in the ranks of trade. Time and again it happens that the pushing traveller for a pushing firm succeeds in stocking up town after town, village after village, and hamlet after hamlet, with merchandise far in excess of its requirements. The argument may, of course, be advanced that dealers are not compelled to buy beyond their needs, but is it not true that in numberless instances the inducements offered really amount to a temptation, and that the shrewd enterprising traveller, thoroughly skilled by long experience, patient, persevering and determined, eventually succeeds in his object, despite all rebuffs and delays?

If a concensus of opinion could be had from Halifax to Vancouver, there is little room to doubt that it would have to be admitted that there are far more expert sellers than buyers in the country. Doubtless very many of the latter are careful, discreet and sound in their judgment, but it is no disparagement to the last to affirm that under the present conditions of business the advantage as to carrying their point is largely on the side of the former. A proper appreciation of this phase of extreme urgency in modern business methods would possibly convince the anxious enquirer that insolvency legislation with a punitive tendency is impracticable; nay, well nigh impossible.

It is an open question whether any national insolvency law does not work more harm than good by the very recognition of insolvency as an ordinary every day possibility. Should it not be regarded rather as a most undesirable contingency, and its treatment when it does unfortunately happen, be left to the common law and existing statutes and the ordinary commercial usage of the locality. National legislation on insolvency in the United States has been tried and found unsuited to that progressive people. Advocates of a return to the system may be found there, but the relegation of the question to the local administration of each separate state in the Union has been found by experience to be on the whole more adapted to the varied interests involved in widely differing sections. A law, for instance, that would suit New York or Pennsylvania would be of little service in a thinly populated territory or state just entering on its career of advancement with limited resources and surroundings, requiring more toleration in dealing with the question than the older and more favored sections.

In the mother country an act has been on the statute book for several years, but it is by no means a pronounced success and shortly after its inception a deeds of arrangement act, otherwise an act recognizing compositions which Mr. Chamberlain's act aimed to discourage, had to be passed to relieve the tension that its working had occasioned. Modifications suggested by experience may eventually result in rendering the act at present in force in the mother country more perfect, but the question is so complex and difficult to bring within the range of modern legislation, which has an ever increasing tendency towards forbearance in dealing with the unfortunate and distressed, that it would cause little surprise at any time if the cumbrous and expensive legislation of "Our Joe" should meet the fate of its predecessors.

In Canada, as is well known, the mercantile community, becoming exasperated a few years since at the incongruities and absurdities of the insolvent acts of 1869 and 1875,

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demanded their repeal, which was promptly acceded to by the government of the day.

An agitation has arisen recently to reenact a Dominion insolvency law, and memorials and suggestions from boards of trade are continually appearing, but it is the opinion of many keen observers that it will be extremely difficult to get another act passed in the Dominion parliament. Widespread dissatisfaction seems to exist with regard to the prevalence of compositions, and in some quarters abolition of this mode of settlement by law is propounded.

A great deal is to be said on this subject, which is necessarily a pretty wide one. Viewed dispassionately, there is something essentially anti-British in attempting to interfere by legislation with a creditor's right to forgive his debtor in part or in toto if he considers it to his interest, and it would be more politic to recognize such settlements by a deed of arrangement act on the lines of the English act, providing for the registration of compositions to ensure their validity, than to make useless efforts to forbid agreements based on common sense and a due appreciation of antecedent circumstances.

The denunciations which have been hurled at preferences and voluntary assignments would seem to be based on more substantial grounds of complaint. If a railway corporation gets "hard up" an issue of preference bonds under legislative sanction, leaving previous creditors or investors out in the cold, is a matter of every day occurrence, but there is great indignation if Pater endeavors to secure himself for the hard earned cash loaned to Hopeful when Messieurs Rush Jam and Shove have loaded Hopeful up with their surplus stock in spite of his almost pleading entreaty to be left alone.

If remedies are to be applied to the abuses which undoubtedly exist, the wisest course surely would be to apply for local legislation similar to that in force elsewhere, putting an end to voluntary preferential assignments and providing for an equitable distribution of insolvent estates within a reasonable time and at reasonable charges. With regard to fraudulent practices which occasionally form such unsavory adjuncts to insolvency, if the ordinary statutes are not available a special clause could be added to operate directly against such cases.

In a very large proportion of failures in the maritime provinces, the amounts involved are not important enough to justify lengthy and expensive judicial procedure, the disgusted creditor often feeling after the first flush of irritation that life is too short to waste time and energy in following a delinquent to the bitter end. The most fertile genius of the best business talent in both hemispheres has hitherto evolved no modus operandi that can be fairly claimed as a panacea for the evils of insolvency, but there is certainly one reflection so obvious to the impartial investigator of the unwelcome topic in this meridian, that the wonder is it should be so seldom acted upon.

Our greatest English author three centuries ago delivered himself in this wise :

> 'To be honest, as this world goes,
> "Is to be one picked out of ten thousand."

Shakespeare is conceded to have been a good judge of human nature, and although the quotation may seem that of a pessimist, yet the world has not changed so very much and there is a germ of truth in the words after all.

There would be less need of the clamor for insolvency legislation if five firms so called would adopt the expedient of cautioning their hustling representatives against crediting all the geese they are in chase of with being swans, thus setting some slight bounds to the unreasoning optimism which so often fills the left hand sides of the business ledgers of the Dominion with a sorry procession of dilatory debtors to the manifest injury of healthy trade.

COLD FACTS ABOUT THE TRADE JOURNAL.

The trade journal has specific lines, and the editorial shoe has to toe the mark. It has to be accurate as well as specific. Two and two must always be four. With this indispensable morality in its arithmetic and make up, it is as a rule a reliable trustee of the advertiser's money and his "ad." He puts the pumpkin seed in the right hill. What it says the right man reads. It takes the fodder direct to the stable, and never, unless in want of an early death, cares to peddle silk where pig iron is wanted, or carry cotton to coal mines. Knitting needles are no use to men who never wear socks, nor door locks to men who never get into trousers or houses. In the trade journal all this foolery is severely let alone. Hence its value. It carries the match to the candle, and never is guilty of taking toothpicks to babies.—The Age of Steel.

The Halifax Shovel Co., Ltd., are very much alive and mean business all over the Dominion. Their agents are anxious and willing to test their goods for any work against the best in the world. Their shovels, spades, and scoops are in the market to stay, and it will pay dealers to examine their handsome new price list carefully. There's money in it. They can refer to any number of users.

R. M. Mowat & Co's hardware store, Trenton, Ont., was destroyed by fire a few days ago. In this building there was, among other articles, a large quantity of powder and dynamite. A few minutes after the fire reached the storehouse there was a terrific explosion which shook the town and many miles of surrounding country. The explosion is described as terrific, and the citizens were awed by the thundering noise which it produced. Men and women were thrown to the ground in every direction, and in some cases were even rolled out of bed. All the plate glass in the business section of the town was broken, and windows in all parts of the town were smashed. It is said that the brick walls of buildings swayed to and fro, and the stability of many is threatened. The explosion was distinctly heard at Brighton, ten miles distant, and in Ameliasburg, across the bay. There were many casualities caused by falling glass and firebrands and buggy hubs, which were scattered all around for half a mile, and which came down in a regular shower after the explosion. There was no loss of life, however.

PURE WHITE LEAD.

Guaranteed by "White Lead Association of Canada" at Lowest Prices.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

HAVE YOU EXPERIENCED TROUBLE WITH

FLOOR PAINTS



I'VE USED IT.

It is more important to have a reliable floor paint than any other Liquid paint.

They must Dry hard. They must Dry quickly. Brightness and Durability are necessary.

These qualities, it has been proved are to be found in

ADAMANT FLOOR PAINT

In Six Colors, at $1.00 gal. Send for Cards to

Walter H. Cottingham & Co., Montreal.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools, and Tube Expanders.

Send for Catalogue and Price Lists

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

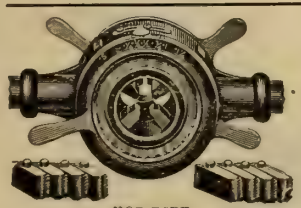
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

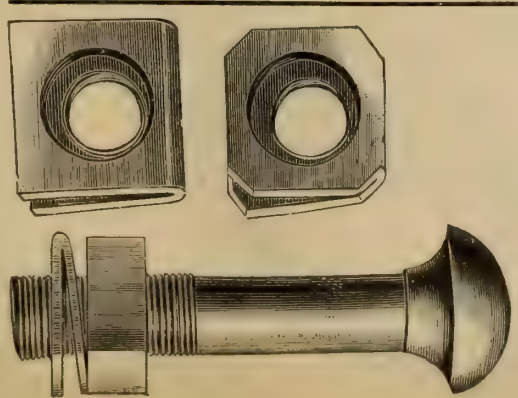
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

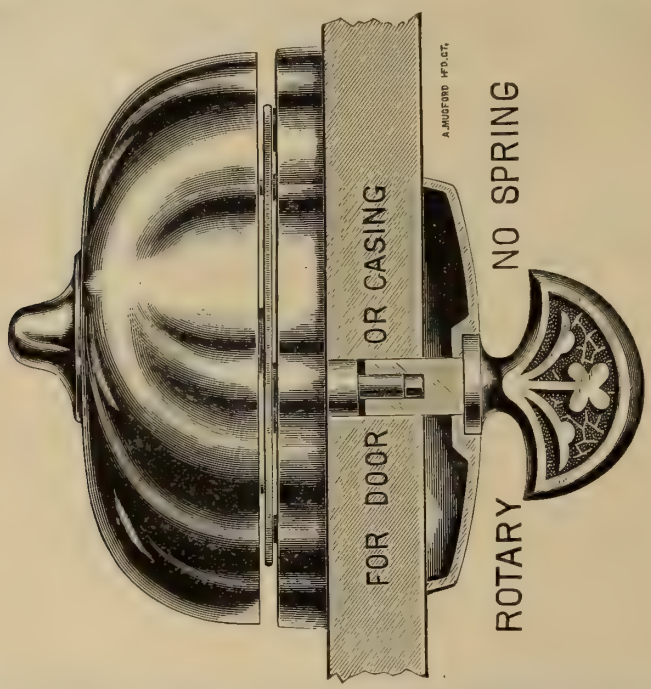
Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.

NEW GOODS.

NEW DEPARTURE ROTARY DOOR-BELL.

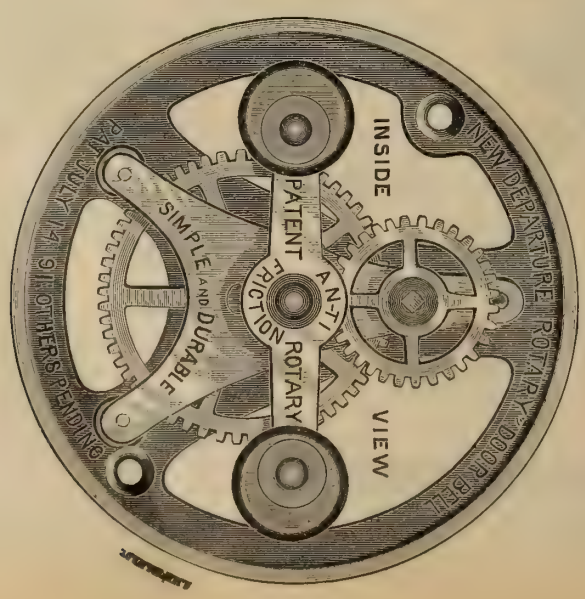
The New Departure Rotary Door Bell, manufactured by the New Departure Bell Co., Bristol, Conn., is not only an excellent illustration of the remarkable progress made in recent years in the principles and manufacture of door bells, but is also a most fitting example of the enterprise, progressiveness and originality of its manufacturers. Two illustrations of this bell are given, in-



side and outside, from an inspection of which it is evident that the mechanism is simple, durable and perfect. The method and principle on which the bell works is also clearly evident by a glance at the illustrations. A simple turning of the knob, about one-fourth in either direction, causes the little wheel at either end of the striking bar to fly out and strike in their revolution a small lug cast on the side of the bell. The wheels are cast loosely on the bar and fly out and strike in accordance with the centrifugal principle, and the single turn of the knob produces about ten clear, full tones, which. though not startling or annoying, can be better heard all through the house than any bell ever made to imitate electrical results, and the tones are always sure to be produced. The bells are finished in a superior manner with bronze trimmings, and are compact and cheap. Messrs. John H. Graham & Co., 113 Chambers street, New York, are the general agents.

SPECIALTIES.

Among the many new things that have been placed on the market of late, none, it is safe to say, is more useful and saleable than the "Household" Button Hole Cutter, which is being offered for sale by M. & L. Samuel, Benjamin Co. of Toronto. This cutter cuts six sizes of button holes, with or without eyelets, from ¼ to 1¼ in. long. Another of its strong points is the simplicity of construction. This firm is also showing a new pattern farmers' knife, which is constructed with the handle hollowed out near the end, so that the blade can be opened with ease, thus doing away with the danger of the customer breaking his nails in his endeavor to open the knife.



The attention of the trade is directed to the advertisement on another page of the Ever-Ready Stove Pipe Varnish, manufactured by the Resplendent Mfg. Co. of Paris, Ont. That this Polish will have a large sale there is no doubt, for, as will be noticed by the cut, a brush is not only attached to the bottle, but also a patent tin holder, so that all that is required after that on the part of the customer is the willingness to put it on the pipe.

Although the Stanley Rule and Level Co. have advertised, through the columns of this paper, their new Butt and Rabbit Gauge No. 92, also their new Level No. 16, a word about them now may not be out of place. The new gauge is something which will be a great help to every carpenter, as he has in it not only a mortise and marking gauge, but also a most useful butt gauge for hanging doors, etc. As this tool is for sale by the wholesale men, it is not necessary to give a full description of it. The new Plumb and Level is very much like some of the old numbers, with the exception that it has the sides mortised out, so that the level can be lifted and held with greater ease.

MONTREAL TRADE CHAT.

Mrs. Frothingham and family sailed for England last week.

Jack O'Brien one of Montreal's best known retail clerks is sick.

N. Beaudry, the retail hardware clerk, was married last week.

J. A Pauchaud, of Pauchaud, Squire & Co., sails on Saturday for Europe.

James Ross, President of the Dominion Bridge Co., has gone to England.

John Collins, of T. Collins & Son, has just returned from the Lower Provinces.

T. W. Bacchus has been appointed agent for Canada for the Caraiff Tin Stamping and Enamel Company.

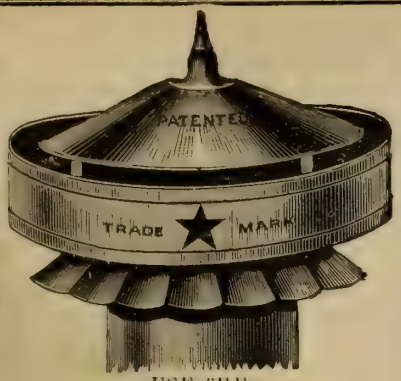
It is reported around town that one of our local cement and firebrick men is cutting prices on the latter.

D. H. Dougall and F. Lawton have registered as plumbers, gas and steam fitters, under the name of J. A. Peard & Co.

W. N. Evans, cashier of the firm of Frothingham, Workman & Co., wholesale hardware merchants, has gone to England for his health.

Frank Hyde & Co. have opened out in their new place of business on Wellington street. Peter Lyall, one of Montreal's best known contractors, is Mr. Hyde's partner in the new venture.

Pauchaud, Squire & Co. have been appointed Canadian agents for a French casting firm. The work done by this company is really fine, especially in bronze-finished castings, such as parlor coal hods and rustic garden benches.



—USE THE—

STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Send for our book on Ventilation.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,

GANANOQUE.

WHY PAY $200 FOR A KEY REGISTER,

When you can buy the "SUN" Cash Register for $40.00.



The "SUN" will accomplish as much, do it as easy, and is as serviceable.

The "SUN" is the Register for the people

It is the very latest, simplest, and best register for the money yet offered Every Merchant can afford to have one or more SUN REGISTERS at convenient places in his store room.

There is no argument against the use of a Cash Register.

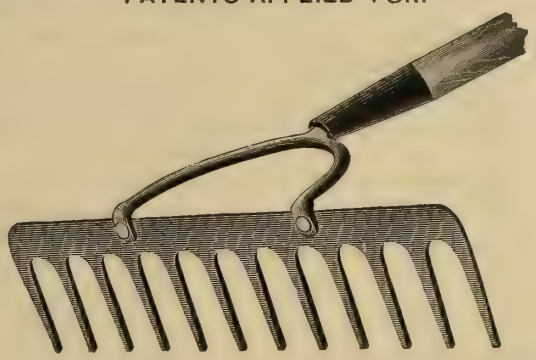
REMEMBER: That the little metal ball accomplishes in the "SUN" what complicated and intricate mechanism does in the National.

For further particulars, address

WALTER GROSE,
432 St. Paul St. MONTREAL.

Eureka Steel Head Garden Rake.

PATENTS APPLIED FOR.

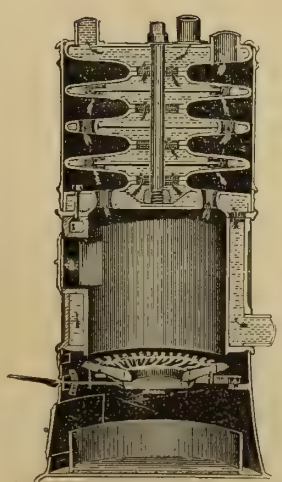


The Head is stamped from a Solid piece of Extra Double Refined Silver Steel and consequently is much stronger than any other Rake now on the Market.

SEND FOR PRICES.

MANUFACTURED BY

JAMES ROBERTSON & CO., - TORONTO.



-THE-

"Acme"

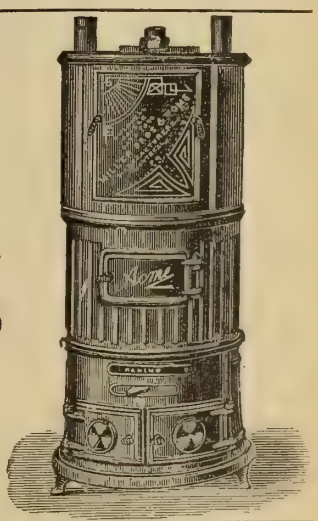
HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS

MONTREAL.

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,
AGENT.



Two Ply Twisted Fence Strand, and Galvanized Fence Staples.

Oiled and Annealed Fence Wire.

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

Write for Catalogue and Price List.

OUR LONDON LETTER.

LONDON, May 7, 1892.

THE PAST MONTH.

The returns relating to last month's trade were laid on the table of the House of Commons this morning. They show that in April we sustained a loss of £4,062,000 in the local imports, as against April, 1891, and in the exports a loss of over three millions sterling. The decrease in the imports of food stuffs account for over half the falling off, raw materials for textiles for £1,568,000, and metals £235,000. In exports yarn and textiles fell off £1,053,000, and metals £484,000; raw materials (mainly coal), £353,500. The leading facts as regards trade in metals and hardware between England and Canada for the last four months, compared with the same period of 1891, is as follows :—

EXPORTS TO BRITISH NORTH AMEEICA.

	1891.	1892.
Hardware and cutlery..	£36,556	£31,583
Pig iron .....tons	888	3,097
£	2,776	8,289
Bar, angle, etc....tons	1,100	1,455
£	9,436	11,679
Railroad iron.....tons	3,443	7,703
£	19,231	31,056
Hoops, sheets, etc., tons	1,168	1,594
£	9,419	11,808
Galvanized sheets, tons	411	644
£	7,027	10,507
Tin plates .....tons	3,967	4,675
£	68,264	70,020
Cast and wro't iron, tons	2,839	2,251
£	29,863	25,316
Steel, unwro't.....tons	2,480	3,496
£	25,280	33,158
Lead, all sorts.....tons	671	278
£	9,206	3,707
Steam engines.....£	9,692	3,848
Machinery, general..£	23,911	46,471
Tin, unwro't.....tons	1,842	2,193
£	8,704	10,315

STATE OF THE METAL TRADES.

The trade of Birmingham continues dull and unremunerative. There is no improvement in the iron trade. The dissolution of the strip and tube making associations has already earned a fall in prices of 7s. 6d. a ton, making them £6 a ton. The sheet trade is depressed in sympathy with the galvanizing branch and underselling is on the increase. Singles may be had a good deal under £7, and doubles for 5s. extra. There is not much doing in the sporting department of the gun trade. In Middlesboro' the iron and steel trades continue depressed and will remain so, it is feared, until the Durham coal miners' strike is ended. The stocks of iron are dwindling considerably. The manufactured iron and steel trades remain as quiet as before. The same may be said as regards the iron and steel trades of Newport, especially in the rail making line. Quotations are steady simply because they are too low for reduction. The Durham strike is seriously affecting the hematite iron trade of Sheffield. An advance of 3s. has checked demand. The staple trade - cutlery—of the town is more depressed than has been known for years, indeed some of the largest houses in the trade are only working three days a week. The McKinley Act has simply smashed the Solingen (German) exports of cheap cutlery to the United States, and the consequence is that the Indian and Colonial markets are flooded with this stuff, and this makes the business of the Sheffield trader still more arduous, as, although he does not compete in the cheap lines, yet such an influx necessarily affects the markets. The recent failures in the iron trade of Wolverhampton has caused a lack of confidence in the Staffordshire trade; these failures are estimated to amount to £70,000. The galvanized sheet trade is particularly affected. As an instance of the keenness among foreigners I give the following, which occurred only a few days ago: A Manchester firm wrote to a Sheffield gentleman asking him if he would give them the name of the best firm making machine cut files. The Sheffield man, not wishing to draw undue attention to any one firm making such lines, sent his correspondent a list of names embracing the best makers. A brief notice of the request was inserted in the local paper. Within 24 hours no fewer than 11 persons—all foreigners—applied at the newspaper office for the address of the Manchester firm. Among all these foreigners not one had anything to do directly with the trade, but they thought they saw a chance of making something out of the transaction by acting as intermediaries to a foreign house.

MARKING THE WORD "LONDON" ON CUTLERY GOODS.

A very curious case came before the Sheffield magistrates the other day. A respectable local cutlery manufacturer was summoned for stamping the word "London" on table knives. The proceedings were taken at the instance of the Sheffield Federated Trades Council and this body relied upon an old Act of George III, dated 1829, which provides that "London" must not be stamped on cutlery not made in London. The Act granted a monopoly of this right to London cutlers—that is a London cutler could mark any customer's name and address, but no cutler outside London could mark "London" on cutlery ware. The peculiarity is that the representatives of Sheffield labor—the Council mentioned above—should stand up for the monopoly of their opponents. The Sheffield manufacturers mark cutlery for ironmongers all over the Kingdom, and this is done simply for the advertisement as there is no pretence that they make the goods themselves. Thus it appears that a London maker can mark any town in the Kingdom if he chooses. The defendant was fined £9 and forfeited the knives.

THE ENGINEERS' STRIKE ENDED.

The strike of engineers on the Tyne has come to an end and has resulted—as everyone foresaw—in the defeat of the men. It has been an utter rout. The dispute, which has lasted 13 weeks, and thrown 23,000 men out of work, began in a quarrel as to who should fix a piece of iron pipe! The engineers claimed that it was their work and not the plumbers, although the former had actually refused, two years ago, to do this work. A more thorough and complete defeat has seldom, if ever, been recorded. Work was begun on the 27th April. The men rushed back; indeed many of them, disgusted with the obstinacy of their trade union, had been going back quietly for weeks past. The engineers have sacrificed at least £250,000 (1,250,000) in wages and damaged the trade of the district most seriously; it is calculated that the value of the orders lost owing to the strike is about $5,000,000. Short time and lower wages are almost inevitable for some time to come.

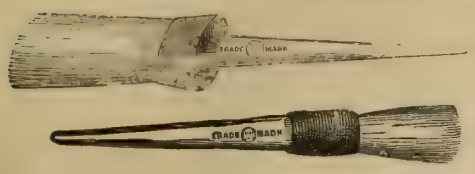
THE DURHAM COAL MINERS' STRIKE.

This is another instance where the men will have to give in. They are holding out now from mere bravado. The north country men will fight on wage question until they are really starved into subjection. They are in this state now. Many districts are subsisting only upon parish relief. The men will have to accept the 12½ per cent. reduction and more perhaps in the end. The want of the Durham supply of coal is very little felt. There is no scarcity; prices are as usual; indeed it is the relatively high price of fuel that has caused so many furnaces to be damped down. Some of these are, however, starting again; stocks are going down and prices rising. With cheaper coal we may expect to see a greater make of iron, for which there is a demand.

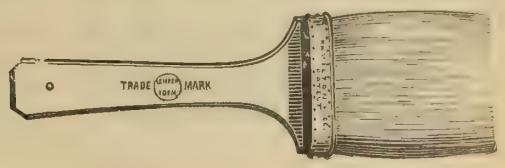
TRADE RELATIONS WITH CANADA.

The debate on Mr. McNeill's resolution in the House of Commons, on April 25, has caused the matter of reciprocity to be discussed in English trade circles. Mr. McNeill said that when Great Britain admits Canadian products to the British markets on more favorable terms than it grants to foreign products, Canada will extend corresponding advantages of reduction of duties to British manufactured goods. But surely the fact seems to be overlooked that Canadian products are admitted free into England. The advisability of putting a small duty on American and Russian grain is another matter. It would have to be a permanent arrangement, and not one based upon a mere party division which may be overthrown in a year's time. Nor will it do for the request for preferential duties to come from Canadians alone. The whole of the Australian colonies and our other possessions should join the proposition and thus make it a really Imperial affair. I do not think that any such proposal will find favor at the hands of the Liberal party, which will probably come into power at the next election. Any such proposal is abhorred by them; indeed, free trade is too often a mere fetish with the Liberal politician. But circumstances may eventually become too strong even for Liberal free traders. Sir T. H. Farrer, in a letter to the Times some months ago, said that some tariff arrangement might be possible, and he thought that if such an arrangement could be devised, there might be circumstances under which the advantages to be derived from it would outweigh the evils of departing from free trade pure and simple. The Times, in discussing Mr. McNeill's resolution, said that if England received a firm offer from all her dependencies for such a departure she would seriously consider it, and that Canada had led the way in this direction. The bulk of the people here are not bigoted free traders, and would rather buy from Canada than from the United States.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



TORONTO, Nov. 6th, 1891.

W. H. JAGGER, ESQ., 24 Front Street West, Toronto.

DEAR SIR,—We have used Messrs. Hamilton & Co's Painter's Brushes for some time past, and find them very satisfactory, both as affecting the questions of quality and durability.

Yours truly, ELLIOTT & SON.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer.

THE BEST English Sporting Gunpowder

USE THE

"ALLIANCE"

PRIZE POWDER.

—Mane only by—

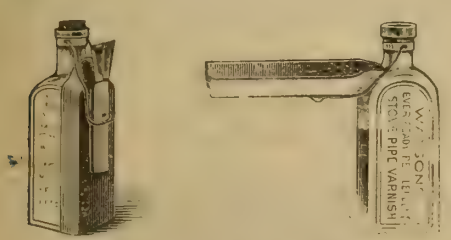
Pigou, Wilks & Lawrence, L'd.,

11 Queen Victoria St., London, E. C.

Always obtainable from

Frank S. Taggart & Co., Toronto.

The Hingston-Smith Arms Co., Winnipeg.



RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes, Piano and Furniture Polish, Stove Pipe Varnish, etc.

PARIS, ONT.

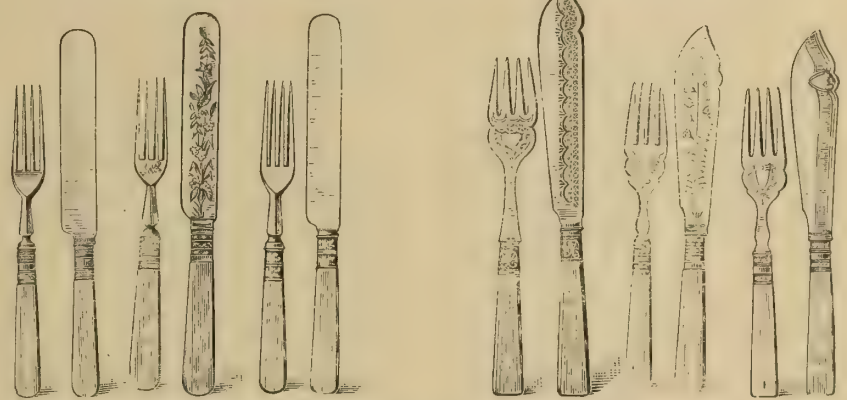
THE TORONTO SILVER PLATE CO., TORONTO, CANADA.

MANUFACTURERS OF ELECTRO SILVER PLATE

Would draw the attention of the Trade to

PEARL HANDLED

Dessert Knives and Forks. **Fish Eaters.**

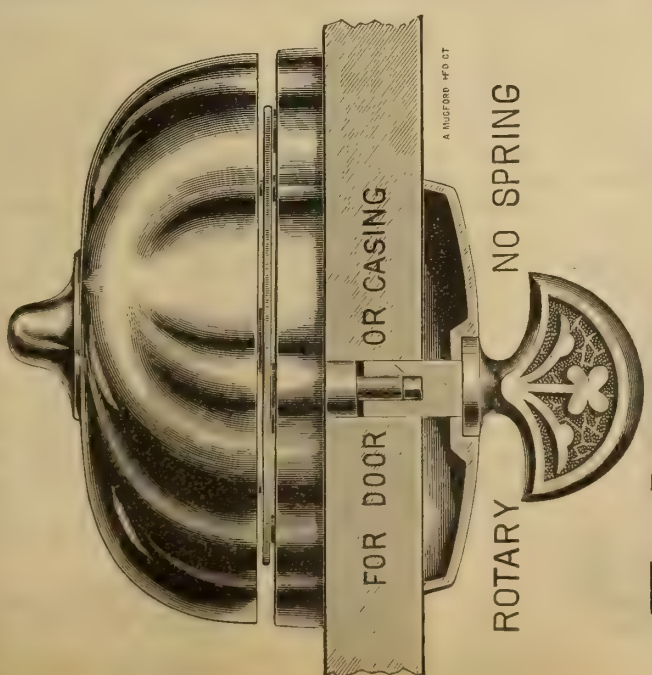


Carvers to match, put up in suitable cases, also Pearl Handled Butter Knives and Pickle Forks, as desirable lines they have to offer for sale at present consistent with the quality of the goods.

All Silver Ware stamped **"TORONTO SILVER PLATE CO."** is guaranteed

E. G. GOODERHAM, Manager. **JNO. C. COPP, Sec-Treas.**

NEW DEPARTURE "ROTARY" DOOR BELLS.



Incomparable!

NO SPRING!

Best Tone, (Sure)

Superior Finish!

Bronze Trimmings!

COMPACT!

CHEAP!

For Circulars, address

THE NEW

Departure Bell Co.,

BRISTOL, CONN.

MARKETS

MONTREAL MARKETS.

MONTREAL, May 20, 1892.

The iron and heavy material market is at such a pitch it is hard to say anything about it that is new. Pig iron is still dull, and although prices are considered low enough to warrant the trade to take hold, but somehow they do not seem so inclined. Freights to this point are so low that they to a certain extent affect the value. Iron is carried almost as ballast by steamers coming here to load with grain. Dealers here state that if freights would advance it would help the market, but as it is the market is in a pretty bad condition in all heavy lines. Chemicals have a fair jobbing call, and now that new stocks are arriving will no doubt improve. Cement is in good call, but stocks are coming in so slow it is hard to fill orders. A little cutting in price is reported, but under the light stocks here it cannot affect the market to any extent. Paints are still booming, oils are also in good demand.

PIG IRON.

The iron market is still dull and easy, and the only business doing is of a jobbing kind and at rock bottom prices. It is said that buyers are still holding off for lower prices, but with prices at the present standard it is not thought that they will decrease any. Jobbers say that they do not see how the consumer can expect it. Arrivals of pig so far have been confined to a few small lots. This is owing to importers not taking hold freely which they say they will not do till they are certain they can make a fair margin out of the deals. And with the present state of affairs they could expect to realize any fair profit. There is still some old stock of Carnbroe on hand for which they are asking $19. Middlesboro is quoted at $18, but dealers say the figure is to high. We quote Summerlea and equal brands $19. Eglinton $18.50 and Carnbroe $17.50.

BAR IRON.

There is no change to note in bar iron since our last. The sales on spot are small and the only trade doing is in a jobbing way. We may say, however, that our mills on this side are making enough to supply the demand, and there is very little imported except in large sizes. We quote $2 in a jobbing way and $1.85 for wholesale quantities.

SCRAP IRON.

Scrap remains the same on spot, with only a fair jobbing trade doing. We have been quoting wrought scrap at $17, but before the trade will pay that price it must be extra fine quality. The trade will not pay more than $16 for it. We quote wrought $16 to $17 and cast $13 to $14, according to quality.

TIN PLATES.

The only business doing is among the canners, who are buying in small lots for actual wants. The easy feeling noted last week in cokes is still maintained. Charcoals are still held at the old price. Stocks that have arrived are still small and confined to the former. We quote cokes $3.30 to $3.50 and charcoals $3.75 to $4.50.

TERNE PLATES.

The terne plate market is still dull with only a small trade doing for actual wants. Merchants plates are meeting with fair demands from the west, the demand at this point is not so good. We quote terne plate $7.25 to $8. Merchants plate, IC. 20x28 $13.50 and IX. $16.

CANADA PLATES.

There is a moderate demand for Canada plate for roofing purposes, but outside of that there is not much doing on spot. Prices have eased off a little during the week, and now held at $2.60 to $2.75.

COPPER, ETC.,

Copper has gone up during the week, and is now held firm at the advance with a fair trade doing at this point. Ingot tin has also advanced in price since our last report and is held firm under fair sales. We quote copper 13 to 14c. and ingot tin 22¾ to 23½c.

NAILS

The nail trade is still on the same footing as it was last week. The sales of all grades are fair, and all the houses report a good business at unchanged prices. We quote $2.35 for 3-inch iron, and 10c. a keg higher for steel. Steel wire nails are having good sales at old prices.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

GENERAL HARDWARE.

The state of trade is about the same, if not a little better than it was last week, dealers reporting all lines moving more freely. Harvest tools still move off as usual, but the feature of the trade is builders' supplies, which are going out in large quantities. The retail trade are buying better now, and stocks in all quarters must be low, as dealers during the early spring months only bought enough to cover their actual wants. They all seem to be opening out, and all the travellers are sending in good reports of their work. Manufacturers' agents say they are well pleased with the way things are going with them, and that trade this spring has been as good as it ever was. They claim to be taking large orders for future delivery, and if the looks of their places of business are any criterion they must be doing as they say. The French trade say they are doing their share of the trade, and say the prospects for future business is good.

CHEMICALS.

The chemical market is about the same as noted from time to time. Stocks are now beginning to arrive in small lots, but they will not affect prices, which are said to be low. Bichromate of soda and potash has advanced, and is now held firm. We quote:

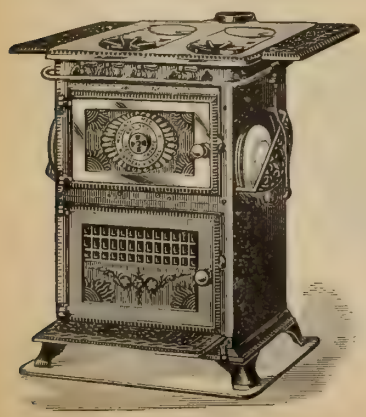
Bleaching powder,	$2.30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.75	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0 08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.30	to	0.32½
Cutch,	0.08½	to	0.09½
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

Small stocks of glass are beginning to arrive, but spot prices will not be affected by this, as all the dealers talk firm as regards values. Business on spot has shown a little better movement during the week. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.20 to $3.40 for thirds and fourths.

PAINTS AND LEADS.

A continued good demand for paints is noticeable, and all manufacturers and dealers have their hands full to fill orders with promptness. Fine lines of mixed paints are



GAS STOVES.

The best features that scientific and practical experience have demonstrated are embodied in OUR CABINET STOVE. They are very handsomely carved and heavily nickeled. All users gladly give highest praise. One placed will quickly sell others.

We also make stoves of one, two or three burners.

The McClary Mf'g Co..

LONDON, TORONTO, MONTREAL, WINNIPEG.

MARKETS—Continued.

selling well, as is also floor paints. Leads have steady enquiry, and prospect of further spring trade is good. We quote as follows: Government standard, $5.50 to $6; No. 1, $5.00; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

OILS.

The demand for oils has been better this week, and quite a few small dickers have been closed. Raw and boiled linseed oils have dropped during the week, and are now held at easier prices. Seal and fish oils are still held firm owing to the still unsettled relations between Newfoundland and Canada. We quote:—Cod Newfoundland to 45c.; seal, steam refined 50 to 52½c.; linseed raw 56 to 57c.; linseed, boiled 59 to 60c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25; turpentine, 54 to 55c. Less 3 per cent. 30 days.

CEMENT AND FIRE BRICK.

Cement still continues in good demand under light stock. The stocks that have arrived so far have been so small that dealers can not supply demands. Enquiry from the west has been good and several small lots have been sold. One dealer here states that prices here are so low that the net profit on a barrel is about 2c. in many cases, this is owing to one dealer here cutting the price. Firebrick are meeting with fair call and prices are about the same. If stock would arrive faster in both cement and firebricks, the market would show a better movement. We quote: Belgian $2.10 to $2.15; Newcastle, $2.25 to $2.35; London, $2.35 to $2.50; firebricks, $20 to $25 per 1,000; and off ship $17.50 to $22

NAVAL STORES.

Ship Chandlers say that the spring trade has been satisfactory, and that prospects for the seasons trade is good. The trade will not show any change till about the 1st of the month. Turpentine has declined during the week and is easier in value. We quote:—Turpentine, 54 to 55c.: rosin, $2.50 to $5, as to brand; coal tar, $4 to $4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes. Pine pitch $2.60, pine tar $4 00, rosin $2.50 to $4.00

PETROLEUM

This is the dull season for Petroleum, but both Canadian and American agents report a fair trade doing. Sales are not being pushed by some that are anxious to be survivors as every sale means a loss. We quote: Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 14½c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

TORONTO MARKETS.

TORONTO, May 20, 1892.

HARDWARE.

The week is spoken of with general satisfaction. The volume of business done in it indicates a marked recovery in the demand from the condition described in last week's report. Plainly the wants of retailers are not nearly extinguished yet, but will be heard from as the pressure of consumptive needs is felt at the counters of the merchants. Small parcels of assortments are being shipped in fairly large numbers from the warehouses. Garden tools, lawn mowers, sprinklers, garden hose, lawn shears, etc., constitute one of the active groups. Wire, bolts, wire cloth, rope, etc., are likewise in good steady demand. Harvest tools, beyond the supplies contracted for during the booking season are not in request, but a good sorting up business in them is expected when the retailers begin to sell. Iron pipe has good sale these days. The price has recently stiffened on large pipe in the United States The city trade has enlarged very appreciably this week, while the country demand, must be considered very good, the early spring buying being kept in mind. Travellers are now out working up business for fall trade. No considerable results are due yet of course, and indications can scarcely be looked for either in the extent of the booking at this date.

BARB WIRE—Purchases have been scattered over a wider stretch of time this season because of the general withholding of orders for forward delivery, when the travellers were giving attention to that business. There are consequently some very good sales made these days. In prices there is no change.

BINDER TWINE—The Consumers' Cordage Co. will quote on Monday, and declines to say in the meantime what its prices will be. Jobbers are likewise in the dark.

BOLTS—These cut a considerable figure in the majority of sundry invoices. The discount remains 70 per cent off the list for carriage bolts.

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co.
MANUFACTURERS TORONTO

BUILDERS' HARDWARE.—The country demand is still very good in point of volume, and the general quality of the goods called for is quite up to the average. Some very good specifications have come forward.

CHAIN—Supplies are just arriving to fill long-delayed orders. Prices are steady.

CORDAGE—The demand is steady. The only change is in Sisal, which is lower, quoting now at 9¾ to 10c. Manilla is unchanged on a basis of 12¼c. New Zealand is in very meagre supply. Tarred lath yarn is 8¼c., and jute 6¾ to 7c.

HORSE NAILS—Beyond the talk of a combine among the manufacturers, there is nothing to make any remark upon The range is 60 to 60 and 5 off the list.

HORSE SHOES—Trade is quiet at $3.60 to $3.70.

NAILS—A very well-sustained demand is generally experienced, but prices are unchanged.

TACKS—The demand has not shifted one way or the other, but it is stated that some one is cutting. This is also denied.

WIRE—Oiled, annealed and galvanized are in strong demand, and the call threatens to outrun the supply.

METALS.

The local market does not show any great amount of business for the week. Orders are given grudgingly, it would seem, and never go above a few ton at the outset, and more frequently run in fractions of tons. The metals most called for are still galvanized iron and tin, with spelter a very good third. Copper has a limited amount of attention, for which may be blamed the unsteadiness of that metal. Lead has a very dull time of it.

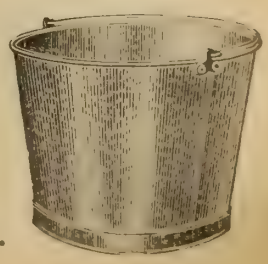
ANTIMONY—An advance of 10s. in the London market has strengthened quotations everywhere. The price is steady and unchanged here at 14½c. for Cookson's and 13½c. for other brands.

CANADA PLATES—Nothing in the way of change in price or extension in the demand is to be noted. Orders for fall delivery continue to be worked upon. Blaina is $2.90 to

GALVANIZED BUCKETS--English and American Patterns.



Japanned Ware. Stamped Ware.
Pieced Tinware.
Milk Can Trimmings, Creamer Trimmings,
Dairy Pail Bottoms, etc., etc.



THOS. DAVIDSON & CO.,
474 St. Paul St., Montreal.

MARKETS—Continued

$3, Abercarne and Alloway $3 to $3 10, and Bright is $3.25.

COPPER — The United States market shows a big falling off in foreign business. It is said that all producers outside of this continent have entered into a combination to restrict the output. Present prices in New York are 11.95 to 12c. Here the price is 13½c. and weak at that.

GALVANIZED IRON—Good sale at unchanged prices is the summary of the situation in this market, 5¼c. being the quotation for 28 gauge.

LEAD—Locally the market is dull, and both London and New York show a steady maintenance of prices that were quoted last week. This market is unchanged at 3⅜ to 3½c. for domestic and 3⅝ to 3¾c. for imported.

SHEET ZINC—The price is firm, at 6⅜c. for casks and 6⅝c. for broken lots.

SPELTER—Firmness and slow advance in London quotations are to be noted. The London price of Silesian is £22 15s. Jobbers here continue to quote at 4¾c. for domestic and 5¾c. for imported.

TIN—Tin advanced in New York from 20.85 to 20.90 on Monday for Malacca Straits, and went from 20.75 to 20.90 for prompt shipment. It went back again on Wednesday. The shipments from the Straits during the first four months of the year are said to be 500 tons short of what they were during the corresponding months of last year. Prices are rather firm here at 24 to 24½c.

TIN PLATE.—There have been some large orders of coke sold, but low prices do not liven up the demand as it is desired. The price in England stands unmoved at 12s. 3d. and is steady here at quotations in Prices Current.

IRON AND STEEL.

The changed conditions on both sides of the water continue. The open quotations have not varied during the week and the amount of shading done is little more or less than it was. Good brands of Scotch iron continue to be taken in rather small lots while United States iron comes in about its usual volume on old contracts.

The market for bar iron has not acquired any new features, being steady at $2.05 for domestic merchant bars. Steel is fairly active and unchanged.

OILS, PAINTS AND COLORS.

Jobbers speak well of business. Manufacturers report that they are pushed for some lines beyond the capacity of the raw material supply. Prices are not particularly vigorous. Though white lead sells well, it does not grow in value, 5¼ to 5½c. being the prices holding. Linseed oil is still at last week's figures, but there is reason to believe that it will take another drop very soon. Turpentine is active at 50c., the lowest it has been for 5 years. All other seasonable goods are going well.

PETROLEUM.

Quotations of Canadian refined are unchanged at 14 to 14½c. for outside points and 14½ to 15c. for city delivery, but these figures are weaker than they were and could be influenced in the buyers' favor by a large order. Benzine is a product that is now much higher and is scarce at 15c. Empty oil barrels quote at 60 to 65c.

The Petrolia Advertiser reports : Petrolia crude $1.25 per barrel ; Oil Springs crude $1.25½ per bbl. The crude market remains quiet, the only sales made have been those to supply current wants. Prices however remain steady at $1.25½. The refined oil business is very quiet, and more than likely to be so for some time to come. The drillers are kept very busy both in Petrolia and Oil Springs with about the average result. Every month sees some of our best men on the drilling line leaving for various parts of the world, and we are informed that very shortly another gang of drillers will be on their way to Australia. The heavy rains that we have had for the past week or so makes the moving of drilling rigs rather difficult, but it must be a pretty bad spot where the average driller cannot find his way to.

GLASS.

There is now an adequate stock on hand. The price is on a basis of $1.35. The shipments so far to hand show little breakage.

OLD MATERIAL.

Wrought iron tends downward in value. All metals are in brisk demand. Prices show no change. We quote as follows : No. 1 heavy cast scrap 65 to 70c. per 100 ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c; light scrap brass 5½c. ; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c. ; scrap rubber, 2¼ to 2½c. ; country mixed rags, 80 to 85c. per 100 lbs. ; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c. ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

HIDES, ETC.

HIDES—The market retains its old uninteresting features and its stereotyped quotations, green quoting at 4½c. for No. 1 cows'. Cured are 5 to 5⅜c.

TALLOW—The price of refined is easier, buyers being unable to get more than 5¼ to 5½c., though they have generally to pay 5c. For crude the price is 2c.

WOOL—There is no trade of any moment between the growers and the merchants, but the latter are selling fairly freely from the stock to the mills. Fleeces are 18c., pulled wool is 22c. for super and 25 to 26c. for extra.

AMERICAN METAL MARKET.

NEW YORK, May 20, 1892.

There is no perceptible change in the condition of the market for iron or steel. Orders came along irregularly and in a manner leaving the market bare of any sign of new conditions that would encourage expectations of a better state of affairs in the immediate future. Railroad patronage is still very disappointing, and for structural material also the demand is short of even modest expectations. In the lighter forms of finished iron and steel the volume of business is only fair, and there is hardly the movement in wire, nails, heavy hardware, etc., that might reasonably be looked for. As for prices, they are still unsettled nearly all along the line, and as low as at any previous time during the past thirty days.

Crude materials are without improvement in any particular. The curtailment of production thus far has no perceptible influence in the face of the poor state of the market for most lines of manufactured goods Standard Northern brands are quoted at $15.50 to $16 for No. 1 X and $14.50 to 15 for No 2 X. and $14 to $14.50 for grey forge. Southern brands about $15 to $15.50 for No. 1 foundry, $14.25 to $14.50 for No. 2 foundry and No. 1 soft: $13.50 to $14.00 for No. 2 soft; $13.00 to $13.50 for grey forge. Inferior brands sell at about 50c. less. Scotch pig is moving in moderate quantities at about $21.00 to $21.25 for Coltness, $20.50 for Summerlee and $20 for Eglinton. Foreign spiegeleisen remains very quiet at $23.00 to $23 50 for 10 to 12 per cent., and $26.50 for 20 per cent., and 80 per cent. ferro-manganese about $61 00 to $61.50 delivered here.

TIN.—Pig tin is higher and strong at the advance, with fairly active speculative movement and fully the average purchases for trade account and consumption. Of futures about 100 tons have been sold at $20.90 for June, 21c for August, September and October, and the same price for the deliveries running through the balance of the year. Of spot parcels there were sales at $20.85 net cash, and for ordinary jobbing quantities $21 to $21⅛ was realized. Straits shipments during the first half of May were 875 tons to Great Britain and America, and 50 tons to the Continent. Last London cables quoted £95 7s. 6d. for prompt, and £95 2s. 6d for future delivery.

COPPER.—Has been taken in moderate quantities only by home consumers, and present wants seem to be met in good measure by supplies coming forward on back orders. At the moment producers and consumers are equally indifferent, as though content in the belief that the future will take care of itself. Current quotations at 12 to 12⅛c for Lake Superior ingot, 12⅛ to 12¼c for wire bars and 11¼ to 11⅜c for common casting brands. In the London market prices for merchant bars have advanced to £46 10s for prompt, and £47 for future delivery.

LEAD.—Pig lead has been quiet but steady at 4.27½ to 4.30 for car load lots, and 4.22½ to 4.25c for larger quantities. Supplies here are moderate, and the offering from the West is reserved owing to scarcity of ores in some quarters.

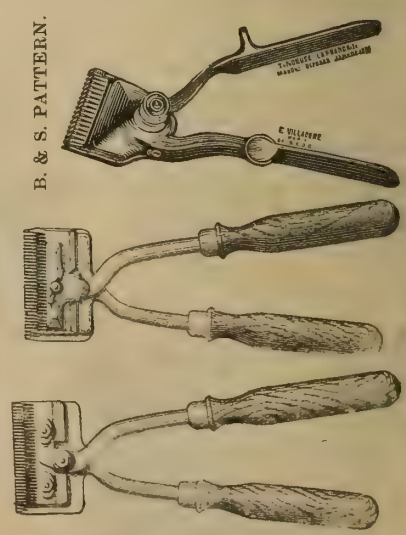
SPELTER.—Finds slow sale at the moment and the market is a shade easier at 4¾ to 4⅝c for prime Western, according to delivery and size of lot.

TIN PLATE.—For future delivery has met with very fair sale at steady prices, but the movement of spot stock continues moderate, and orders are filled with little trouble at former prices.

Villadere Clippers.

INTERCHANGEABLE PARTS.

B. & S. PATTERN.



POPULAR PATTERNS.

ATTRACTIVE PRICES

Sole Agents for Canada,

Painchaud, Squire & Co.

Temple Building, MONTREAL.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

GUNSMITH, LOCKSMITH AND GENERAL jobbing business with hardware for sale or partnership. Fast growing northern town. New store, best position, easy terms. Address, O. S. HARDWARE Office. —24

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

WANTED—LOCAL AND TRAVELLING Agents to sell Mucilage, Paste, Gums and Sizings, to Mills and Dealers. Liberal Commissions. The Arabol Mfg Co., 13 Gold St., New York

SNIDER RIFLES WANTED.

WE WANT HALF A DOZEN SECOND-HAND Snider-Enfield Rifles—military pattern—any kind will do if they are complete and the price be low Address, Snider-Enfield, care HARDWARE. tf.

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry and a great variety of Show Case Goods Send for Catalogue.

THE SUPPLY CO., Niagara Falls, Ont.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, Ontario.

Crystographs.

To represent

Stained Glass Windows.

A new and original process easily applied.

Cheaper than any imitation stained glass windows.

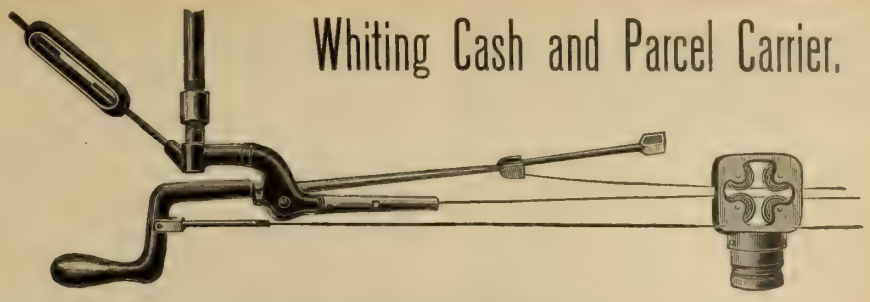
A LARGE ASSORTMENT.

A. RAMSAY & SON,

Established 1842.

MONTREAL.

Whiting Cash and Parcel Carrier.



SIMPLICITY SIMPLIFIED.

The most perfect system on the market, no cords or springs to get out of order. Can recall as well as despatch the car from either end, neat in appearance, silent and swift in action, moderate in price. Can be leased or bought outright. Send for descriptive circular, price list and testimonials to

W. H. E. WHITING, Patentee and Manufacturer, London, Ont.

P. O. Box 2029.

The William Johnson Company

(INCORPORATED)

572 WILLIAM STREET.

MONTREAL, 1st MARCH, 1892.

DEAR SIR,

We beg to inform you that we have sold our business, including our Factory, Stock of Merchandise and Goodwill to

THE CANADA PAINT COMPANY, Ltd.,

who will continue to carry on the business in the premises heretofore occupied by us, and for whom we heartily bespeak a continuance of the patronage you have hitherto bestowed on us.

For purposes of Liquidation, our address remains as above.

Yours faithfully,

The William Johnson Company.

TRADE CHAT

[This department is made up largely of item from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

The business men of Tamworth, Ont., have agreed to close at 8 o'clock every evening, beginning on the 9th inst.

The locked-out Kingston moulders will start a co-operative stove foundry. A large amount of capital has been subscribed.

The London Tool Company are occupying the Elliott foundry on Bathurst street, their own foundry on York street having proved too small.

The rubber factory at Port Dalhousie is now running in full blast, employing 135 hands, and more will be put on in the course of the next few days.

This has been an unusually good spring for milk can trimmings, there may have been a big simultaneous wear-out of trimmings in service,but it is more likely there is an increase in the number of farmers who bring their milk to cheese factories and creameries.

The hardware merchants in Vancouver, B. C., have taken the initiative steps in the early closing movement this summer, and after last Saturday they will close on Saturdays at 2 o'clock, and at 6 o'clock on other week days. The blacksmiths and horseshoers have also agreed to close at 1 o'clock on Saturdays from the 21st inst.

Sneak thieves recently obtained entrance to the London Car Wheel Works, owned by the Ontario Car Company, and stripped the engine and machinery of all the brass fittings. The property of late has been in the hands of some Montreal firm.

Rice Lewis & Son have the contract for putting the hardware in the Bell Telephone building going up in this city. Corbin's fine bronze goods will be used. The same class of hardware will be put in the Imperial Bank at Calgary, the contract for which has also been awarded to Rice Lewis & Son.

The McClary Manufacturing Co.'s Cabinet gas stove is a strong favorite in the orders received this season. No. 9 Monarch is a gas stove they are also handling this summer. It is manufactured by the Baxter Stove Co., Mansfield, Ohio, and has a hot water attachment.

On Tuesday, Mr. J. Findlay, representing the Hamilton Bridge Co., arrived at Alvinston to superintend the construction of the steel frame work for the Alvinston bridge. It is estimated that it will require 350 tons of steel for the bridge, fifteen carloads of which is now in St. Thomas en route to Alvinston, whence it will be teamed to the bridge site.

Clarke, Kerr & Thorne, wholesale hardware merchants, St. John, N.B., have dissolved partnership. Wm. Kerr, late of that firm, joins with John M. Robertson in a new firm under the style Kerr & Robertson to carry on a wholesale hardware business. Mr. Kerr is well known to the trade of the Maritime Provinces, and Mr. Robertson needs no introduction, having been in contact with the trade in that part of Canada for years.

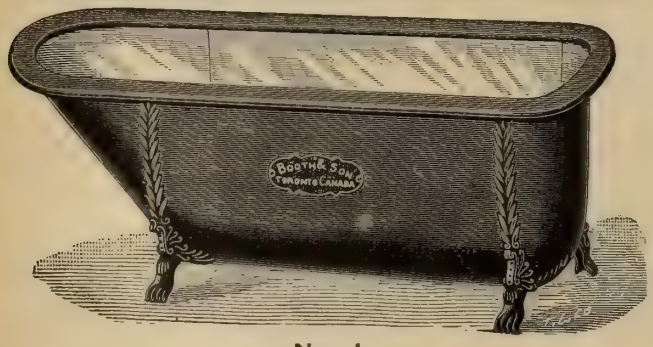
We would call the attention of our readers to the advertisement of the National Cash Register Co. on another page in this journal. This enterprising firm have over 40,000 of their "Silent Cashiers" in use in all classes of business, and their output exceeds 1,000 machines per month. Their cash register is becoming universally recognized as an absolutely necessary adjunct in a retail business.

The C. F. Smith Co. of Belville (Ltd.) have sold out the machinery, plant and goodwill of their pieced tinware business to Edwin Chown & Son of Kingston. The C. F. Smith Co. will henceforth devote their attention to making of their lanterns and other specialties, and all the products of their manufacture will be handled through Edwin Chown & Son, through whom all orders for these goods are to be made. In addition to making pieced tinware of the same superior quality as that made by the C. F. Smith Co., Edwin Chown & Son will add a line of small wares to their manufactures,and will carry full lines of pressed and japanned tinware, enamelled ware, woodenware, kitchen and dairy supplies.

Before the Finance Committee of the London Council the requst of the Hobbs Hardware Company for free water and ten years tax exemption on their new industry was considered. The committee declined to entertain the free water question as being beyond their power. Exemption, as requested, was recommended with the promise that 25 men be continuously employed. The firm intended employing more than that number. They have paid $11,000 for their premises.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1
PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

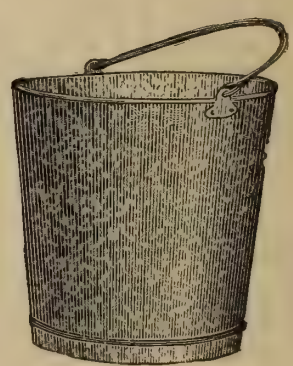
Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,
TORONTO, CANADA.

Galvanized Bucket.



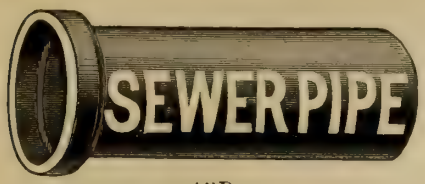
We Manufacture them in both floring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

Hamilton and Toronto



—AND—



HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE  MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

SHOVELS--Fenerty's.

We know whereof we speak. We claim we are giving the best value of any makers in the Dominion.

LOTS OF TESTIMONIALS.

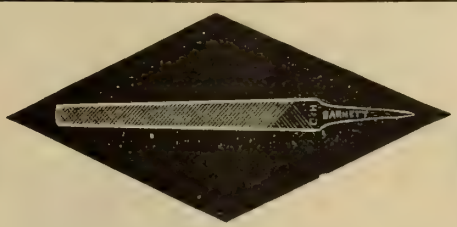
DEALERS, BUY THEM, AND LET YOUR CUSTOMERS TRY THEM.

CRAIG, MacARTHUR & CO., Toronto.
JNO. PETERS & CO., Halifax.
JAS. E. CHIPMAN, Vancouver.

CAN TELL YOU ALL ABOUT THEM.

HALIFAX SHOVEL CO., Ltd., Halifax, N. S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, TORONTO.

GORDON CROWN



- GALVANIZED IRON.
- BLACK IRON.
- HOOP IRON.
- ROOFING COPPER.

M. L. S.

- TIN PLATE AND BOILER TIN,
- 1-2 & 1-2 SOLDER.

We guarantee the above to be equal to any in the market, and solicit enquiries for quotations.

SAMUEL, SONS & BENJAMIN,

English House: 1 RUMFORD PLACE,

LIVERPOOL.

Business Changes

SALES MADE OR PENDING.

Johnson & Co., hardware dealers, Brandon, Man., have sold out to E. H. Johnson.

James H. Buckley, general merchant, Guysboro, N. S., advertises his stock for sale.

CHANGES IN STYLE OR PARTNERSHIP.

Birrell & Rettie, hardware dealers, Trenton, N. S, have dissolved.

The Canada Glass Sivering & Bevelling Co., Montreal, has dissolved.

Perkins & Patriquin, general merchants, Norton, N.B., have dissolved.

Baldwin & Co., wholesale and retail crockery dealers, Halifax, have dissolved.

Mountain & Perkins, axe manufacturers, Danville, Que., have dissolved, E. A. Mountain continuing.

W. H. Parker, general merchant, Digby, N.S., has registered consent for his wife, Eliza Parker, to do business in her own name.

REMOVALS AND DEATHS.

Simon Bedard, tinsmith, Quebec, is dead.

Geo. M. Branscombe, general merchant, Young's Cove, N. B., is dead.

John Jardine of J. & T. Jardine, general merchants, Kingston, N. B., is dead.

FIRES.

R. M. Mowat & Co., hardware dealers, Trenton, Ont., are burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. T. Wilson, dealer in bankrupt stocks, Winnipeg, has assigned.

C. H. Coffin, general merchant, Barrington, N.S., has assigned.

C. A. Whitman, general merchant, Trehome, Man., has assigned.

Wm. Dunn, merchant, Blenheim, Ont., has assigned to Geo. Foster.

Duncan Cameron, general merchant, St. Peters, N.S., has assigned.

H. H. Ogilvie, general merchant, Upper Stewiacke, N.S., has assigned.

John S. Funk, polish manufacturer, Berlin, Ont., has assigned to A. Erb.

E. E. Mills & Co., general merchants, Kinmount, Ont., have called a meeting of creditors.

Handcock Bros., house furnishers, stove and hardware dealers, Toronto, have assigned to Campbell and May, Toronto.



CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.

BUSINESS OPPORTUNITY.—Advertiser owns Canadian Patent for a rapid selling household article, which has proved a wonderful success in the United States. On account of the Canadian duties, desires to sell to a manufacturer here. Will bear the fullest investigation and closest scrutiny.
Address, H. D. Blakemore, Moline, Ill.

P. CORRIDI,
Accountant, Auditor, Receiver, Etc.
EXPERT AUDITING, and ACCOUNTANCY A SPECIALTY.
Accounts Adjusted, Statements of Affairs Prepared.
Sole Representative for Toronto, for Goldman's System for Locating Errors in Trial Balances.
No Accountant or Book-keeper should be without it. Call or write and get particulars
Office, Room 26, York Chambers,
9 Toronto St., TORONTO.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

CHAS. D. CHOWN
Manufacturers' and Commission Agent,
Tinsmiths', Plumbers' and Builders' Specialties.
KINGSTON, ONT.

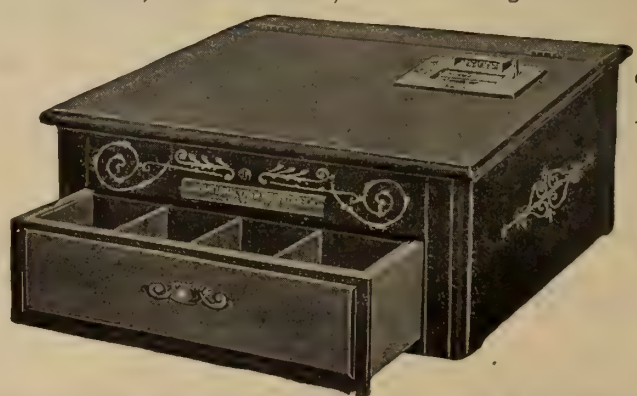
BEAVER LINE STEAMSHIPS.
SAILING WEEKLY between Montreal and Liverpool Direct. Will be despatched as follows:

From Liverpool.	Steamships.	From Montreal..
Sat'y, April 16	Lake Huron....	Wed'y, May 4
" " 23	Lake Superior.	" " 11
" " 30	Lake Winnipeg	" " 18
" May 7	Lake Ontario...	" " 25
" " 14	Lake Nepigon..	" June 1
" " 21	Lake Huron . ..	" " 8

Superior accommodation for Saloon, Intermediate and Steerage Passengers.
The Saloon Staterooms are Roomy and all outside, admitting of perfect ventilation.
Each steamer carries a duly qualified surgeon and experienced stewardess.
Rates of Passage, Montreal to Liverpool.
SALOON, $40 and $50..... } According to Accom-
ROUND TRIP, $80 and $90 } modation.
The $40 and $80 rates are per Lake Nepigon only.
INTERMEDIATE, $30. STEERAGE, $20.
Passages and Berths can be secured on Application to the Montreal Office or any local Agent.
For further information apply to
H. E. MURRAY, Gen. Manager,
4 Custom House Square,
Montreal.

FRANK S. TAGGART & CO.,
89 King St. West, TORONTO.
SOLE CANADIAN AGENTS FOR
PIGOU, WILKS & LAWRENCE, LTD. Winners of all Field Trials for pattern and penetration "ALLIANCE" Brand price per. 25 lb. keg $10. Price per. 1 lb. tin 60c.
E.C. SMOKELESS POWDER CO., Ltd. This smokeless powder possesses special features which place the E. C. in the Front rank as a Sporting and Trap Powder. Price per 1-lb. Tin (equal to 2-lbs. Black) $1.75. Price per 25 lb. Drum $37.50.
New Club Shells Loaded with P. W. & L. (Alliance). 10 ga. per. C. $2 50. 12 ga. per. C. $2.25, ditto with E. C. Schultze or American wood. 10 ga. per. C. $3.50. 12 ga. per. C. $3.
Agents for Standard Keystone Targets and Traps.
Frank S. Taggart & Co.,
89 KING ST. WEST, TORONTO.

Autographic Cash Registers.
Before ordering any Autographic Register, see the NATIONAL. Guaranteed equal to the PECK, the STANDARD, or any other Register of this kind, and only half the price.

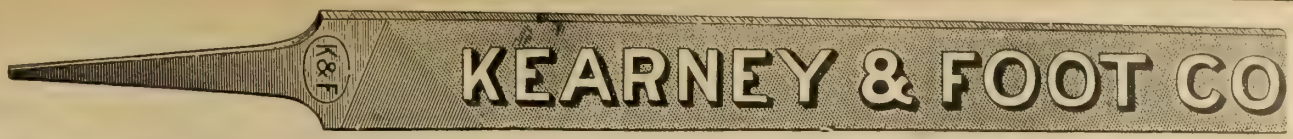


We make 34 different kinds of Cash and Autographic Registers

PRICES:
$15, $20, $25, $30, $50, $60, $75, $100, $125, $150, $175, $200, $225 and $250.

No. 33 AUTOGRAPHIC, with Combination Lock, $20.
Why pay others $30 or $40 for an Autographic Register when we will sell you one superior to any other made, for $15 or $20?
THE NATIONAL CASH REGISTER CO.,
DAYTON, OHIO, U. S. A.
Canadian Salesrooms: Toronto, Ontario, 63 King Street W; Halifax, N. S., 107 Holles Street; Montreal, P. Q., 174 St. James Street; Winnipeg, Man., Main and Queen Sts

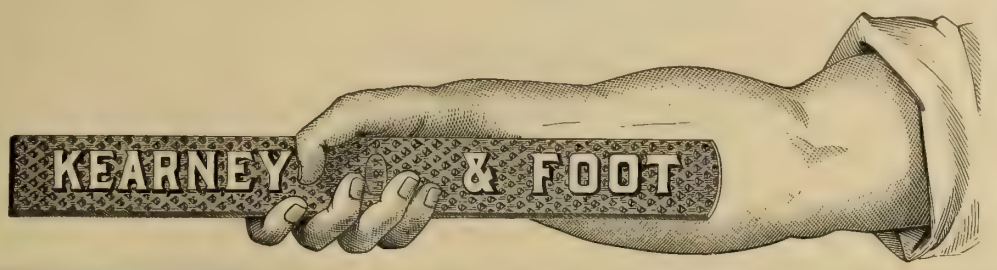
OFFICES: 100-102 Reade St., New York, U.S.A.



WORKS Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

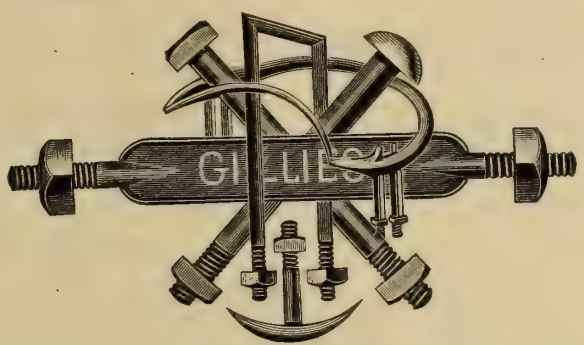
PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co., Toronto.

PORTLAND CEMENTS

From $1.80 per cask upwards.
FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

BOLTS, FORGINGS. GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts Carriage Forging of all kinds. SEND FOR PRICES.
GEO. GILLIES, Gananoque, Ont.

Best in the World.

Wrapping Paper.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. Send for samples.

The Price Low.

CUTLERY AND SPOONS.

Best value in all kinds of English Cutlery from stock or for import. See our samples before placing orders.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

To the Trade :

OUR NEW CATALOGUE

—OF—

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto,

TELEPHONE 2164.

—REPRESENTING—

J. L. GOODHUE & CO., Danville, Que. Leather Belting.

ALEX. McARTHUR & CO., Montreal. Tarred Felt, Building Paper, Coal Tar, Pitch, Etc. Etc.

SHEPARD HARDWARE CO., Buffalo, N. Y. Etc. Etc. Etc.

Send for Prices.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 23½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7½ 7¾

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh-Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 3
26 "	3, 3¼
28 "	3¼, 3½

Canada Plates.

Blaina	½ bright 2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 17 0 18
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 21 0 22
" 35 to 45 " "	0 20 0 21
" 50 lb and above per lb	0 19 0 20

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05¼ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03½ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 16 0 18
Standard	0 15 0 17

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, Berger's ex. deep, per lb	0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56 0 56½
Boiled "	0 59 0 59½

Turpentine (in bbls)

Selected Packages, per gal	0 50

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 10 p.c.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge 0 25
Thin card wads in boxes of 1000 each, 8 gauge 0 45

Chemically prepared black edge grey cloth wads, in boxes of p M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge 0 90
5 and 6 gauge 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined each 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz ... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 20 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex ....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Fire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18
Chisels—*Socket, Framing and Firmer*
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... .... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.35	2.60	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Peen.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled.
Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat,dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 to 60 and 5 per cent

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P , Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. o 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)
1. Either Canada or American Pattern.
Basis—50 to 60 dy..... 2 30
40dy..... 2 35
30 dy..... 2 40
20, 16 & 12 dy..... 2 45
10 dy..... 2 50
8 & 9 dy 2 55
6 & 7 dy..... 2 70
2. American Pattern Only
from 4 to 5 dy 2 90
3 dy. (lath)..... 3 30
3. Canada Pattern Only
from 4 to 5 dy 2 80
3 dy. (lath)..... 3 20
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto)14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p. c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10½ 10¾	12½ 13
¼, 5-16, ⅜ in.....	11 11½	13 13½
3-16 in	11½ 11¾	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 75 0 80
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P , dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, " 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ⅛ gross boxes per gross net cash..... 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks. 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz 1 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 14
" Red cap..... ..... 0 12
" Crown..... ..... 0 11
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8,10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " "
" Plain twist, 2&3 wires } 4¼ 4¾
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

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REFRIGERATORS OF ALL KINDS.



Manufactured by KNOWLES & NOTT, Brantford, Ont. Write for Catalogue.



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Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods.

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

SISAL Binder Twine

W. S. McGREGOR,
11 and 13 Front St. East, Toronto.

Plate Glass

ALL SIZES IN STOCK.

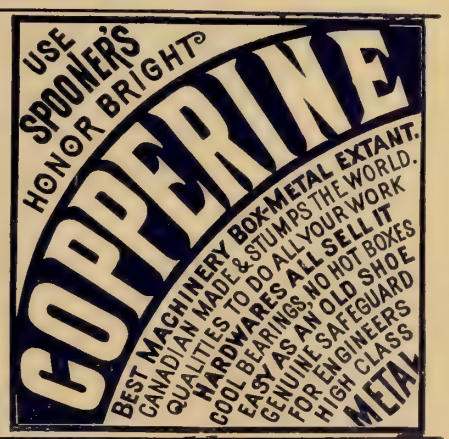
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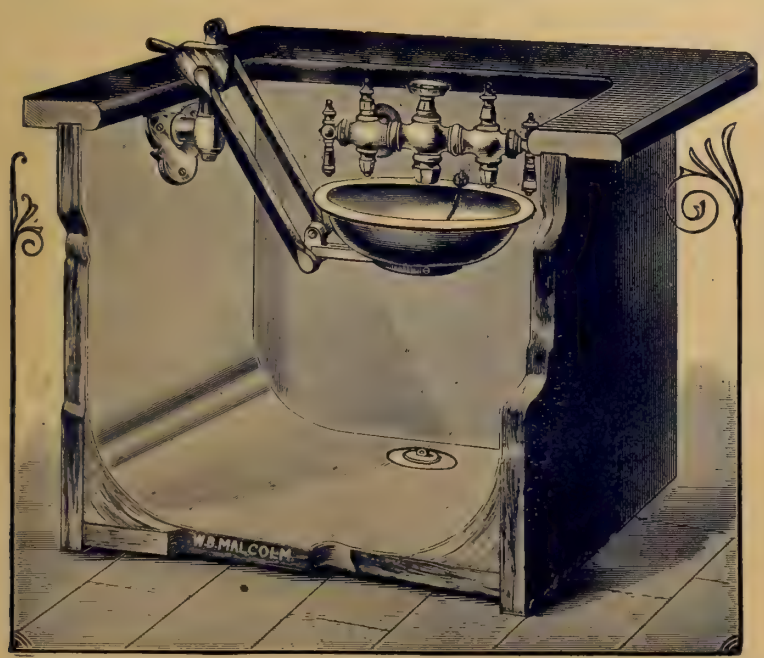
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Telephone 1112.



Malcolm's Patent Adjustable Basin Stand.



Unique, Durable, and Cheap. Nothing like it in the Market.

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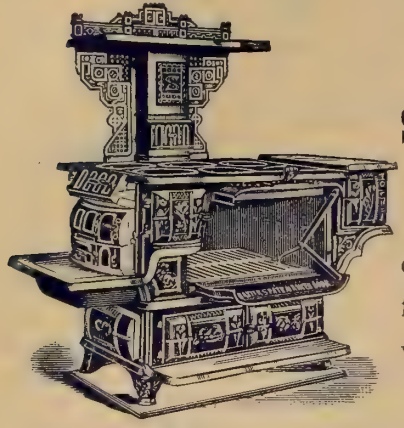
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CANADIAN

HARDWARE AND METAL MERCHANT

VOL. IV. TORONTO, MAY 28, 1892. No. 22.

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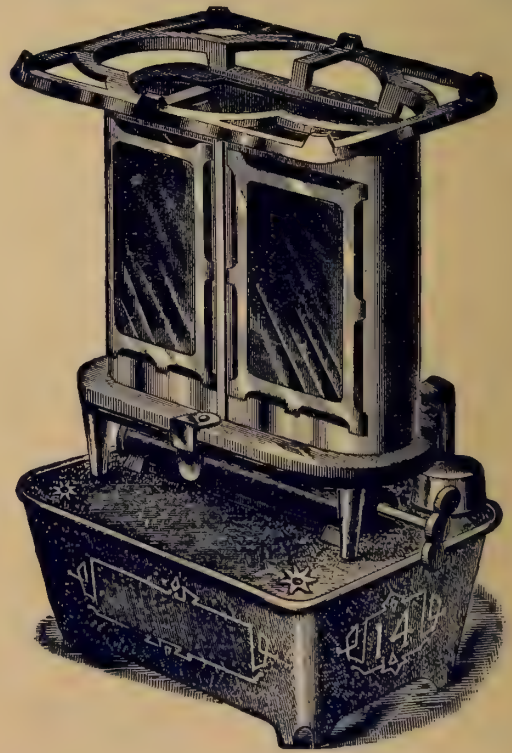
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ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, MAY 28, 1892 No. 22

☞ We beg to advise our readers of a change in our premises. Our office and place of publication is now at No. 10 Front St. East, next door to the Board of Trade building. This removal, itself an improvement, enables us to add many other features that former limitations of space would not allow. Correspondents or visitors will please remember the change.

This paper leaves the Toronto Post Office Friday evening. Subscribers not receiving it promptly should write us at once. Their doing so will be considered a favor.

THIS WEEK'S MOTTO:

Laziness is the mother of invention.

The local trade in builders' hardware has been no better than it promised to be ever since the reaction in the real estate market began to demoralize the building industry. New houses continue to go up, and though the number of them erected and in course of erection this spring bears an insignificant proportion to the number put up one, two or three years ago, there are nevertheless more being built than anybody expected there would be. The builders, however, have difficulties to encounter now that they had not in the former springs referred to. So many of them have failed that their industry has a bad name in financial circles, and money is hard to get for the prosecution of building schemes. Tenants are becoming nearly as hard to get when the houses are ready for occupation, and purchasers are even scarcer, so that the building is very likely to stand a long time as a sort of sepulchre of whatever has been invested in the construction of it. Then so many builders have to carry property that keeps them continually on the brink of bankruptcy, that they are not considered good marks for anybody to lend money or sell goods to. Even of those that our city traders do deem worthy of credit, there are few that the banks will venture anything upon, unless with the most gilt-edged security. That further circumscribes even the very limited trade that could be done with the builders in the least restrictive circumstances this spring and summer. A trader brings a builder's paper to the bank, but is unable to get any money upon it unless his endorsation is like the stamp of the mint. Very good men have brought such paper to the banks, men who have no difficulty in getting credit from very conservative hardware houses, but they have been refused at the banks. Money is plentiful, it is hard to know what to do with it, but the banks are very chary of builders' paper endorsed by the trader. Wholesalers feel the effect of this in delayed payments and diminished business.

* * *

Notwithstanding that we were advised last week by a representative of the Consumers' Cordage Co. that the prices of binder twine would be announced on Monday, there have been no quotations made yet, and this is Thursday. The jobbers have not yet seen either the list or the agreement, but they are living in hope that they may see both this week. The quotations of the Consumers' Cordage Co. are supposed to be belated by the same cause as those of the Trust in the United States, that is, the unsettled state of the tariff in that country, The House of Representatives two weeks ago passed a bill placing binder twine on the free list, but that measure has got no further in the course of legislation, and until its fate is settled the Trust will withhold quotations. If it is the same cause that has arrested the issue of prices in this country, there is no further proof needed of the close alliance and probable identity of interests between the Consumers' Cordage Co. of this country and the National Cordage Co. of the United States. Combines usually defer sufficiently to the popular prejudice that exists against them to make at least a pretence of accommodating their course in prices and other respects to the influence of the supply and the demand. They are seldom so indecent as to utterly disregard public opinion by cultivating the impression that they feel themselves all-powerful and able to set public opinion at defiance. The feeling in the trade that the Consumers' Cordage Company deigns to give little consideration to the interests of those who have to sell its twine is not due to impatience. At latest, its quotations should have been issued at the beginning of the present month, to give a fair chance to the jobbers. Some irritation has been manifested in consequence, and one jobbing house that handles large quantities every year, and has a big order ready to place now, is understood to have declared that its order will go to some independent manufacturer in the United States, if quotations are not vouchsafed this week. The house in question has taken orders conditionally, and it wants to know where it stands.

* * *

Jobbers appear to be rather indifferent whether they handle the twine or not, but as they are receiving orders they might as well fill them. Their indifference is due to the facts that the manufacturers of binders are allowed to handle so much of the twine, and what there is little profit in it. The margin of profit is narrow, the time to the jobber is 30 days, while to the retailer it has often to be four months. On mixed orders the jobber very generally gives four months to good customers, in fact it is his greater indulgence in the matter of time that enables him to do any business against the manufacturer of binders. The jobber commonly makes the twine payable on the first of September or October. Twine also loses in weight by keeping, and this is particularly true of broken bales. In addition to the narrowness of his gross margin, the loss of interest through conceding long time to retailers and the loss in weight, the jobber has to make a stand againt price cutters, who are sure to have a hand in business this year as they had last. The agreement is constructed for the purpose of preventing that, but so far all the agreement has done has been to tie the hands only of those who wouldn't cut anyway.

TURPENTINE PRODUCERS' TRUST.

According to reports received here on Thursday the turpentine producers of Georgia, Florida, South Carolina and Alabama organized the Turpentine Operators' General Association, on the day preceding, at a meeting held in Savannah, at which a very large number of representatives of the trade was present. It is not altogether clear what the members of the new organization hope to gain by the move. The trade of New York professes to be in entire ignorance of the motives and scope of the undertaking and is disposed to belittle its importance, while, so far, advices from Savannah have failed to give such details as are necessary to a complete understanding of the movement by the trade in this city. It is claimed here that the organization, if it has been actually completed, can have no effect on the market since those that report says are interested in it are men who yield no particular influence in the trade. On the other hand our Southern advices state that the association's membership, includes men who produce more than one-half of the world's supply of turpentine and rosin. The meetings of this new Trust are held in secret, and it is claimed that the principal object of the Trust is to regulate production, decrease its cost, by reducing wages, and get better prices from consumers for the product.

Those in the combine claim that some action is necessary to place the market on a more substantial foundation, and for that reason the producers should endeavor to make a move in that direction. For several years past the production has been increasing, the output last year being the largest on record. So far this year the yield has been considerably in excess of that for the corresponding period in 1891, and if it keeps up at the present rate, as it bids fair to do, the outturn will be very much greater than the requirements of the world. Last year's very large cotton crop is assigned as one of the most potent reasons for the increase in turpentine production this year as both planters and laborers have turned to that as offering greater financial inducements than the raising and gathering of cotton.

Unless some check can be put upon the production of naval stores there can, it is asserted, be only one result and that one that would work lasting injury to the industry. It is questioned, however, whether the recently organized combine or Trust can control the output. As all of the pine lands in the South are not owned by turpentine producers, there is nothing to prevent others from going into the business, thus keeping the production up to the present limits, or even exceeding them, at the expense of those who are bound by the agreement to limit their output.—Oil, Paint and Drug Reporter.

TIN PLATE MACHINE.

A machine for the manufacture of tin plate has just been put into successful operation by the American Tin Plate Machine and Manufacturing Company, at the northeast corner of Twenty-first street and Washington avenue. The machine is the invention of Samuel Y. Buckman, of this city, who began to build it about a year ago. He met with the usual delays which stand in the way of inventors, one of the chief of which was the faulty construction of the metal pot which caused much trouble by leaking.

All difficulties have at last been overcome and the machine has been turning out terne plate, a low grade of tin plate, for several days. A feature of this machine is that it turns out the plate in a long roll, each soldered together, saving this much labor for the tinner and roofer.

The working of the machine was explained to a Ledger reporter yesterday by Mr. Buckman and Clarke Merchant, who is a director of the company, and others interested in the enterprise. The machine is 80 feet long and 4 feet wide. Black steel sheets, 8 feet long and 20 inches wide, are taken from a pickle which removes all rust, and fed into one end of the machine, passing through the different processes of cleaning, dipping and soldering together, coming out finally at the other end a continuous roll of plate. The sheets are obtained from Pittsburg, being made specially for this machine. American sheets have to be used, on account of the unusual length necessary.

After being fed into the machine, the sheets are carried along by rolls passing first under two brushes, which by the use of sand scour the top of the sheet. Further on, two more brushes scour the under side of the sheets. Then they pass between sprays of water which give a final cleaning. Three steam rolls, or to be more correct, three felt rolls, surrounded by steam jackets, next come in contact with the plates, bringing them to any degree of moisture desired, and preparing them for coating.

Before passing into the flux, the ends of the sheets come under the action of an ingenious device which makes a compact joint. From this point the sheets become continuous, passing, by means of a series of rolls, through a flux box containing oil flux, and then through the metal in the pot, which is covered with palm oil. The joints are soldered by the metal, the two operations being performed at once. After leaving the pot the plates pass between rolls which are adjustable, partly regulating the thickness of the coating. At present the continuous sheet of metal passes from the pots to the second storey, between a final set of rolls which fix the joints firmly, and a shear that cuts it into desirable lengths.

The arrangements for handling the plate after it leaves the pot or the machine proper are not completed. This work is intended to be done automatically, the sheet running over a drum, through the final rolls, to the shear, which will be made to clip every 60 or 80 feet, or any desired length, after which the lengths of plate will be rolled up for shipment. No boxes will be used, the intention being to sell the tin in rolls of suitable length.

Two men are required to handle the machine proper, and the complement is six men, one of them a skilled mechanic. The minimum capacity of the machine is stated to be 100 boxes a day of 10 hours, the product of five stacks operated by the old method, when the seperate plates have to be dipped successively into the wash, flux and metal bath. There is therefore, a saving of labor not only in the operation of coating, but of drying, preparing for shipment and soldering.

It is claimed that this machine can turn out the highest grade of plate, as well as the lowest, and, by changing the temperature in the metal pot and regulating the rolls through which the plates pass after leaving the pot, any thickness of metal desired can be put on. The joints are far better than can be made by hand, and the strips are as straight as it is possible to make them.—Ledger and Transcript.

INSOLVENCY LEGISLATION.

The draft of the proposed insolvency act, as submitted by the Montreal board of trade, is not meeting with favor in the west. The Winnipeg board has declared against the proposed act, on several grounds. It is claimed that it is not suited to Manitoba and the Territories, on account of the sparse population here, greater distances, slower means of communication, expensive nature of proceedings under the proposed act, etc. The simple and inexpensive act which has been in force in Manitoba for some years, is held by the Winnipeg board to be superior to the proposed Dominion act, so far as this part of the country is concerned.

The Vancouver board of trade has also pronounced against the proposed act, as prepared by the Montreal board, for much the same reasons as those given by the Winnipeg board. The act, the Vancouver board says, "would supercede our present inexpensive and very effective method of administering the estates of insolvent debtors," while the expense of administering the proposed act, under the conditions prevailing in British Columbia, "would be so great as to leave but little for the creditors." The only advantages of the proposed act, in the opinion of the Vancouver board, "would be the obtaining of his discharge by an insolvent debtor; the inflictment of punishment upon fraudulent debtors; and compulsory assignment in cases where a debtor refused to make a voluntary assignment." The latter, however, the Vancouver board believes is open to abuse, as it "could be made to operate harshly against deserving debtors who might be temporarily embarrassed.—Winnipeg Commercial.

DON'T CARRY YOUR BUSINESS HOME.

The American plan of business, founded as it is upon rush and push, hurry and hurrah, is at best a grinding system, wearing away the lives of participants in it, and the question arises how can some relief be found from this constant taxing to the uttermost of the strength and ability?

In no country in the world are the people living in the mental and physical strain as they are here. In every other country the relief comes to the business man and the laborer in the shorter hours occupied; the few moments' respite enjoyed with companions over the glass and the lunch, when the forenoon is but half spent, and its repetition again in the afternoon just as the burdens of the day begin to be a heavy weight; in the holidays crowded with everything which would tend to drive from the mind the cares of the bread winning, gain getting struggle of life.

The American business man, as a rule, if he is what we term "up with the times," a "hustler," does not take any holidays, and he can be found at his work early and late, without an intermission. No dropping out for a social hour with him—it would never do, for to the American heart percentage and profit, exchange and barter, dimes and dollars seem to be the synonyms for every luxury and blessing which should make life worth the living.

The average American business man has a still greater fault, which comes as a necessary result, attendant upon his daily custom of attaching a secondary value to everything which does not carry with it a tangible profit in the shape of a dividend payable in gold, and this is the fact that owing to the overwork of the day he carries home his business disappointments and failures to be vented in a pleasure-destroying petulancy, which is sure to destroy the opportunity for the rest and home comfort which tired nature so much needs and craves.

We have to work at this universally adopted rate in order to keep up with the competition of the times in any line in which we may be engaged, but even this being true, can the business man not cultivate the habit of laying off the cares of his surroundings, as he does his office coat, and go into the atmosphere of home or society, forgetting the dark cloud of the day, trusting that a brighter to-morrow's sun may dispel it, or bring a clearer sky?

It can be done. We have in our mind a character of this description, who closes the doors on every troublesome difficulty when he closes his safe, and only opens them, to public view at least, when he begins the battle of another day. He makes it a rule to never mention in his home the doubts he may entertain, nor more than mention the anticipated successes until they are fully assured facts. His home-coming is sure to bring its ray of sunshine, and he has so schooled himself in the matter of confining business to business hours, as to find many a good night's sleep upon the pillow which would bring only fretful tossing to the ordinary man.

DON'T CARRY YOUR BUSINESS HOME.

Leave it down town; wait and meet its hardships to-morrow when you have renewed strength.

Don't meet your family with a flag of despair flying at half mast, and by word and act send a chill to the hearth and hearts of your home which will destroy every chance for them to help you by the loving tenderness they would otherwise extend. It is a hard matter to accomplish, we know; there are a thousand and one things to banish from your mind which it seems impossible to do, but it can be done.

Forget when you close your ledger that your bookkeeper made a mistake which cost you a hundred dollars; forget when you close your safe that the note you hold is yet unpaid, and the money you depended on to meet the claims upon you to-morrow is not there; forget all, banish the last disagreeable business talk as you leave your friend and step from the car at your home, and if you can't carry into it the brightest sunshine, don't bring a cloud by harping on failure.

Life is worth living if its pleasures are not murdered by the missapplication of things to time and place. Let your out-of-business hours drive the wrinkles from your brow, and strengthen your manhood for the effort the future will demand.—Merchant Sentinel.

WHAT ARE YOU IN BUSINESS FOR?

As the sole aim of every man engaged in business should be money getting, so the amount of money which may reward his efforts is the sole criterion of his ability as a business man and the true test of the degree of success that he may meet with. A business man may acquire a splendid reputation for honesty, courtesy and prudence, as well as for boldness, courage and shrewdness, yet if he fails to make money he is a failure as a business man. There are men engaged in trade who do not know the meaning of the word system; who have not a spark of originality, but tamely follow in the foot-prints of competitors; who are tied to no rules as to the keeping of accounts and the granting of credit, yet make money right along, while some of their rivals, with every aid that a sound business education and painstaking zeal can give, find it difficult to keep their heads above water and often fail disastrously. The trouble with these latter persons is, no doubt, that they lose sight of the object which they should constantly keep in view, namely the accumulation of money. They desire, perhaps, to impress their community with a sense of their ability as heavy buyers—with the magnitude of their operations; or they allow sentiment to interfere with business, and give credit to undeserving people, under the delusion that the sole end in view should be a certain amount of sales per annum. A wise man does not engage in a mercantile business for the purpose of simply selling goods; the sales are but the means to an end, and if by an increase in the volume of his business the sagacious dealer cannot increase the volume of his profits, he will rest content with a modest trade.

We can imagine some of our readers expressing disgust at the above statements of perfectly obvious facts, but has the suspicion never crossed their minds that some merchants are in business either for the fun of the thing, or for some other purpose than money getting? Take the case of any "out-and-out" cutter with whom the reader may be acquainted, and it probably will appear upon investigation that the end which he originally had in view has been lost sight of in a thirst for an increased patronage, regardless of profits. We have no doubt that much of the price-cutting which occurs in the retail grocery business and kindred lines of trade would disappear, if the members of these trades would always bear in mind the object with which they at first started out. A fruitful source of loss in retail trading is over-buying. Owing to vanity, which may have been adroitly fanned by the salesman, a merchant orders a larger quantity of goods than he can handle in their season, and even if he succeeds in paying for them, runs a risk of losing by their depreciation in value through changes in fashion, damage by becoming shop-worn, &c., while the locking up of more capital than he can spare, prevents him taking advantage of market changes on other goods. Such a risk ought not to be taken, because it endangers the realization of the prime aim in business. If the goods are novel in design and there is the least doubt of their popularity they should be handled very gingerly. The merchant is not in business exclusively for the purpose of pushing new goods; that is the manufacturer's province, and the former should not sink into a mere agent of the latter, because such a capacity lessens his chances of making money. There are other ways in which the end in business is forced out of sight. But the chief are those which have been just mentioned. If every retail merchant from this time forward will resolve to constantly keep before his mental vision the money-getting end, to the exclusion of all other objects, we believe the losses from bad debts, price-cutting and over-buying will rapidly and steadily shrink to nominal figures. If a business man has other ends in view than the common one, he may be warranted in adopting the role of a philanthropist where the granting of credit is concerned, or in testing the depths of human knavery if he is philosophically inclined and doubtful parties ask him to put his trust in them. Also, if he wishes to make a grand splurge and dazzle his neighbors with the extent of his business, there may be justification for him. But there are other callings in which such men can shine much better than in trade in which sentiment has no place, and to achieve success therein the fact that it is exclusively a money-making pursuit, and that without the money-getting condition no man should enter it, must not be lost sight of.—Merchants' Review.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

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JUST RECEIVED

Schultze Smokeless Gunpowder

In 1-2 lb., 1 lb., and 25 lb. packages.

The Best Sporting Powder Made.

PUSH IN BUSINESS.

It is an assured fact nowadays that if you intend to make money, you must, says Finance, take hold of something, you must devote your work, your skill, your experience, and whatever money you have to something. Caution is, indeed, a great thing in investment; but as in everything else, there can be too much of it. The man who is too cautious in his business policy runs a greater risk of being ruined by missing golden opportunities than one who is seemingly reckless in his undertakings. Conservatism of the genuine sort should be the characteristic of every legitimate business man; aggressiveness, however, in every line of commerce, enlarges a thousand-fold the possibilities of success, while at the same time permitting of the employment of conservative methods. The genuine business man is a speculator; he is no gambler. He takes risks, but they are warranted by the necessities of his enterprises. He also often comes to grief, but his ruin often emphasizes the mistakes that should be avoided by others. Any man who wishes to invest has lots of good chances. But he must act; and by rightly acting he will win.

PARIS GREEN AND HELLEBORE.

Retailers throughout the country who are not druggists are liable to forget that the trade in hellebore and Paris green is regulated by law. These articles are poisons, and commerce in them is subject to the restrictions that druggists must not over-step. Hellebore is permitted to be sold by no one but druggists. The demand for it becomes active at this season, and nothing is more natural than that owners of gardens should repair to general merchants, grocers, and hardwaremen for supplies. But these traders can not legally make sale of hellebore. The penalty for selling it is a fine of from $20 to $50. It must be left severely alone. If it is not, some druggist within reach will be likely to hear of any transgression of the law and bring the offender to book, for the druggist naturally wants all the trade a paternal law gives him the monopoly of.

Paris green may be sold by any trader, but neglect of the conditions imposed by law is too costly to be found guilty of. Storekeepers are sometimes so careless as to sell Paris green as they do tea, nails, etc., merely tying up the required weight and receiving the pay or charging the item. Every instance of doing business that way is punishable by a fine of twenty to fifty dollars. The trader must keep a register, a book in which every sale is entered, with the following particulars under marked headings: The date, the quantity bought, the purpose for which it is bought, the signature of the purchaser, the initials of the salesman. Every parcel sold must be marked "Poison." If this care is taken in the case of every sale, the trade in Paris green will be a perfectly safe one.

M. & L. Samuel, Benjamin & Co.'s travellers are now booking orders for fall delivery of that firm's lance-tooth cross-cut saw, Lumberman's Pride.

A retail hardware dealer asks the HARDWARE to send him the addresses of manufacturers of wrought iron fencing. Any of our subscribers who can will kindly send names and addresses.

The hardware stock of H. T. Read & Co., of New Westminster, is to be sold at auction in this City this week en bloc by Mr. A. M. Beattie. The stock is well assorted and is of the value of about $20,000.

The Hamilton Sewers Committee received a letter from Alexander Gartshore asking to be relieved of his offer to make castings for sewer ventilators at $2.40 per 100, and it was decided to allow the withdrawal as requested. The tender was then awarded to Burrows, Stewart & Milne.

We have received some samples of mica from Chas. D. Chown, manufacturers' and commission agent, Kingston, Ont. The samples are No. 1 White, No. 2 White, No. 1 Villeneuve, No. 2 Villeneuve, and Sydenham Amber. They are a beautiful line, equal in quality to imported amber, and are quoted by Mr. Chown at very much lower prices than the imported article can be laid down for.

A change of officers, and in the management of the Eustis Mfg. Company, Bayonne, N. J., manufacturers of Puritan ware, dating from May 1st, 1892, has taken place. The new officers are: President—Frank J. Sprague, of Sprague, Duncan & Hutchinson, Ltd., and President Sprague Electric Elevator Company, 15 Wall Street, New York City: Treasurer—Charles M. Sprague, Assistant Treasurer Windsor Company, North Adams, Mass.; Secretary—Alfred Bishop Mason, of Sprague, Duncan & Hutchinson, Ltd., No. 15 Wall Street. Any information required, as to the present or future responsibility of the Eustis Manufacturing Company and those representing it, will be given with pleasure to those concerned in personal interview by Mr. Sprague at No. 15 Wall street. The change of officers has also necessitated a radical change in shop management which will cause some delay and confusion, but this will be only temporary.

BEAVER LINE STEAMSHIPS.

SAILING WEEKLY between Montreal and Liverpool Direct. Will be despatched as follows:

From Liverpool.	Steamships.	From Montreal..
Sat'y, April 16	Lake Huron....	Wed'y, May 4
" " 23	Lake Superior.	" " 11
" " 30	Lake Winnipeg	" " 18
" May 7	Lake Ontario...	" " 25
" " 14	Lake Nepigon..	" June 1
" " 21	Lake Huron	" " 8

Superior accommodation for Saloon, Intermediate and Steerage Passengers.

The Saloon Staterooms are Roomy and all outside, admitting of perfect ventilation.

Each steamer carries a duly qualified surgeon and experienced stewardess.

Rates of Passage, Montreal to Liverpool.

SALOON. $40 and $50..... } According to Accom-
ROUND TRIP, $80 and $90 } modation.

The $40 and $80 rates are per Lake Nepigon only.

INTERMEDIATE, $30. STEERAGE. $20.

Passages and Berths can be secured on Application to the Montreal Office or any local Agent

For further information apply to

H. E. MURRAY, Gen. Manager,
4 Custom House Square,
Montreal.

PURE WHITE LEAD.

Guaranteed by "White Lead Association of Canada"
at Lowest Prices.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson,F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

HAVE YOU EXPERIENCED TROUBLE WITH

FLOOR PAINTS



I'VE USED IT.

It is more important to have a reliable floor paint than any other Liquid paint.

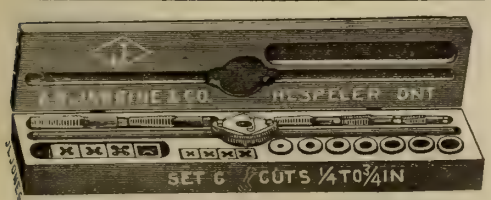
They must Dry hard. They must Dry quickly. Brightness and Durability are necessary.

These qualities, it has been proved are to be found in

ADAMANT FLOOR PAINT

In Six Colors, at $1.00 gal. Send for Cards to

Walter H. Cottingham & Co., Montreal.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools, and Tube Expanders.

Send for Catalogue and Price Lists

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

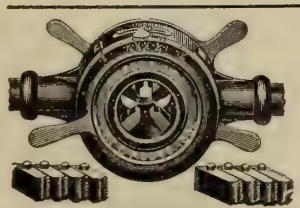
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

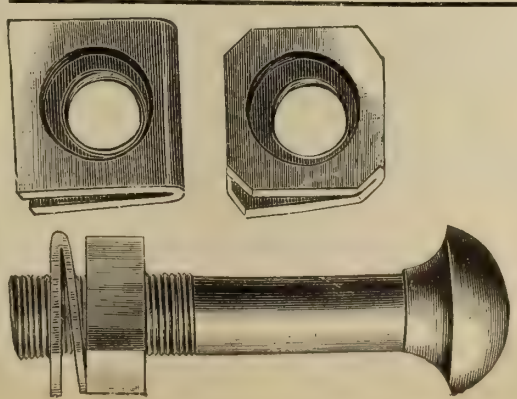
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

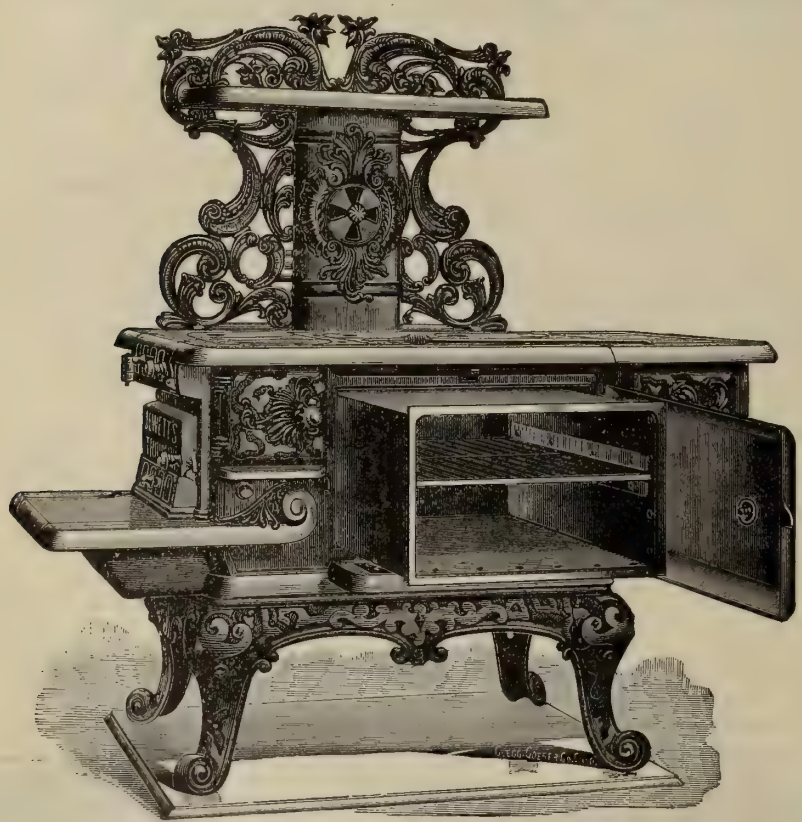
(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.

NEW GOODS.

We give below a cut of a New Pull-out Steel Oven Range. The adaptability to the three different kinds of fuel used in the Dominion—soft coal in the Lower Provinces and the far West, American coal in the greater part of Ontario and Quebec, and wood in the other parts of Canada—makes it suitable for any and all sections of the country. The economy of fuel for cooking purposes, which is claimed to be very little more than one-half that of the ordinary cast-range, must be a weighty factor in bringing it into general use. The difficulty in using most descriptions of soft coal in an ordinary stove or range is the coating of the oven plates with soot, which is one of the best non-conductors of heat, and which is difficult or nearly impossible to remove in an ordinary range, while in this range the oven can be slipped



out, brushed off and replaced in five minutes. Of course in addition to the pull-out oven, it has all the latest improvements, and is so simple in its construction that it is to be sold at a considerably less price than the ordinary range. To the Chown & Cunningham Co. of Kingston, belongs the honor of introducing this range in the Dominion.

This is the burden of an English ironmonger's advertisement:

When other Oil and other Lamps
Gloom and vexation bring,
When other Spades and other Saws
As worthless away you fling,
There may, perhaps, in such a scene
Some recollection be
Of goods that would have trustier been,
And you'll remember me!
And you'll remember, you'll remember me!

NOTES TAKEN ON THE ROAD.

A. M. Rowan, St. John, N. B., reports his trade in hardware a little below the average, which he is unable to account for, but thinks it will improve as the summer advances. He has a paying trade, but would like to see it pace a little faster. The tide comes and goes in St. John, but he waits to see the trade come to stay a little better if possible.

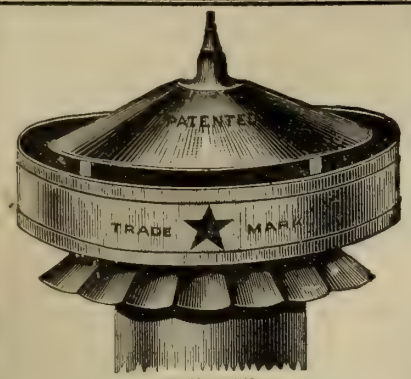
I hear a good deal of complaint from dealers here and at other points, on account of the slow and uncertain way orders come to hand from Montreal. One dealer said he ordered goods from a metal house in Montreal, and two weeks afterwards he got word that the order was shipped, and it was then three weeks before it was received. The same trader says that when he ordered from Boston or New York the receipt of the order would be acknowledged at once, the goods would be shipped promptly, and in two weeks at most they would be in stock. It is sometimes worth the duty to have business done thus promptly. It is pretty conclusive that neither railway from Montreal takes the business public into account to any great extent.

Farquhar Bros., Halifax, N.S., report trade in their lines brisk, and say they have all they can possibly attend to this season. These brothers are young men and pushing to the front very fast. They do a general tinsmithing, gasfitting and plumbing business, and the merits of their work are telling in their favor with the citizens of Halifax.

T. McAvity & Sons, St. John, N. B., can be classed with the largest hardware and metal dealers in Canada. They manufacture same lines that they sell to every wholesale dealer in the Dominion. They will soon issue an elaborate catalogue, which will be in great demand from the trade, and which will facilitate the booking of orders by the firm. Foreign trade is being sought after by this concern with that pluck and enterprise which have done so much for their business.

SAWING OFF PRICES.

Some men have a mania for cutting prices, and where the habit is strongest it is the least frank and open-handed. It condescends to trickery, and is in trade relationships what Judas Iscariot was in the councils of the twelve apostles. It is, of course, impossible to manipulate business morals on a pancake basis of even justice. It may have its revivals, but these are usually restricted to sales, and leaves the sinner still unregenerated. Saints are scarce both in churches and shops, and, if a pity, it is still a fact; and if Moses fails with the ten commandments, it is not reasonable to suppose any trade law can escape the usual violation. The evil however, is none the less for being too common, for it is to this spirit of rivalry and cupidity we find so many men making meat of their noses to spoil their neighbor's face. It is this frenzy that makes competition homicidal. It simply does a butchering business and fills the modern shambles with debtors and creditors, financial skeletons and busy sheriffs. This, of course, is foolish; but as fools seldom die when young, they have to be endured in whiskers. They are pratically immortal, and never die. They co-exist with the mosquito and the wart that spoils the beauty of a Roman nose. Everybody knows that two-thirds of our business failures, bad debts and ruined creditors are traceable to these unrepentant sinners, and that their delinquencies in the long run have to be balanced in the big clearing house of the public purse. All kinds of schemes are devised to limit this business evil. We cork it up in conventions, committees and organizations, and frame all kinds of affidavits to keep the modern Annanias from his old habit of going back on his veracity. Men travel hundreds of miles, frame constitutions and employ the national mails to distribute resolutions and schedules in printed forms, but still the cat gets into the pantry and the dreaded camel gets through the needle's eye. In fact, men who would adhere to living prices and save themselves from the sheriff are frequently compelled, by the law of self-preservation, to take to the water on a plank when the bottom is kicked out of the business boat. Competition keeps its knife on the grindstone and the trader's throat, with the criminals sitting before a ledger, and their names on the official roll of fair and honest trade. It may be safely said that it would pay, with a handsome profit, to give a life pension, with board and lodging and free rides on Sundays, to this class of men, who are strangling themselves and their neighbors by undue and injudicious competition.—Ex.



—USE THE—
STAR * VENTILATOR
For the VENTILATION of
Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Send for our book on Ventilation.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

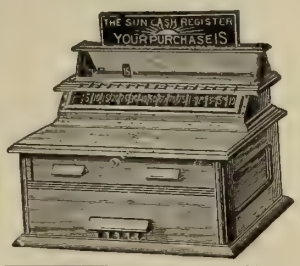
Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,

GANANOQUE.

WHY PAY $200 FOR A KEY REGISTER,

When you can buy the "SUN" Cash Register for $40.00.



The "SUN" will accomplish as much, do it as easy, and is as serviceable.

The "SUN" is the Register for the people

It is the very latest, simplest, and best register for the money yet offered Every Merchant can afford to have one or more SUN REGISTERS at convenient places in his store room.

There is no argument against the use of a Cash Register.

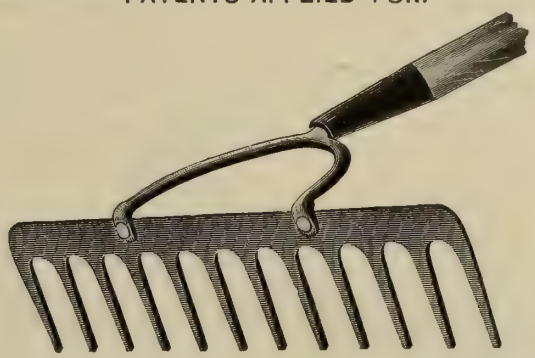
REMEMBER: That the little metal ball accomplishes in the "SUN" what complicated and intricate mechanism does in the National.

For further particulars, address

WALTER GROSE,
432 St. Paul St. MONTREAL.

Eureka Steel Head Garden Rake.

PATENTS APPLIED FOR.

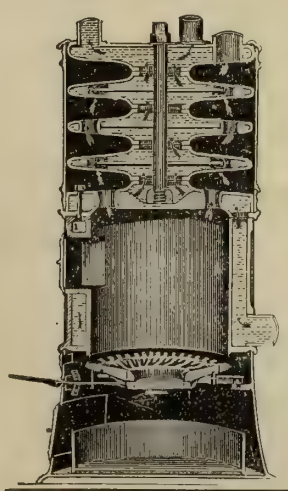


The Head is stamped from a Solid piece of Extra Double Refined Silver Steel and consequently is much stronger than any other Rake now on the Market.

SEND FOR PRICES.

MANUFACTURED BY.

JAMES ROBERTSON & CO., - TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS

MONTREAL.

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,
AGENT.



Two Ply Twisted Fence Strand, and Galvanized Fence Staples.

Oiled and Annealed Fence Wire.

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

Write for Catalogue and Price List.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

There is some talk of a tile factory being started in Hamilton.

Last week the hardware men of Vancouver, B.C., commenced closing at 2 o'clock on Saturday afternoons.

Nearly a carload of commercial travellers reached this city from Halifax on Saturday night.—St. John Telegraph.

The by-law to exempt from taxation for ten years the manufacturing establishment of the Hobbs Hardware Company has passed the London (Ont.) city council.

The Chown & Cunningham Co., Kingston, have got out a Supplement to their Catalogue. It is devoted entirely to their "Favorite" stoves and ranges.

McGowan and O'Malley, professional burglars, who were arrested last week while burglarizing a hardware store in Winnipeg, have been sentenced to two years imprisonment.

The clerks in the various stores of Hamilton, are agitating for a weekly holiday, on Wednesday afternoons, through June, July and August. The Hearld has taken up their cause in a sensible editorial.

We have received a copy of "Water and Air Circulation in Heating and Ventilating," published by the Abram Cox Stove Co., Philadelphia. Architects, plumbers, heating engineers and all who are concerned in general or special house-heating should have it.

A correspondent writes in the Halifax Morning Chronicle: "Another engagement is anuounced, an unexpected one this time. I refer to a popular young clerk in one of our leading hardware establishments and the pretty and accomplished daughter of a south end florist."

The Toronto Board of Works recommended the acceptance of the tender of the Gutta Percha & Rubber Manufacturing Company for 300 feet of 2½ inch hose at 90 cents per foot. Also that of the Toronto Rubber Company for 300 feet of 2½ inch at 90 cents per foot, less 10 per cent.

Harry Symons, of Kingsmill & Symons, Toronto, accompanied by Messrs. Coatsworth, H. J. Macdonald, A. W. Ross, Corbould and Mackintosh, waited upon the Premier and Hon. Messrs. Bowell, Foster and Chapleau, to urge that steel rails for electric railways should be allowed to enter free of duty, as with rails for steam railways, on the ground that the weight of rail and the kind of rail required for electric railways is almost precisely similar to those used by the steam roads. The matter is of considerable importance to Toronto, inasmuch as it affects the proposed conversion of the present Toronto street railway into an electric road, and the city would fairly expect to share in any saving on the cost of putting down the rails.

Seconds in granite or agate ware are almost out of stock, and it is next to impossible to fill orders for them owing to the reluctance of manufacturers to make more than they can't help. They claim that at present prices they are losing money on this ware.

The E. B. Eddy Co.'s branch here, under the management of Mr. Weldon, is doing an enormous business. Orders for fibreware are coming in far beyond the instant capacity of the house to supply them, and shipments are hard to get from the manufactory, owing to an equal pressure of the demand there.

"Mr. Wm. Howe, of the Howe Ventilating Stove Company, Tallapoosa, Ga., was in town last week looking at the stove foundry premises with a view to purchasing the same. The firm is one of the largest manufacturers of stoves in the States, and is looking for a location in Canada. Mr. Wm. Mowat, of Stratford, is the owner of the property."—Dundas Star.

Thanks to the Hamilton Board of Trade, Halton County is to get its regular train service on the G. T. R. The railway company, showed vindictiveness because of the countys success in the action to make the G. T. R. carry out the terms of the agreement under which a division of the road got a bonus from Halton. In 1878, when the Hamilton & Northwestern, subsequently amalgamated with the old Northern and renamed the Northern & Northwestern, was built, the county of Halton granted it a bonus, on condition that it should be refunded, provided the H. & N. W. did not remain an independent corporation for twenty-one years. The N. & N. W. was afterwards taken over by the Grand Trunk in 1888, and since the 1st of May the Grand Trunk has only provided one train per day between Hamilton and Barrie, instead of two, as formerly, so that the people of Halton could not reach Hamilton and transact business without spending two nights and a day in the city, thus keeping many people away, to the injury of business.

We have the following sent us for publication by the advertisers, and we publish it at their request:—A man by the name of C. B. Dudley, who pretends to have some reputation as a chemist, has recently made some analysis of anti-friction metals, among which is the Magnolia metal. There are gross errors in the analysis of Magnolia metal, and those of other anti-friction metals are incorrect. If these analyses are instances of his skill as a chemist, it would be well for the public for him to quit the business. Below is a statement of an eminent authority on anti-friction metals bearing out the above statement: "In the analysis of Magnolia Metal, Dr. Dudley has over-stated one constituent part and has omitted tin (which it always contains) and other materials. On the same page is given an analysis of antimonial lead, which may be correct, but not an ounce of this is ever used in Magnolia Metal. H. G. TORREY, U. S. Assayer in U. S. Mint Service, New York."

MONTREAL TRADE CHAT.

An advance is expected in sheet brass in the near future.

Walter Grose reports the sales of the Sun Cash Register as being very large.

A. C. Leslie, of A. C. Leslie & Co., manufacturers, sailed for England last week.

Jack McIntyre is in town and reports trade good in the valley. He says he did a good trade in shelf goods.

The new cement firm of Francis Hyde & Co. are now ready to supply the trade in any of the lines they carry.

James Wilson, of the wholesale iron and heavy hardware firm of Thos. Robertson & Co., has just returned from England.

P. D. Dods & Co. sent a cheque to Chief Benoit in acknowledgment of the work done by the firemen at the late fire in their paint factory.

Hugh C. McLean, manager of the J. B. McLean Co. (Ltd.), publishers of HARDWARE, was in town on his way to England He sailed on the Lake Huron on Wednesday last.

A lamp exploded in the house of John Fletcher, blacksmith, last week, which came near causing the death of Mr. and Mrs. Fletcher. The damage that was done was slight.

J. A. Panchaud, of Panchaud, Squire & Co., agents for the Fox Cutlery Company, sailed on the steamship Parisian for England. He will visit Germany, Belgium and Italy before he returns.

T. W. Bacchus has been appointed Canadian agent for H. G. Long & Co., cutlers, Sheffield, England. This firm's goods have been handled by the trade here for several years. The trade will now have a better chance of ordering, as Mr. Bacchus has a full line of samples always on hand.

THE OAKVILLE BASKET COMPANY,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

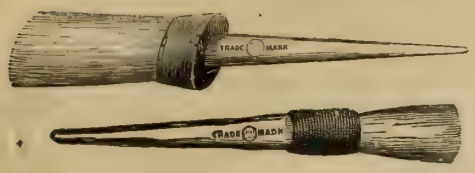
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BASKETS

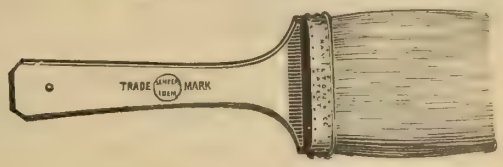
THE OAKVILLE BASKET CO.,

OAKVILLE, ONTARIO.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



TORONTO, Nov. 6th, 1891.

W. H. JAGGER, ESQ., 24 Front Street West, Toronto.

DEAR SIR,—We have used Messrs. Hamilton & Co's Painter's Brushes for some time past, and find them very satisfactory, both as affecting the questions of quality and durability.

Yours truly, ELLIOTT & SON.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer.

THE BEST English Sporting Gunpowder

USE THE

"ALLIANCE"

PRIZE POWDER.

—Mane only by—

Pigou, Wilks & Lawrence, L'd.,

11 Queen Victoria St., London, E. C.

Always obtainable from

Frank S. Taggart & Co., Toronto.

The Hingston-Smith Arms Co., Winnipeg.



RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes, Piano and Furniture Polish, Stove Pipe Varnish, etc.

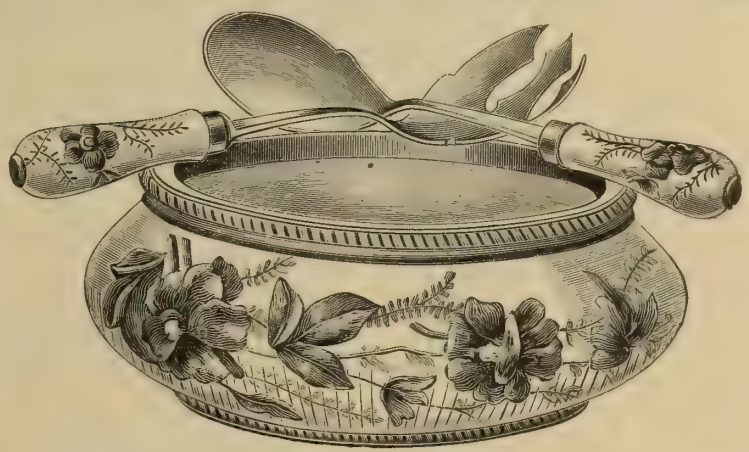
PARIS, ONT.

THE TORONTO SILVER PLATE CO., TORONTO, CANADA.

MANUFACTURERS OF

STERLING SILVER AND ELECTRO SILVER PLATED WARES.

Salad Bowls and Servers.



Salad Casters.

Are Seasonable Goods. A Large Line in Stock.

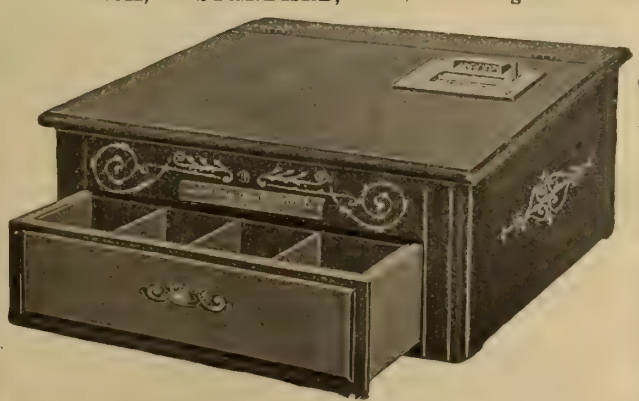
All Silver Ware bearing the name **"TORONTO SILVER PLATE CO."** is guaranteed.

Factories and Salesrooms, Toronto, Canada.

E. G. GOODERHAM, Manager. JNO. C. COPP, Sec-Treas.

Autographic Cash Registers.

Before ordering any Autographic Register, see the **NATIONAL.** Guaranteed equal to the **PECK**, the **STANDARD**, or any other Register of this kind, and only half the price.



We make 34 different kinds of Cash and Autographic Registers

PRICES:

$15, $20, $25, $30, $50, $60, $75, $100, $125, $150, $175, $200, $225 and $250.

No. 33 AUTOGRAPHIC, with Combination Lock, $20.

Why pay others $30 or $40 for an Autographic Register when we will sell you one superior to any other made, for $15 or $20?

THE NATIONAL CASH REGISTER CO.,

DAYTON, OHIO, U. S. A.

Canadian Salesrooms: Toronto, Ontario, 63 King Street W; Halifax, N. S., 107 Holles Street. Montreal, P. Q., 174 St. James Street. Winnipeg, Man., Main and Queen Sts

MARKETS

MONTREAL MARKETS.

MONTREAL, May 27, 1892.

The week has shown no change in the condition of the iron and heavy material market which is dull with only a jobbing trade doing. Warrants have fallen off during the week and are now quoted at 40 . Ocean freight rates are so low now that iron and heavy material is carried almost as ballast. Chemicals are meeting with fair jobbing sales. Oils have moved more freely during the week. This is owing to the settlement with Newfoundland, which was arrived at since our last report. Steam seal has dropped in price and is now held easier. Cement is only meeting with fair jobbing sales at very low prices. One dealer here states this is owing to the fact of so many new men starting up in business. Sales have been reported during the week lower than $2 per barrel. Firebricks are meeting with fair sales, and are being held at firm prices.

PIG IRON.

The pig iron market is still dull with no new business to note since our last report. Warrants have fallen off during the week and are now quoted at 40s. Arrivals of pig so far have been small and outside of a few lots sold to arrive there has not been much new stock coming in. Prices and freight are so low now that it ought to make dealers take hold freely, but it does not, and the only business doing on spot is for actual wants. The local pig market is dead.

BAR IRON.

There is nothing new to note in bar iron on spot. The only trade doing is a small jobbing one at old prices. We quote $2 in a jobbing way, and $1.85 for wholesale quantities.

SCRAP IRON.

A fair jobbing trade at easier prices is all we have to note on spot. Prices for wrought scrap have fallen off during the week, the trade will not pay more than $15.50 to $16 for it. Cast is quoted at the old figures $13 to $14 according to grade.

TIN PLATES.

The canners taking hold is the only thing of interest we have to report in the above line. The easy feeling is still maintained and concessions have been made for to clear out round lots. The only stock that has arrived is cokes, and a few lots have been sold ex wharf. We quote cokes $3.30 to $3.50, and charcoals $3.75 to $4.50.

TERNE PLATES.

The terne plate market is still dull, the only trade doing is for actual requirements. Merchants plate is meeting with good call, and the agent reports increasing sales. We quote terne plate $7.25 to $8. Merchants plate, IC. 20x28 $13.50 and IX. $16.

CANADA PLATES.

The only thing of interest to report is the sales that have been made ex wharf at very low figures. In fact it is said the price was lower than cost but it had to be as they had to be moved. Prices have eased off still more this week and are now quoted $2.50 to $2.60.

COPPER, ETC.,

Copper furnishes only a moderate business with no speculative sale to note. Prices are firm at the advance noted last week and the trade that is being done is only a small one. Ingot tin has stiffened still more this week and we quote copper 13 to 15c. and ingot tin 23½ to 25c.

NAILS

The movement in nails still continues to be good and dealers report large sales in all sizes of iron and steel. We quote 235 and steel 10c. a keg higher in comparison. Steel wire nails also have good enquiry.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

GENERAL HARDWARE.

The week has shown a noted improvement in all lines, and the wholesale trade are kept busy shipping orders. The lines that have the biggest call are harvest implements and builders supplies. Shelf goods, and cutlery are having a good call, and with the present reported low stock in the country business is likely to be brisk for some time. The travellers must be sending in large orders, as the trade are kept hustling to lay out and ship orders. Manufacturers agents say they are doing a good trade and hope to do a better fall trade. Payments also are good.

CHEMICALS.

Chemicals only furnish a fair trade, a few sales have been made ex wharf during the week. Importers do not let their stock lay so long in the steamship sheds as they used to, the late fire makes them hustle them off, so sales at the wharf have been small.

Bleaching powder,	$2.30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.28	to	0.32½
Cutch,	0.08½	to	0.09½
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

A fair jobbing trade is all we have to note in glass. New stock are beginning to arrive and prices are held firm. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.20 to $3.40 for thirds and fourths.

PAINTS AND LEADS.

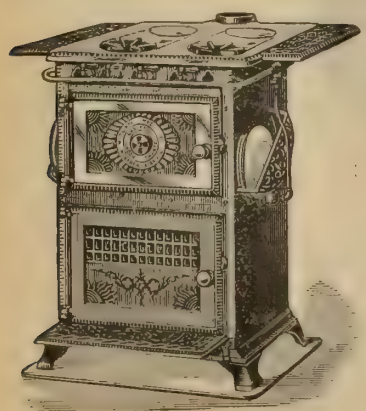
Paints still continue in good demand, all the manufacturers are working over time to fill orders. The lines that have the best call are floor and fineline mixed paints. Leads also have the same good enquiry. We quote : Government standard, $5.50 to $6 ; No. 1, $5.00; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

OILS.

The demand for oils still continues good, and now that so arrangements has been arrived with Newfoundland will no doubt improve more during the coming week. Steam seal has eased off during the last few days. We quote:—Cod Newfoundland to 45c.; seal, steam refined 45 to 50c.; linseed raw 56 to 57c. ; linseed, boiled 59 to 60c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25 ; turpentine, 53 to 54c. Less 3 per cent. 30 days.

CEMENT AND FIRE BRICK,

The cement market has been very active during the week, but sales were small owing to the light stock. Prices are very low, and for round lots dealers are said to be cutting the price. Some lots have been sold lower than $2, and one of the dealers here states that the condition of the market is very unsatisfactory, the profits being so small. Firebricks are selling well and prices are un-



GAS STOVES.

The best features that scientific and practical experience have demonstrated are embodied in OUR CABINET STOVE. They are very handsomely carved and heavily nickeled. All users gladly give highest praise. One placed will quickly sell others.

We also make stoves of one, two or three burners.

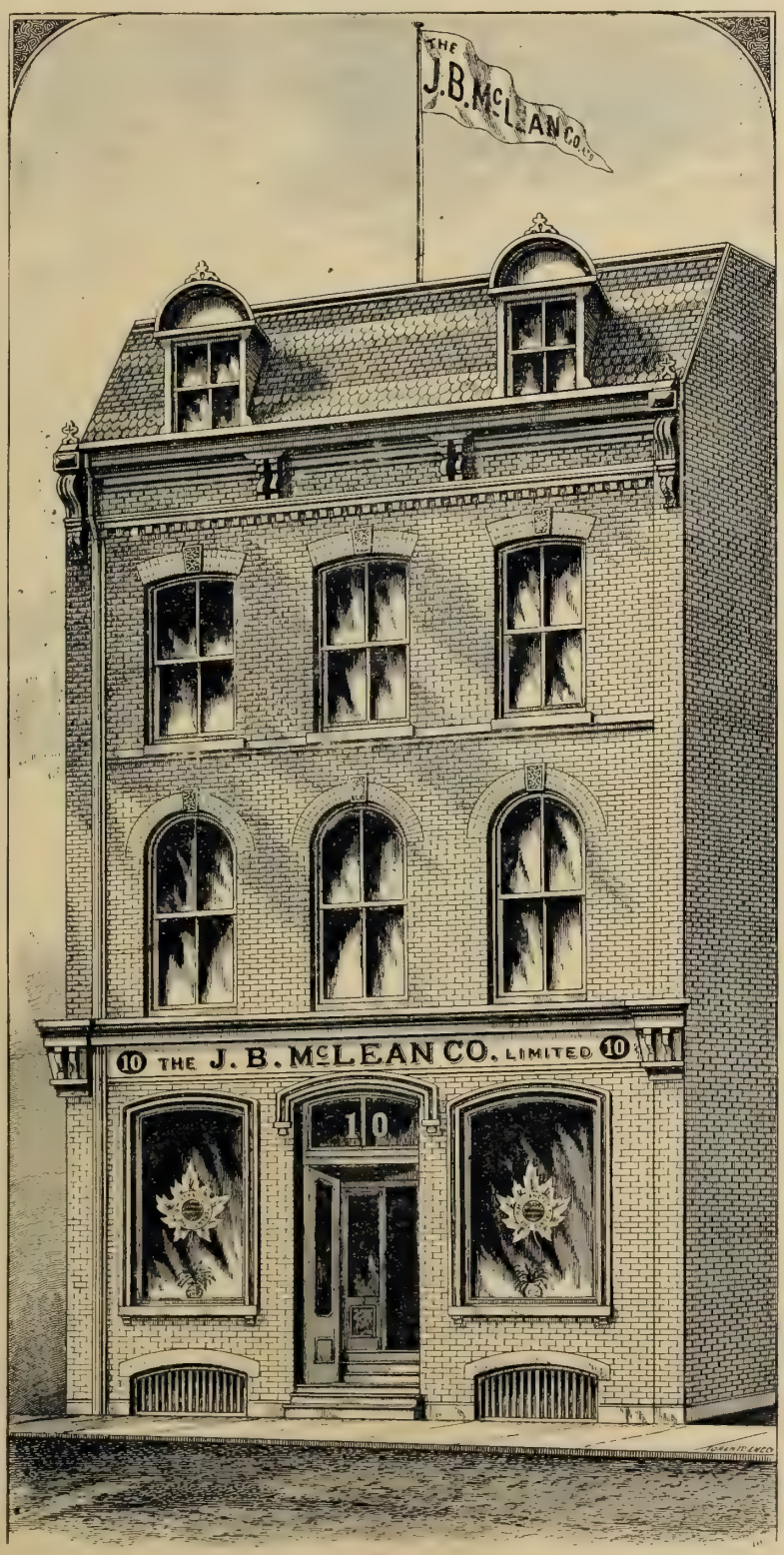
The McClary Mf'g Co..

LONDON, TORONTO, MONTREAL, WINNIPEG.

An Interesting Sketch of The J. B. McLean Publishing Co., ltd.

"There is a tide in
"the affairs of men which taken at the
"flood leads on to fortune."—*Shakespeare.*

The acknowledged wisdom of the great masters finds verification in the origin and success of The J. B. McLean Publishing Co. (Ltd.), of Toronto. Two country merchants one day in the month of August, 1887, were discussing in a Front Street whole- sale grocery, the very unsatisfactory and in- adequate market reports then furnished by the daily papers, particular- ly deploring the scarcity of items relating to gro- ceries. Mr. J. B. McLean, then Commer- cial Editor of "The Mail," happening to en- ter the warehouse the matter was discussed more fully in his pres- ence, and the idea of a journal devoted exclu- sively to the interests of the Grocery and kindred trades immediately sug- gested itself to him. With him to think was to act.



Within two months of the date of discussion The General Storekeeper and Canadian Grocer and a monthly periodical, made its appearance as that were sent out to and the 10,000 copies general storekeeper in every retail grocer and it was the intention of the Dominion show that the merchants of Can- the new concern to give ada a proper vehicle for the conveyance of reli- able trade information and market reports. It must be confessed that the appeal for support that accompanied the initial copy met with anything but encourag- ing success, one solitary subscriber being the re- sult of the mountains labor. Nothing daunted however, Mr. McLean, having set himself a goal, with that sturdy pluck and persistence characteristic of his race and feeling sanguine of ultimate success, set himself more firmly to work. The next two issues consisted of 10,000 copies each, sent broad- cast over the whole Dominion with probably a little better success, though anything but encouraging. It might be stated that at this time the staff consisted of Mr. McLean only, who occupied the multi- farious positions of pro- prietor, editor, adverti- ing solicitor, book- keeper, office-boy, and general utility man; a veritable Journalistic Pooh-Bah without that distinguished Celestial's emoluments; and the office where this new aspirant for journalistic honors issued occupied the modest space of a 9 x 12 room at No. 5 Jordan St. After the November and Decem- ber issues had made their appearance it was felt that a monthly paper was of very little benefit to the trade and a weekly issue was decided on, the first of which appeared on January 6th, 1888, since which time it has regularly made its appearance, brighter, newsier, more interesting and artistic than ever, and it is safe to say that no periodical on this

Continent has made and is improving the standard of excellence set itself by its ambitious and enterprising management. About this time new blood was enfused into the concern by the entrance of Hugh C. McLean, a brother of the inceptor, a practical printer with some years experience as a business manager in this country and in New York, Boston and other American cities. A joint stock company was formed under the style of The J. B. McLean Publishing Co. (Ltd.), with large additional capital and with Mr. J. B. McLean as President and Mr. Hugh C. McLean as Sec. Treas. and Manager, enabled the concern to increase their staff of writers, canvassers &c. and open branch offices. The ideal set themselves by the brothers was to take the lead with their publications, to conduct their business on honest business principles, to give their clients the utmost value, to gain the confidence of the trade, to live up fearlessly to their convictions and to be independent of any clique, house, association or other guild, and to allow no one to dictate the policy of their papers, to give subscribers and advertisers adequate value and impartial attention, and to resort to no schemes or use undue influences to secure advertising patronage. It was their intention to be in business for a life time and not for a day, and the confidence of the trade was desired as a permanency. To this end efforts were put forth which resulted in increased advertising patronage and large additions to the subscription list. Canvassers were sent through the whole Dominion, and thousands of dollars spent in giving the merchants of Canada a reliable guide to business and its requirements. Although their advertising rates were higher than other papers, and it was an uphill struggle against low rates and so-called trade or private papers, the new and excellently carried out ideas of advertising implanted into the firm by Mr. Hugh C. McLean,—who made that department a special study, looking after all advertisers' interests as if they were his own, the desired aim being to make the advertiser's space, no matter how large or small, profitable, ultimately a continuation of all advertisements,—at last received recognizance, and as an evidence of the proper appreciation of these ideas one need but glance at the advertisements of the largest and shrewdest business men that appear week after week in the columns of their publications. They felt that cheap advertising did not pay the advertisers, and every true business man must recognize the wisdom of this conclusion. Another point in their manner of doing business is that if a subscriber wants his paper stopped, which by the way seldom occurs, his wish is promptly complied with. Promptness and punctuality have always been one of their main attributes, and they point with pride to the fact that THE CANADIAN GROCER has never lost a mail in over four years. This fact is commendable in itself to the country merchant, who oftentimes is at considerable pecuniary loss through lack of market news. To-day THE CANADIAN GROCER stands at the head of the trade journals, acknowledged as the most trustworthy guide for Grocers and General Storekeepers in Canada, and if the progress of the paper keeps up its remarkable growth, the merchants of Canada may well congratulate themselves on having such a reliable finger-post to point them aright through the devious ways of Trade. So much for THE CANADIAN GROCER.



MR. J. B. MCLEAN
President

In 1888 the Company purchased "BOOKS AND NOTIONS," the official organ of the Canadian Book, Stationery, Fancy Goods, Music and Wall Paper trades. Owing to the ill-health of the former owner of the paper it had been allowed to run down to almost a mere pamphlet, but the new proprietors infused into their acquisition the same push, energy and merit as was given THE GROCER and to-day it is a credit to themselves, an ornament to journalism and a satisfactory index for its patrons. It is a monthly publication. -:- -:- -:-

As a great many of the subscribers to THE CANADIAN GROCER were general dealers, and as such handlers of hardware and dry goods, and frequent representations were made to the management for information regarding these two important branches of commerce, it was decided to accede to the demands of their patrons. The courage of such a step is apparent when one reflects upon the comparatively few exclusive dealers in hardware and dry goods in Canada and that their next venture "THE HARDWARE AND METAL MERCHANT" at once met with appreciation and success is another evidence of the foresight and business tact and ability displayed by this young firm. The first number appeared as a monthly in February 1889, this was its only appearance as such as on March 29th, following, it came out as a weekly and is so continued. -:- -:- -:

These additional publications necessarily involved an increased staff and more commodious premises, as the small office on Jordan Street had become too crowded, consequently new and larger quarters were engaged at 6 Wellington Street West. The Hegira took place in April, 1889. Success seemed to follow them into their new home and the demands from their subscribers for information on dry goods and kindred subjects continuing to be made on them they decided once more to satisfy the requirements of another section of their clientage and on January 1st, 1891, the first copy of THE CANADIAN DRY GOODS REVIEW made its first bow. This journal, a model of typographic art, is the organ of the dry goods, hats, caps and furs, millinery and clothing trades, and the instantaneous approval and flattering reception it received confirmed the publishers in their belief that such an organ would serve a useful purpose. -:- -:- -:-

One might presume that the goal of their ambition had been reached when the entire general trade of Canada was supplied by them with their trade papers, but their fame as successful publishers had become so widely recognized and the merit of their work acknowledged by even the most reluctant and carping critics that they were recently urged by resolution of the Canadian Press Association and by members of the Toronto Employing Printer's Association to publish a journal in the interests of the printers and publishers of Canada. The first number of this latest deserving venture, THE CANADIAN PRINTER AND PUBLISHER, made its appearance in the early part of May of this year. -:- -:- -: -:-

The new publication, the acme of printers' art, issues from their new quarters at 10 Front St. East, next door to the Board of Trade, right in the centre of the city and of trade.



MR. HUGH C. MCLEAN
Manager

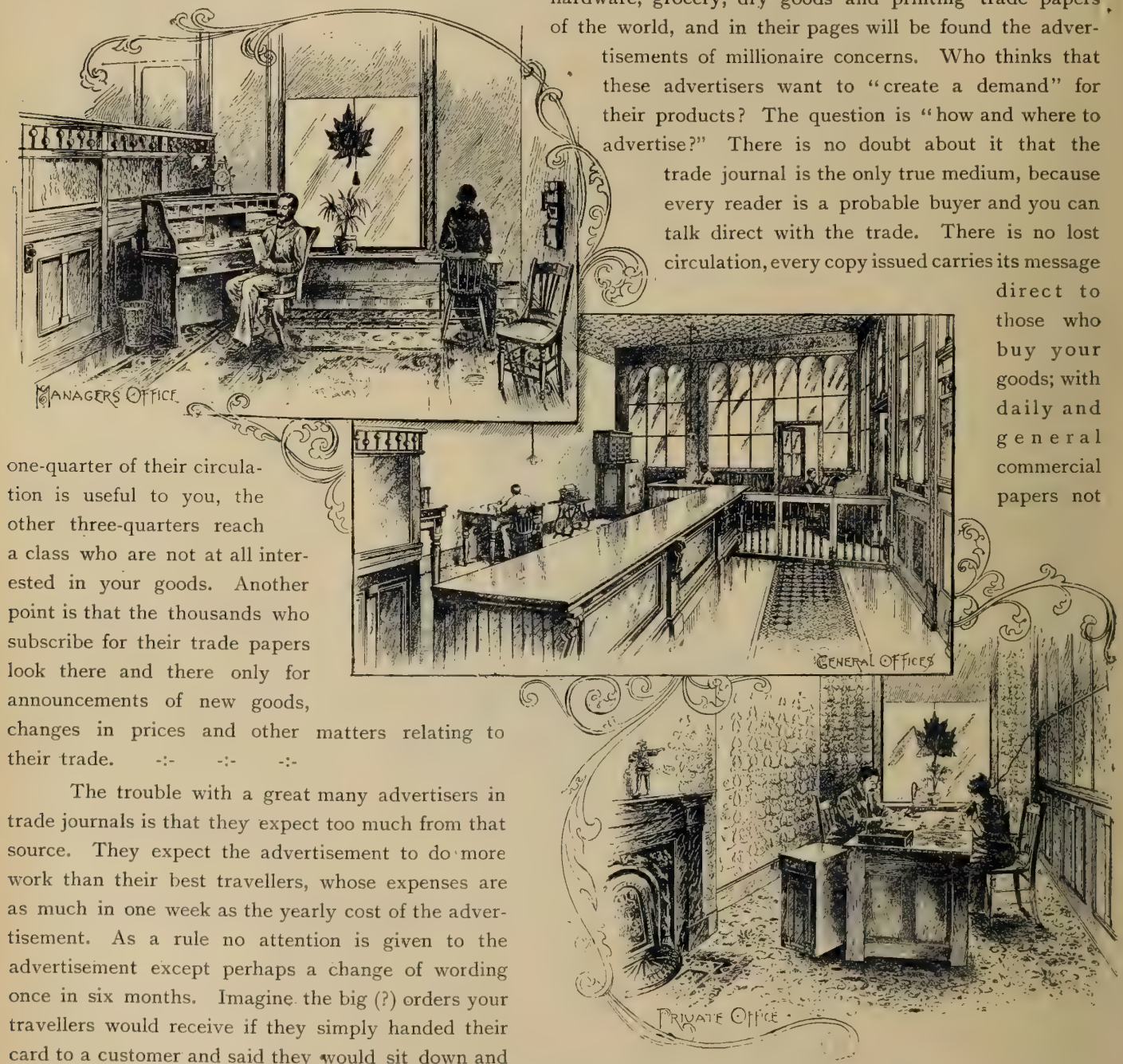
It was found that the accommodation at 6 Wellington Street West was too limited for their requirements and constantly growing business, and a glance at the cut of their new premises and offices will convey a fair idea of the concern.

A few words retrospectively. Starting in October, 1887, in a room 9 x 12 with a staff of one, now in May, 1892, the large and commodious, well-equipped establishment with their very large staff. Besides this large home staff they have branch offices in London, England, in New York and in Montreal, Que., their canvassers are constantly on the road, covering the Dominion from Bras' D'or to Victoria, B.C., while in the principal Canadian cities their special correspondents keep their patrons posted. The success attending the efforts of these young men is remarkable and an evidence of the truth of Emerson's words that "Concentration is the secret of strength in politics, in war, in TRADE, in short, in all the management of human affairs." It is concentration of ideas, efforts and push that has placed this firm in the race of trade journalism and the controllers of one of the largest and most influential trade publishing houses on the American continent. It is their confidence in themselves and the worthiness of their intentions and high goals that has made them so successful. "Self-trust," says Emerson, "is the first secret of success," and self-trust is the motto of the J. B. McLean Co. After reading the above, one not conversant with the amount of work and detail involved in issuing one journal, let alone five, might think that it was simply luck that placed them where they now are, and that the trades in Canada had been clamoring for years for these journals, and that as soon as issued a rush was made both by advertisers and subscribers to help the journal along. Far from it, the exact opposite was what occurred. They were not wanted, particularly by probable advertisers. Not only did thousands of dollars go out before a single dollar returned to the pockets of the publishers, but obstacles and disappointments that would have driven other men to utter despair had to be overcome. They had absolute faith in themselves and in the ultimate success of their enterprise as a beacon light which burned brighter and brighter as each fresh obstacle and each fresh disappointment was surmounted and they kept pressing onward with redoubled courage to the goal of success. Without having passed through it no one can conceive of the immense labor and worry involved in starting a journal, outside altogether of the financial aspect of the question. They have toiled unceasingly and spent their money freely in popularizing their journals, confident in a rich and bountiful return and in a brilliant and successful future.

Why it Pays to Advertise in Trade Journals

"Successful men are always safe Guides"

There is not a man in the manufacturing or wholesale business to day, of any experience, who will deny that advertising pays. We all agree on that point; except perhaps those who go on the principle that because they are an old house that everybody when they read their firm name knows all about them. When, in fact, there are lots of people who never heard about them or what they make and have to sell. Take the leading hardware, grocery, dry goods and printing trade papers of the world, and in their pages will be found the advertisements of millionaire concerns. Who thinks that these advertisers want to "create a demand" for their products? The question is "how and where to advertise?" There is no doubt about it that the trade journal is the only true medium, because every reader is a probable buyer and you can talk direct with the trade. There is no lost circulation, every copy issued carries its message direct to those who buy your goods; with daily and general commercial papers not one-quarter of their circulation is useful to you, the other three-quarters reach a class who are not at all interested in your goods. Another point is that the thousands who subscribe for their trade papers look there and there only for announcements of new goods, changes in prices and other matters relating to their trade. -:- -:- -:-



The trouble with a great many advertisers in trade journals is that they expect too much from that source. They expect the advertisement to do more work than their best travellers, whose expenses are as much in one week as the yearly cost of the advertisement. As a rule no attention is given to the advertisement except perhaps a change of wording once in six months. Imagine the big (?) orders your travellers would receive if they simply handed their card to a customer and said they would sit down and wait for an order. This is how the advertisement in the trade paper is treated. Why not change your advertisement every week or month? Speak to your customers through it the same as your traveller would talk to them, and you will soon discover that the trade paper is THE ONLY medium. The publisher of the best journal in existence can only sell you space and guarantee circulation among your probable buyers. He cannot guarantee that the advertisement will pay you. That rests with yourself. You must use the space to your best advantage and last but not least do not give your travellers all the credit for the year's business. Another mistake advertisers make is that they look too much for cheap advertising. When you are sick do you look around for the cheapest doctor? Or if you want to engage a lawyer do you look for the low priced and most obscure? Certainly not. The best evidence of the value of a paper as an advertising medium is its ability to secure and hold the best paying class of advertisements. Take a look through any of the Trade Journals published by the J. B. McLean Co. and see the class of advertisements that appear week after week and year after year. It is not what you pay for an advertisement, but what it pays you.

MONTREAL Markets continued

changed. The stocks of cement that have arrived so far have been small, and dealers are waiting patiently for fresh arrivals. We quote: Belgian $2.10 to $2.15; Newcastle, $2.25 to $2.35; London, $2.35 to $2.50; firebricks, $20 to $25 per 1,000; and off ship $17.50 to $22

NAVAL STORES.

Ship chandlery business is beginning to look brighter every day now, and dealers here are satisfied with the way things are going. Turpentine is lower in price. We quote: Turpentine, 53 to 54c.: rosin, $2.50 to $5, as to brand; coal tar, $4 to $4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes. Pine pitch $2.60, pine tar $4 00, rosin $2.50 to $4.00

PETROLEUM

There is not much doing in Petroleum which is now in its dull season. The cutting is still being carried on. American oils have fair movement. We note the quotations: Canadian, 11c. at Petrolia, 13c. in car lots at Montreal, and 14½c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

TORONTO MARKETS.

TORONTO, May 27, 1892.

HARDWARE.

The holiday, the races and the wet weather told on business this week. The demand at best is fitful at this time of year, and though the sum of its fits may make a good showing for the season, there are weeks which count for little in the record. This is one of them. It is far below last week in the volume of its sales. The demand has kept quite steadily along the same line as ever, the season's staples engaging the largest share of the limited attention given to business. Small departures may be observed. For instance, brass and enamelled kettles are in request against the preserving season, which is now at hand. Ice cream freezers are likewise a selling line at the moment, and the number of them in use this season appears likely to be unusually large. The changes of the week are few and unimportant. Horse nails are quoted at a higher discount, butts are also lower on account of an advance in the discount. The fall trade is being worked up by travellers whose samples include cross-cut saws, axes, and other lines seasonable for that time of year.

BARB WIRE—This continues to be an active line, buying showing no falling off and prices remaining stationary.

BINDER TWINE—Prices are not yet quoted.

BOLTS—Trade is very active, the demand being chiefly on carriage makers' account.

BUILDERS' HARDWARE—The general report is that trade has not amounted to much on city account, and has been on the short side for outer business.

CHAIN—Arrivals keep coming in and are being distributed. No new feature is to be noted.

CORDAGE.—A very good run on stocks has been experienced this week. Prices remain as quoted last week, that is, on a basis of 9¾ to 10c. for Sisal, 12¼c. for Manilla, 8¼c. for tarred lath yarn, 6¾ to 7c. for jute.

HORSE NAILS.—Negotiations, whether serious or not, continue for the adoption of a manufacturers' list. Discounts continue at 60 to 60 and 5 per cent. from the list.

HORSE SHOES—Are very quiet at $3.60 to 3.70.

NAILS—They are very dull at the moment.

TACKS—Something is still said about cutting, but nothing definite.

WIRE—There is no cessation from the strong demand reported last week, and oiled, annealed and galvenized go out nearly as fast as they come into stock.

METALS.

Metal merchants report business slow. Purchasers are not numerous and they all call for small lots. Prices on spot have not been amended in any respect.

ANTIMONY.—The firm tone of prices is a legacy from the market of last week, and is not due to any recent changes. Cookson's is 14½c., other brands 13½c.

CANADA PLATES.—The progress of business is not to be traced in any big transactions of this week either on present or future account. Blaina is $2.90 to $3, Abercarne and Alloway are $3 to $3.10, and Bright is $3.25.

COPPER—The copper market has made no movement either in London or New York, but producers appear to be of the opinion that prices will go up. They have sold nothing for delivery later than June, and hope to get better figures for July and August deliveries. The price is so much higher in New York than in London that there is some shipping from the old country. Prices as well have a stronger tendency in London than they had. Here there is no change. Lake ingots are steady and in light demand at 13 to 13½c., with casting copper ¼c. less. Sheet copper, as shown in Prices Current, is ½c. lower.



GALVANIZED IRON.—Demand still keeps strong for this metal at 5¼c. for 28-gauge, and corresponding quotations for other gauges.

LEAD.—The market lacks the inspiration of a demand, and business being dull outside, the quotations given here are subject to shading. They are 3⅜ to 3½c. for domestic and 3⅜ to 3¾c. for imported.

SHEET ZINC.—A fairly good demand is to be noted at 6⅜c. for casks and 6⅝c. for broken lots.

SPELTER.—The English market as well as that of New York is slightly easier. Prices here are steady at 4¾c. for domestic and 5¾c. for imported.

TIN.—This has made quite a stiff advance outside and is now the strongest metal on the list. The quotation, 24 to 24½c. is firm for Straits pig.

TIN PLATE.—No improvement is to be observed. The price is stationary.

IRON AND STEEL.

Small lots, mostly in the neighborhood of 100 tons, have changed hands quite freely this week. Easy conditions prevail in the British markets, and Summerlee is quoted 75c. lower here than if was. United States iron is coming in regularly on contract.

In bar iron the market is unchanged, the lowest price holding being still $2.05. Steel has small call. This department affords few points of interest to comment upon just now.

OILS, PAINTS AND COLORS.

The paint and allied trades have not got through their active spell yet, and generally note this a busy week. Staples constitute the

GALVANIZED BUCKETS--English and American Patterns.

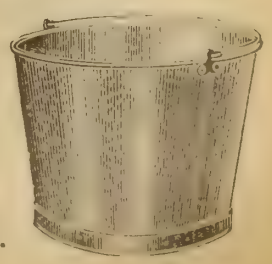


Japanned Ware. Stamped Ware.

Pieced Tinware.

Milk Can Trimmings, Creamer Trimmings,

Dairy Pail Bottoms, etc., etc.



THOS. DAVIDSON & CO.,

474 St. Paul St., Montreal.

MARKETS—Continued

bulk of the shipments, but in most invoices there is a more or less expensive assortment of prepared paints. Though white lead is in good demand, it does not pick up in price, 5¼ to 5½c. remaining the quotations. In fact easy prices are the distinguishing feature of trade just now. Linseed-oil has been marked down another cent. The quotations for Toronto, London, Hamilton, Guelph now stand as follows: Raw, in lots of 1 to 3 barrels 55½c., in larger lots 55c.; boiled, in 1 to 3 barrels 58½c., in larger lots 58c.; for places outside of the cities named the prices are 2c. higher, freight prepaid to the railway station nearest to or at point of delivery. This is on the established basis of net cash in 30 days. Turpentine is lower and weaker than ever. The price in the South has been declining by successive fractions for several days past, and now is quoted 50c. spot and 48c. to arrive in June, the time implied in this quotation being 30 days. All other lines are steady and unchanged.

PETROLEUM.

The market loses none of its features, or rather acquires no features, the great distinguishing condition just now being an entire absence of features. Prices quote still at 14 to 15c. for Canadian refined.

The Petrolia Advertiser reports: Petrolia crude $1.25 per barrel, Oil Springs crude $1.25½ per barrel, although a drop of a cent in crude values has taken place the past week, there can scarcely be said to be any noteworthy change in the situation in values, in fact there seems to have developed a firmer feeling the latter part of the present week, as for refined the volume of business has been larger the past season than it has been for years past, although there is a general complaint of the meagerness of profits, and the manufacturing industry is said not to be extra flourishing, but, on the contrary, in rather an impoverished condition.

GLASS.

Stocks are now very full, business is on the quiet side and prices are steady at last week's quotations, which run from $1.35 upwards, according to break.

OLD MATERIAL.

There is little to note except the persistence of last week's conditions and quotations. We quote prices as follows: No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES—Are rather scarce, but are no firmer, No. 1 green cows' being 4½c. Cured are 5c.

SKINS—Sheepskins are rather scarce. Good ones are $1.25 to $1.40. Lambskins are 25c.; calfskins are 5 to 7c. for city inspected.

TALLOW—Rough is steady at 2c., refined at 5c., to re-sell at 5½c.

WOOL—Some new fleeces have come in at 16 to 17c. The factories keep up a quite steady call for super at 22c. and extra at 25c.

AMERICAN METAL MARKET.

NEW YORK, May, 27 1892.

No change is visible in the character of business in iron or steel in this market, and the reports received from other centres indicate that experience elsewhere does not contrast in any remarkable degree with that which is encountered here. Occasionally good sized orders are placed for some of the heavy forms of finished product, and at intervals there is a little life to operations in the lighter products but nothing bodering in the free movement is heard of, and the conservative tendency that has been conspicuous on the part of buyers heretofore still prevails. Meanwhile competition is keen in nearly all departments and prices are without the least improvement, except perhaps in remote instances where exceptionally low rates have been made of late.

Eastern consumers are taking very fair quantities of some of their favorite branches of pig iron, more particularly those that are sold for delivery ahead, with gurantee of protection in the event of prices being reduced, but the buying is not free or general and values are without visible improvement. For that matter, bargains in "off" iron are as numerous as they have been at any previous time this month, and concessions from nominal prices are still made on some good brands. Standard Northern bands are quoted at $15.50 to $16 for No. 1 X and $14.50 to 15 for No 2 X. and $14 to $14.50 for grey forge. Southern brands about $15 to $15.50 for No. 1 foundry, $14.25 to $14.50 for No. 2 foundry and No. 1 soft: $13.50 to $14.00 for No. 2 soft; $13.00 to $13.50 for grey forge. Scotch pig sells in moderate quantities at about $21.00 to $21.25 for Coltness, $20.50 for Summerlee and $20 for Eglinton. Foreign spiegeleisen remains very quiet at $23.00 to $23 50 for 10 to 12 per cent., and $26.50 for 20 per cent., and 80 per cent. ferro-manganese about $61.00 to $61.50 delivered here.

Old material moves off slowly and prices are still rather weak. Old iron tee rails quoted at $19 00 to 19 50 f. o. b. cars at Jersey City; old steel rails $15 00. No. 1 wrought scrap iron, $16 50 to 17 00 on cars at Jersey City; machinery cast scrap at $14 00 leaf spring steel at $21 00, and cast borings at $8 to 9 nominal.

The combine prices, $30 f. o. b. and $30 75 at tidewater for heavy section steel rails are maintained, but orders come in slowly, and those secured are chiefly for small quantities. On light rails, the production of which is unrestricted, prices are still weak and unsettled, however, and soft steel in the form of billets, rods, etc., is without visible improvement. Prices as low as any made heretofore prevail for track material, plates, bars, sheets and structural material.

TIN.—The bull interest in the pig tin market still have matters their own way. There is no opposition, apparently, and no inclination to a contest in view of the strong evidence that Boss Strauss and his allies are not only in a position to run the market to suit themselves, but on the alert to make it lively for any interest daring enough to engage in a contest. Sales have been made the past few days at 21. 40c net cash for prompt and current month delivery, 21.45c. for June and 21.60c. for deliveries during the last half of the year. In the London market prices have advanced to £97 15s. for prompt and £97 7s. 6d. for future delivery.

COPPER—Local business in ingot copper has been moderate and the demand is without evidence of more urgent requirements in any quarter. Still the offering in all quarters is indifferent, and no concessions from last week's prices are made. Current quotations are 12 to 12⅛c. for Lake Superior product, and 11¼ to 11⅜c. for common casting brands. In the London market prices for merchant bars have fallen to £46 15s. for prompt and £47 5s. for future delivery.

LEAD—Pig lead is in slightly better demand, and, while no business has been done that would reflect any decided change in values, holders are more indifferent, and 4½c. would appear to be strictly inside price at the moment for any delivery.

SPELTER—Western spelter is moving out rather slowly, but supplies are offered reservedly from primal points, and 4.80 to 4.85c. stand as bottom prices for good brands.

TIN PLATE—Tin plate on the spot is rather weak, and moving slowly, but for future delivery there is a fair demand, and prices remain steady.

"TREATING" CUSTOMERS.

The customer who is in the habit of taking solace out of the clay pipe, may experience a beatitude through a choice Havana cigar, which will allay discordant feelings and put him in good buying humor. But it must be handled cautiously by the traveler, and it must never appear that he goes about with a case full of the article intended expressly for the purpose of giving him an audience with the trade. The dealer is not to be bought, and if the offering of a cigar carries with it the remotest intimation of anything of this sort, the traveller had better pack his grip on the spot. Should he have the faculty of casually presenting the the weed, and with the same air of unconcern and good fellowship that he would unconsciously assume when he hands a cigar to a friend of the inner circle, the act would do no harm. But this is a hard thing to do, and the man whom you may possibly never have seen before, can hardly fail to suspect your motive when you deliberately hand him a cigar. This is especially apt to be the case when the gentleman is not a smoker. As a rule, therefore, do not attempt the cigar lay. An intimate acquaintance with the customer is, unquestionably, a very decided advantage, and the nearer the traveler can get to him, in a dignified social way, the more he enhances his chances of capturing his order. The acquaintance, however, must never degenerate into familiarity. Some travelers assume the familiar manner and think they have made substantial progress when they have reached the point at which they can address the customer by his given name. This is dangerous ground to tread upon.—The Traveling Salesman.

The Whiting Cash and Parcel Carrier is being placed in the principal business houses throughout the Dominion, and is invariably giving satisfaction. See ad. in next issue of this journal.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

GUNSMITH, LOCKSMITH AND GENERAL jobbing business with hardware for sale or partnership. Fast growing northern town. New store, best position, easy terms. Address, O. S. HARDWARE Office. —24

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

WANTED—LOCAL AND TRAVELLING Agents to sell Mucilage, Paste, Gums and Sizings, to Mills and Dealers. Liberal Commissions. The Arabol Mfg Co., 13 Gold St., New York

SNIDER RIFLES WANTED.

WE WANT HALF A DOZEN SECOND-HAND Snider-Enfield Rifles—military pattern—any kind will do if they are complete and the price be low Address, Snider-Enfield, care HARDWARE. tf.

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry and a great variety of Show Case Goods Send for Catalogue.

THE SUPPLY CO., Niagara Falls, Ont.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, Ontario.

--GLASS--

WINDOW GLASS,
COLORED GLASS,
ENAMELLED GLASS,
ROLLED GLASS.

See Latest Designs in

Fancy Imperial and Mechanical Embossed.

A. RAMSAY & SON,

Established 1842.

MONTREAL.

FRANK S. TAGGART & CO.,

89 King St. West, TORONTO.

SOLE CANADIAN AGENTS FOR

PIGOU, WILKS & LAWRENCE, LTD. Winners of all Field Trials for pattern and penetration "ALLIANCE" Brand price per. 25 lb. keg $10. Price per. 1 lb. tin 60c.

E.C. SMOKELESS POWDER CO., Ltd. This smokeless powder possesses special features which place the **E. C.** in the Front rank as a Sporting and Trap Powder. Price per 1-lb. Tin (equal to 2-lbs. Black) $1.75. Price per 25 lb. Drum $37.50.

New Club Shells Loaded with P. W. & L. (Alliance). 10 ga. per. C. $2.50. 12 ga. per. C. $2.25, ditto with E. C. Schultze or American wood. 10 ga. per. C. $3.50. 12 ga. per. C. $3.

Agents for Standard Keystone Targets and Traps.

Frank S. Taggart & Co.,
89 KING ST. WEST, TORONTO.

P. O. Box 2029.

The William Johnson Company

(INCORPORATED)

572 WILLIAM STREET.

MONTREAL, 1st MARCH, 1892.

DEAR SIR,

We beg to inform you that we have sold our business, including our Factory, Stock of Merchandise and Goodwill to

THE CANADA PAINT COMPANY, Ltd.,

who will continue to carry on the business in the premises heretofore occupied by us, and for whom we heartily bespeak a continuance of the patronage you have hitherto bestowed on us.

For purposes of Liquidation, our address remains as above.

Yours faithfully,

The William Johnson Company.

TALKING TO-----?

Many a salesman who, to-day, meeting his customers face to face, is more than fairly successful, would be a total failure were he condemned to sell goods through a telephone to unseen buyers.

The advertiser is a salesman calling through a telephone, too often utterly ignorant as to whether the right man is at the other end of the wire, or if indeed there is any one there. He is continually in danger of using upon Smith the arguments which would have been effectual with Jones, of arousing unnecessary difficulties in the mind of Brown while combatting the objections of Robinson.

The good salesman finds it necessary to know his customers, to study the very whims of each one, to adapt his arguments and his persuasions to individual peculiarities. The advertiser cannot do precisely this, but he can learn a lesson from the salesman's methods as to the necessity of knowing his audience.

Too much of our advertising smacks of the closet. The writing may be grammatically perfect, the sentences terse, clean, snappy, but the whole utterly ineffectual because the writer, knowing well what he was writing about, has had no definite idea of the persons he was writing to.

All mankind have very much in common, or, as some one puts it, there is a good deal of human nature in each one of us. The advertiser who will reach the general public must appeal to qualities common to all human nature. He whose wares appeal only to a certain class needs to know something of the mode of thinking of that class. He must know, too, what interests his particular public at any given time. There are times when the public is ready to be amused. There are others—not so frequent, however, when it resents anything in the shape of fooling. We New Yorkers all remember with what effect some of our advertisers utilized the piles of snow when all the city seemed disposed to treat "the blizzard" as a huge good joke. Suppose some one had advertised in the same spirit when the angry nation had just heard of Lincoln's death, or when, years later, the people held their breath as they watched Garfield's brave struggle with death!

The attitude of the public towards one's goods needs to be carefully considered. Smith starts in business. He has something to sell which he knows to be of value, but of which the public, as yet, knows nothing. In writing his advertisement he begins with the recognized public need and then shows how his article meets the need. The name of his article becomes a household word, and wherever it is seen calls up at once all that at first it was necessary to say about it.

Brown has at this time an article to put before the public. He is an admirer of Smith's style of advertising—the later style, which consists in keeping prominently in sight everywhere the name of that which he has to sell. Brown, forgetting that the name of his new thing means nothing to outsiders, essays the same style, makes a flat failure, and connot understand why.

And the moral of it all?

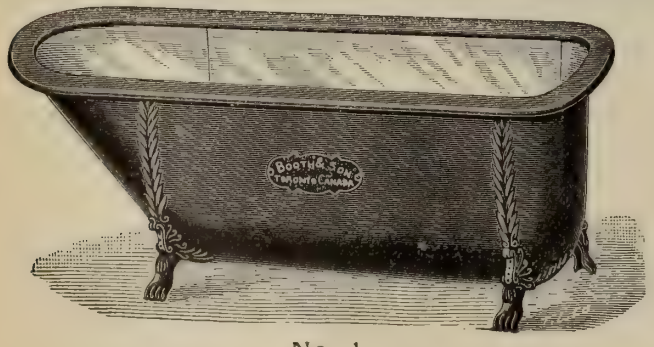
Let us get out of our shells, go out among the people, learn what they are saying about other people and about us, learn to talk to definite people—not simply to talk. Get hold of an actual average man—they are not hard to find—try our arguments, our persuasions on him; note their effect and then embody in the next advertisement, as tersely, as convincingly as we can, what we have found effectual.—B. C. Nevins in Printers' Ink.

VALUE OF HARD WORK.

Time is stock in trade. One man makes use of it, another allows it to waste away; one extracts from it wondrous wisdom, the other lies in the dust. It is also life's ladder, up which one is led to honor and immortality, down to depravity and obscurity. All of us have leisure hours between the time of ordinary business, although they may be short, irregular or fragmentary. Let all cultivate the habits of punctuality, promptness and dispatch, and they will find leisure hours that may be turned to golden account. The brief and broken periods of a man's life are more important than his business moments, and are the most potent for his welfare for time and eternity. The grandest genius is the genius of plodding and hard work. Genius never did much for the world, but furnished the fireworks. Plodding and hard work have solved the greatest problems of humanity.—Ex.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

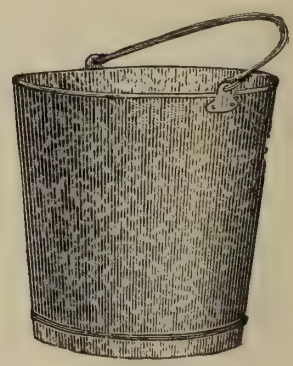
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON. Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S

Butcher Knives

and Steels,

Farriers' and Shoe Knives

Are the best in the World.

Trade Mark.

SHOVELS--Fenerty's.

We know whereof we speak. We claim we are giving the best value of any makers in the Dominion.

LOTS OF TESTIMONIALS.

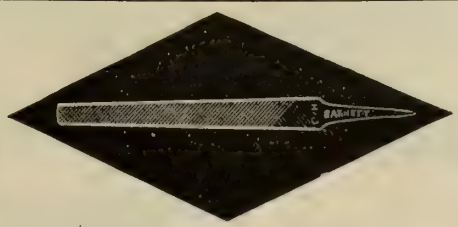
DEALERS, BUY THEM, AND LET YOUR CUSTOMERS TRY THEM.

CRAIG, MacARTHUR & CO., Toronto.
JNO. PETERS & CO., Halifax.
JAS. E. CHIPMAN, Vancouver.

CAN TELL YOU ALL ABOUT THEM.

HALIFAX SHOVEL CO., Ltd., Halifax, N. S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

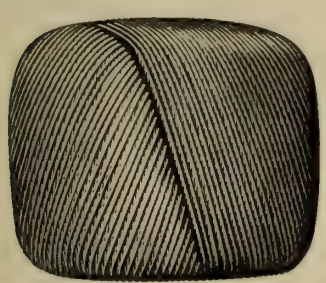
EVERY OTHER DESCRIPTION OF SAWFILES.

It ain't as pretty as manilla, but it gets there just the same.

(TRADE MARK)

"COMMON SENSE"

(DICK'S PROCESS—PATENT APPLIED FOR)

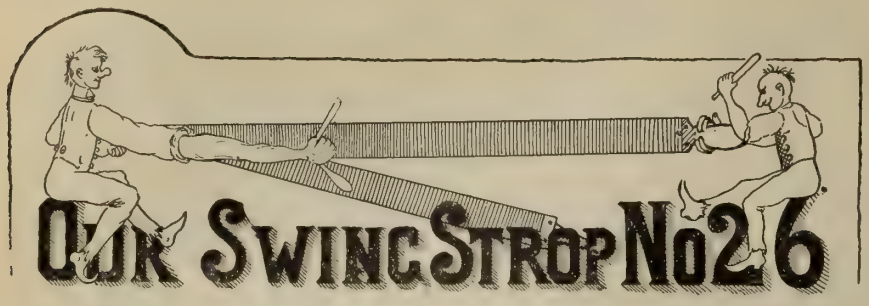


Common Sense Binder Twine.

We have a few tons remaining which we are desirous of distributing in those sections where it has not yet been introduced. We are unable to increase quantity of any orders now booked, nor accept orders from Towns or Villages where sales for this season have already been made.

M. & L. SAMUEL, BENJAMIN & CO.,

TORONTO, ONT.



Is so constructed that the razor cannot cut the edges. The Leather and Webbing are made specially for this strop. The best value ever offered in Canada.

The Hemming Bros.' Co., Ltd.,
76 York St., Toronto.

Business Changes

SALES MADE OR PENDING.

C. P. Knight, general merchant, Emerson, Man., is selling out by auction.

B. Farrel, general merchant, Kentville, N. S., advertises his property for sale.

Reuben Harlow, general merchant, Shubenacadie, N. S., advertises his stock for sale.

CHANGES IN STYLE OR PARTNERSHIP.

Dunsmore Bros., stove and hardware dealers, Stratford, Ont., have dissolved, J. J. Dunsmore continuing.

Vanzant & Reesor, hardware dealers, Markham, Ont., have dissolved, Geo. F. Reesor continuing.

REMOVALS AND DEATHS.

Gregor Burgess, general merchant, Bersionis, Que., is dead.

N. T. Robichaud, hardware dealer, Three Rivers, Que., is dead.

FIRES.

John Mealey, founder, Fairville, is burnt out.

Robt. Brown, manufacturer of ploughs, New Glasgow, N.S., is burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

C. A. Mercier, general merchant, Montaguy, Que., has assigned.

Livingstone & Co., general merchants, Glenbaro, Man., have assigned.

Wm. Dunn, general merchant, Washington, Ont., has assigned to Geo. Foster.

Jacob Corkam, jr., general merchant, Conqueral Bank, is offering to compromise.

E. H. Kelcey, general merchant, Loring, Ont., has assigned to Campbell & May, Toronto.

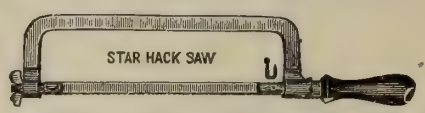


CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.

BUSINESS OPPORTUNITY.—Advertiser owns Canadian Patent for a rapid selling household article, which has proved a wonderful success in the United States. On account of the Canadian duties, desires to sell to a manufacturer here. Will bear the fullest investigation and closest scrutiny.
Address, H. D. Blakemore, Moline, Ill.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.



ONE STAR HACK SAW BLADE

Will cut Iron and Steel all day without sharpening. It will cut off an half-inch bar of steel, 200 times. Many Millions of them are now in use in all parts of the world, and many more will be used until they become as common as files, for they will do much of the work of files in one-tenth of the time, and at one-tenth of the cost. Every mechanic, every farmer, and every man can use it to advantage.

We will send by mail, postpaid, one very nice Steel Frame and one dozen 8-inch blades on receipt of $1.50.

We also make a frame to run by power for $25 each.

Our Butcher Saw Blades will cut six weeks without filing, and cost less than butchers pay for one filing of the old kind.

We are the only headquarters for these Star Saws, and warrant all goods marked with a Star and bearing our name.

Most dealers keep these Saws in stock, or will get them on demand.

MILLERS FALLS CO.,
93 READE STREET, NEW YORK.

FOR SALE OR TO RENT.

Gas and water pipe Foundry (vertical). Capacity 15 tons per day, fully equipped. Valuable franchise of free water and taxes in connection. For particulars apply to

St. Thomas Pipe & Foundry Co., Ld.
ST. THOMAS, ONT.

MICA.

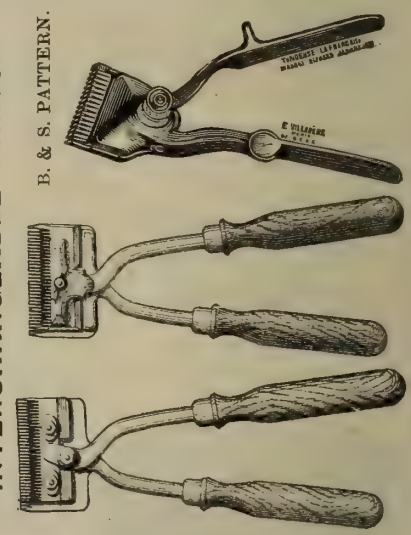
I have arranged with several Canadian producers of White and Amber Mica to act as their agent. Send for samples and prices.

CHAS. D. CHOWN
KINGSTON, ONT.

Villadere Clippers.

INTERCHANGEABLE PARTS.

B. & S. PATTERN.



POPULAR PATTERNS.

ATTRACTIVE PRICES

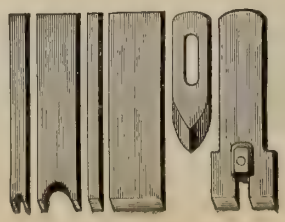
Sole Agents for Canada,

Painchaud, Squire & Co.
Temple Building, **MONTREAL.**

STANLEY'S ADJUSTABLE
Beading, Rabbet, Slitting and Matching Plane.

No. 45. Iron Stock and Fence, with Eighteen Tools, Bits, etc., **$8.00**

Sold by all Hardware Dealers.





OFFICES: 100-102 Reade St., New York, U.S.A.

CAPACITY OF WORKS: 1,200 doz. per day.

K&F

KEARNEY & FOOT CO

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.



Illustrated Catalogue and Price Lists mailed on application.

WORKS Paterson, New Jersey, U.S.A.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co., Toronto.

PORTLAND CEMENTS

From $1.80 per cask upwards.

FIRE BRICKS, from $15 per 1000

DRAIN PIPES, from 7 cents to $1.30 per foot.

CALCINED PLASTER.

MORTER COLORS.

ENAMELLED SINKS, (Porcelain.)

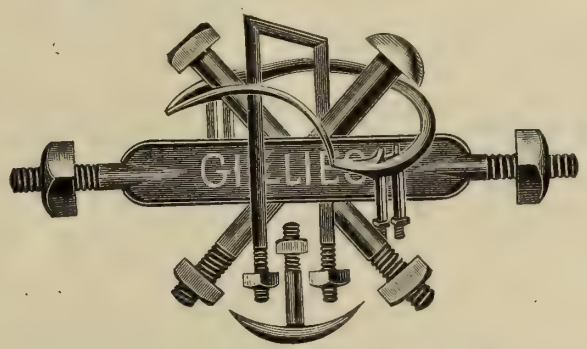
And all kinds of Builders' and Contractors' Supplies.

The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co

MONTREAL.

BOLTS, FORGINGS. GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

Best in the World.

Wrapping Paper.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. Send for samples.

The Price Low.

CUTLERY AND SPOONS.

Best value in all kinds of English Cutlery from stock or for import. See our samples before placing orders.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

To the Trade :

OUR NEW CATALOGUE

—OF—

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto,

TELEPHONE 2164.

—REPRESENTING—

J. L. GOODHUE & CO., Danville, Que. Leather Belting.

ALEX. McARTHUR & CO., Montreal. Tarred Felt, Building Paper, Coal Tar, Pitch, Etc. Etc.

SHEPARD HARDWARE CO., Buffalo, N. Y. Etc. Etc. Etc.

Send for Prices.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 24½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

Bradley M.L.S.	Per box
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh-Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅝, 2⅞
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16½ 0 17½
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17½ 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

14x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05¾ 0 06
Domestic "	0 05¼ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5¾
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " "	2 25
Canadian " "	1 75
Paris Green, Berger's ex. deep, per lb	0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	0 19
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 55 0 55½
Boiled "	0 58 0 58½

Turpentine (in bbls)

Selected Packages, per gal	0 48 0 50

Castor Oil.

Best, per lb	0 10 0 11

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 10 p.c.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 50
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross... ... } 7 25 8 00
" Sewing, " ....

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex ....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... ... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.35	2.60	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4 50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled.
Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes.

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P , Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. o 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   Basis—50 to 60 dy..... .... 2 30
   40dy..... .... 2 35
   30 dy..... .... 2 40
   20, 16 & 12 dy..... .... 2 45
   10 dy..... 2 50
   8 & 9 dy 2 55
   6 & 7 dy 2 70
2. American Pattern Only
   from 4 to 5 dy 2 90
   3 dy. (lath)..... 3 30
3. Canada Pattern Only
   from 4 to 5 dy 2 80
   3 dy. (lath)..... 3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p. c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10 10½	12½ 13
¼, 5-16, ⅜ in.....	10½ 10¾	13 13½
3-16 in	11 11¼	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 75 0 80
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P , dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ¼ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Snaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz 1 2 50

Tinner's Shears and Snips

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Tinware.

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Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz.. ..... 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 14
" Red cap..... ..... 0 12
" Crown..... ..... 0 11
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

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Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
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Per doz 4 00 8 50

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Amer., per doz. 8, 10 & 12 in. 3 38 6 00

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Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4½ 4¾
" 4 " 4 & 6 " " }
" Plain twist, 2&3 wires 4½ 4¾
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... .... 0 04½
Steel staples 0 04½ 0 04¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

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Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10p.c.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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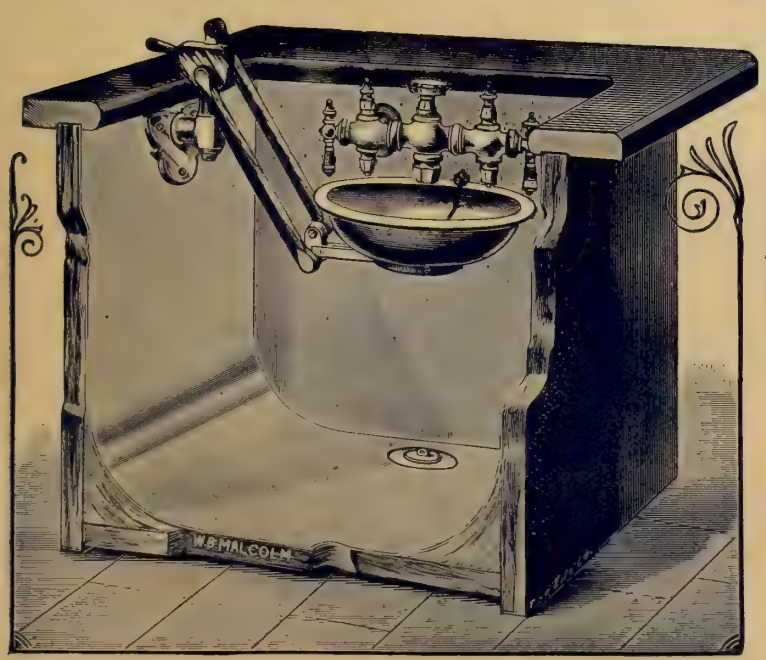
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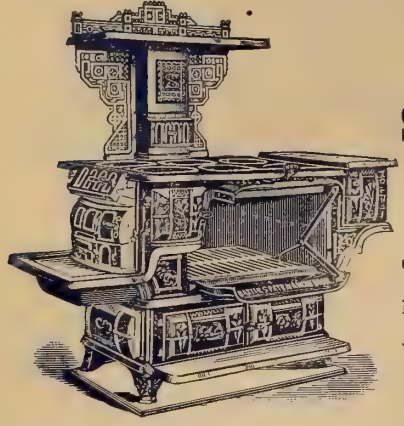
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Jobbers have them in stock.

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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. IV. TORONTO, JUNE 4, 1892. No. 23.

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NEW YORK OFFICE, N. W. Cor. Washington and Cortlandt Sts. CHICAGO OFFICE, 12 Pacific Avenue.
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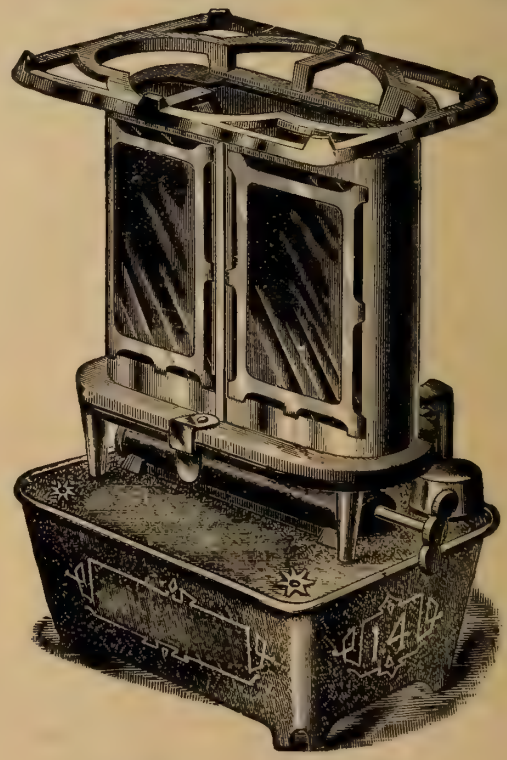
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ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, JUNE 4, 1892 No. 23

☞ We beg to advise our readers of a change in our premises. Our office and place of publication is now at No. 10 Front St. East, next door to the Board of Trade building. This removal, itself an improvement, enables us to add many other features that former limitations of space would not allow. Correspondents or visitors will please remember the change.

This paper leaves the Toronto Post Office Friday evening. Subscribers not receiving it promptly should write us at once. Their doing so will be considered a favor.

THIS WEEK'S MOTTO:

Sell honest goods at honest prices and nobody will ask you what church you belong to.

Solder is nowadays bought ready made by the tinsmith That tends to concentrate the demand for pig lead. The quantity of pressed ware now manufactured has the tendency also of limiting the use of solder, and thus further to contract the demand for lead. The abundance of scrap lead obtainable since the very general establishment of water-works throughout the cities, towns and large villages, provides the plumbers with a raw material that to some extent makes them independent of new pig lead.

* * *

The quotations on binder twine have at last been announced. They compare very favorably with those of a year ago, the price being from half a cent to a cent and a half lower than they were in 1891. In our Market Report a comparison is made between the prices of 1891 and 1892. The figures given are slightly below those quoted in the United States for corresponding qualities. As the season is far on it is unlikely the prices will vary much from present quotations, though these are issued subject to change.

* * *

Salesmen or others who are agitating for an early closing hour ought to try what an appeal to popular opinion, as distinct from trade opinion, will do. It is difficult to get an arrangement on foot upon the joint promises of the trade to close at a particular hour, for those promises are hard to obtain, and when obtained they are hard to enforce. It would go a long way towards disposing the trade of any given locality to consent to a uniform closing hour, if they were presented with a petition from the majority of their customers asking that a certain hour be chosen for closing up all stores. The usual plea of late closers is that the people are late buyers to a considerable extent; if the people can be led to show themselves in favor of reasonable business hours, reasonable business hours will be the rule. Let the clerks organize and get up a concert or some other entertainment to which the public are freely invited, and unless their powers of pleasing are very limited they will be sure to enlist the sympathy of the people on their side, and may depend upon a strong vote in favor of early closing.

* * *

Price-cutting appears to be very often spontaneous. A trader will frequently take to it without the slightest provocation. Natural waywardness has often as much to do with it as the pressure of competition. The way some retailers are selling nails just now illustrates this. Several who bought nails late in the fall, just before the formation of the combine and the advance in prices, had those nails carried for them by jobbers into the month of May. They had a handsome margin in the mere advance, having bought down close to $2 and the price having gone up to $2.30. There is no reason why those retailers who stored up their orders last fall should not reap the full benefit of their foresight. But many of them choose not to do so. Sweeter to them is the feeling that they have prevented some man from getting any profit, than is the satisfaction of getting a good large one for themselves. Their competitor buys at prices that have held since January, of which the basis is $2.30. They run their prices below this, as they can well afford if they want to be spiteful, and force him to sell at a loss or not to sell at all. The whole object of some dealers appears to be to make use of every advantage of the market, in order, not to increase their own capital, but to decrease somebody's else. When a man is overstocked, and there is any apprehension of a fall in prices, it is often justifiable for him to cut into a broad margin to prepare for any such change, but the condition of the nail market does not warrant any alarm as to the stability of present prices. Retailers who were fortunate enough to buy their present stock last fall might as well have the whole as a part of the advance.

* * *

The increased demand for wire nails this year may have some bearing upon the slaughter of cut nails adverted to above, but is insufficient to fully account for it. That the distribution of wire nails has expanded greatly since last year is authenticated by the reports of both manufacturers and jobbers. Previous to this year the call for these nails came for the most part from the cities and large towns, country places not having ventured into trading in wire nails. This year the demand comes from all parts of the country, from small as well as large dealers. The reasons for the extension of the trade in them are manifest. In the first place, these nails have got through the introductory or experimental stage and are now pretty well known to consumers. The policy of the makers in stiffening the price of odd sizes and easing that of standard sizes at once separated the latter from the wilderness of variety they had formerly been lost in, and brought them into distinctness as staples. The standard sizes are the ones in almost sole request, manufacturers therefore limit their production nearly altogether to standard sizes, and this, with the enhanced demand, ought to develop further cheapness. The upward movement in the two descriptions of nails—cut and wire—was made at nearly the same time, and it is possible that the advance may have checked the trade in cut more than it did in wire nails. In the United States the consumption of wire nails has crept up very fast on that of cut nails, and if the price difference were as small in this country, there is little doubt wire nails would show even a better sale in comparison with cut than they do now.

CANADIAN CHARCOAL IRON.

The blowing in of the new blast furnace at Radnor Forges, Three Rivers District, Que., is not only of industrial importance but is also of historical interest,as it brings us back to the scene of the first smelting operations on this continent, and recalls the old French colonial days. Before the close of the seventeeth century, tests had been made upon this same spot of the ores which have made the Radnor vicinity famous. After long neglect, which is a reproach, not to individual but to national enterprise, the great mineral wealth of that region is being systematically developed by the Canada Furnace Company, Ltd., and its ores are being turned into charcoal iron, which in strength and purity has no superior in the world, not excepting the finest grades of Swedish and Salisbury iron. There are many applications for which it is becoming indispensable, such as mixture with coke iron of Scotch, United States or Canadian make, for the securing of strength, solidity and finish in castings and the prevention of shrinkage ; the lightening of castings, owing to the extra strength of the Canada Furnace Co's. "C. I. F." ; the manufacture of castings subjected to water-pressure ; the manufacture of engine cylinders, electric dynamos, malleable iron work, agricultural implement castings, high quality stove plate, etc. In car wheels, chilled rolls, plough points, bells, and like products its harder grades have a very special value, which it is impossible to discount by the use of any other raw material. The following tributes to the quality of the iron show that the claims of its manufacturers are well supported by the leading consumers of the country :

MONTREAL, 4th May, 1892.

I have been using some of your Nos. 2 and 3 "C. I. F." Three Rivers Charcoal Pig Iron for special castings requiring extra strength, and have found it to give great satisfaction. I am making a specialty of rolling mill rolls, using your Nos. 2, 3, and 4½ as a mixture, and have found this iron to be close, tough and of the required hardness. I send you a few shavings turned off a roll made from your Nos. 2 and 3 ; these show the tough quality of the iron. The iron had from you since the rebuilding of your furnaces is of even grade and good quality.

MOSES PARKER.

BRANTFORD, May 7th, 1892.

In reply to your favor of the 2nd inst. we would say that we have, for the past two years, been using your Charcoal Iron, especially in our cylinder and valve castings for our engines. Previous to using your iron we used "Salisbury" Iron. We find in our opinion, that your iron is at least equal for this purpose to the "Salisbury," and, should judge from our experience, if anything a little better. We have not used it extensively in other places in our factory, although we frequently find it desirable to use it where we require more than the usual strength in castings.

Our experience with the iron has been entirely satisfactory.

WATEROUS ENGINE WORKS CO., Ltd.

TORONTO, ONT. May 10th, 1892.

I have much pleasure in answering your enquiries as to how I like your No. 1 "C.I.F." Charcoal Pig Iron. I like it very well ; it makes strong and clean castings, good for special work.

JOHN ABELL.

TORONTO, ONT., May 10th. 1892.

Replying to your enquiry as to the results of our test of your "C. I. F." Three Rivers Charcoal Iron, we might state that we have been melting 10 per cent. of your Charcoal Iron regularly for about ten days, and have found that we get a stronger iron and of a more malleable nature than with any other iron that we have used heretofore, and as you are aware our irons require to be of the very best in every particular, we exercise the most careful attention in our mixtures, and test the iron of each heat daily, and we predict a prosperous future for the "C. I. F." Charcoal Iron.

THE TORONTO RADIATOR MF'G. CO.

A NOTABLE CONTRACT.

Rice Lewis & Son are the envied holders of the contract to supply the hardware for the new Ontario Parliament building, now far on in course of construction in the Queen's Park in this city. The coveted award, which was made a few days ago, put an end to a little exciting suspense among several first-class houses in both this country and the United States, whose tenders were awaiting the result. It is more than doubtful if any other equally important contract of the kind was ever given in this country before as an undivided undertaking. The honor and advertisement of furnishing it were therefore worthy objects of emulation. It involves the expenditure of a very large sum of money, and calls for hardware appliances that would be unsuspected from a mere consideration of what has been used in other great buildings that have gone up in recent years. That the work will be a noble specimen of hardware art can be taken for granted, both from the nature of the contract and from the reputation of the firm that has got it, a reputation that is making its substantial and elegant record in the Canada Life building, the Freehold Loan and Savings building, the Bell Telephone building, the Upper Canada College and many other public edifices and private residences in this city and other places in Canada.

Price is ceasing to to be the principle on which competition is to be waged to secure such contracts as this. The quality of the goods now plays the chief part, and that is a healthy change from a state of things that obtained not many years ago. Our leading architects deserve credit for working this reform, for to their influence and their firm attitude on this point are due the change itself and all the healthy results of it both to profits and to quality. Some very fine buildings are now in existence whose interior bears testimony to the era of low tenders, when the aim of the contractor appeared to be to skimp the hardware appointments, trimmings, etc., both in quality and quantity in order to recoup himself for his low tender. That state of things has worked its own cure. Dissatisfaction with the results of it has moreover a strong organ of expression in the strict terms of the latter day specification, which architects are becoming more particular about every year. Architect Waite required quality to be the paramount consideration in the successful tender for the Parliament building, as Architect Lennox did in the successful tender for the Freehold Loan building.

In response to the growth of the demand for this class of hardware, Rice Lewis & Son have opened an architects' room, where no expense will be spared to get together and properly exhibit samples of the very furnished goods obtainable. The room is being fitted with cabinets, cabinet drawers, and all other necessary means for displaying the wares, and is being itself fitted in keeping with its contents, with beautiful woodwork, a handsome tiled floor, etc. Here architects can select the goods they consider suitable to the requirements of special buildings.

TRADE PRINTS.

The House furnishing Review is a new monthly periodical, published by J. B. Scott & Company, Philadelphia. Its name indicates the trade that is expected to afford it a circulation. The appearance and matter of the paper not only make a strong bid for the confidence of the house furnishing trade, but are an assuring earnest that it is going to win its way over the whole ground it proposes to cover. It has a beautifully designed cover, its paper is fine and its press work superior. Its excellent reading matter is interspersed with cuts that make its pages very attractive. Such a paper has been wanted for a long time.

HAMILTON & Co., London, England, whose painting brushes, graining tools, etc., have a wide and long-established reputation for merit, in their 1892 Catalogue give a very concise presentation of descriptions, cut-impressions, and prices of their goods. The book is a handsome, compact little volume, bound in brown linen, with the title and one or two adjuncts in gold letters on the first cover. The paper is good, the printing good, and the type is sufficiently varied for the purpose of classifying and sub-classifying to two or three degrees. A carefully prepared index at the back makes every detail in the book easily accessible to any inquirer, and makes searching unnecessary. The high standard of this firms' brushes makes any information published in the form of a catalogue important to the trade, independently of the attractiveness of the publication itself. W. H. Jagger, 24 Front St. west, Toronto, is Hamilton & Co's., Canadian agent.

ORDERING AND FITTING THE HARDWARE.

There is no doubt but that the most difficult work the carpenter has to attend to is putting the hardware on the building, and in so doing, to do it well requires not only a man of experience in woodwork, but also a man who is possessed of that very necessary commodity commonly called "horse sense." All carpenters can cut a mortise or tenon, can rip a plank sixteen feet long without varying over a sixteenth from a straight line, but not one carpenter out of one hundred can put on a mortise-pin escutcheon lock, with escutcheons on both sides of the door, and have the lock work smooth and free. There is a certain amount of inborn mechanical ingenuity required for this work that the average man does not possess. Take, for instance, a heavy oak door which is to be hung with three butts. Even the layman will at once appreciate what a difficult thing it would be to hang such a door, and have each butt carry one-third of the weight. Measurements in this instance must be made to a sixty-fourth of an inch in order to get good results, and if great care is not exercised the work will be thrown away. The effect of improper butt application is daily evidenced in doors that sag and stick at the bottom. Can there be anything more aggravating than to get hold of a door knob, give a pull, and have the door refuse to open ; set your teeth, get ready for a tremendous effort, and as you are ready have the door open without an effort ? This has occurred to everyone in a civilized land where doors are a factor of modern existence. Did you ever stop to ask yourself the reason? Probably not. You sent for a carpenter and had a piece taken off the bottom of the door. Who has not done this ? The trouble may be traced directly to the time when the building was in course of construction. The difficulty is probably in the butts or in the way they are put on. While it is true that the swelling of the wood or sagging of the building may produce this result, it is more often the case that one butt is carrying all the weight or that a four-inch butt is being used on a two-inch oak door. It may not be amiss to simply state at this point that, it is a poor plan to economise on the contract by slighting the door butts, in order that ornamented knobs, ecutchions or key plates may be used. No one but an experienced person should be allowed to say what size of butt should be used on a certain door. If the stress on each screw in a butt were made known it would be a revelation. A butt should be used that will, when opened out flat, measure from edge to edge of leaf, a distance equal to twice there quarters of the thickness of the door, plus one-half inch more than the distance from edge of insert in jamb to highest point in the moulding. If this rule be followed no trouble will be experienced from the door swinging back and striking the molding, thus, straining the butts and loosening the screws.

Locks as now made are very difficult to apply and have satisfactory results. The old rim lock was so easily applied that anyone with a bit, a foot rule and small amount of brains could put one on, but, to put on a modern mortise lock requires more tools and correspondingly larger amount of "grey matter. At the outset it is essential to cut the mortise in such a manner that the lock can fit it perfectly, else, the lock will work in the opening and this is ruinous to a perfect job. This is applicable more especially to pin escutcheon locks. It is a very common occurrence to find that a lock, after it is thoroughly adjusted and all the fittings are applied, will not work for some unknown reason. In a majority of cases the whole fault lies in the fact that the mortise is too large for the case and that the escutcheons when screwed in place have pulled the lock out of line. It is just as necessary to perfect operations, to have a lock in line as it is an engine. In the high grade lock the cam which is attached to the end of the escutcheon plug operates the bolt. This cam is so perfectly fitted that if the escutcheon is not at a right angle to the bolt it will not do its work. The escutcheon has but very little bearing on the case or cover, the cover being only about three-sixteenths of an inch in thickness, and it is at once obvious, that if the escutcheon be screwed too tightly, the lock will be pulled out of line and the result will be as afore mentioned. A trial of this will prove the assertion, and possibly solve a problem that is almost of daily occurrence.

The bevels of a door and its hand are probably the most formidable snags besetting the path of him who would attain success in the matter of hardware application. In the first place, all doors are understood to open into the room or hall ; upon this point hand and bevel are established. To determine the hand of a door no more simple rule can be given than this : Place the hand on the knob, open the door until it stands at a right angle with the sill, keeping the hand upon the knob. If you use your right hand to do this, and you can keep hold of the knob without the arm crossing the body in front of you, the door is right hand, and vice versa. If you undertake to open a right-hand door with the left hand and retain the hold on the knob, this rule will at once be understood. Reverse bevels on doors that open out, or rather doors that open toward a person when entering a room. The same rule operates in this case. All cupboard and most closet doors are reverse bevel. In ordering a cupboard lock it is well to bear in mind that a regular cupboard lock is made reverse bevel. Do not make a very common mistake, in ordering a lock for a cupboard door, by stating you want a reverse bevel, as a reverse bevel cupboard lock is a regular ordinary lock.

Probably more difficulty is met with in ordering and applying night latches than in any other one thing pertaining to locks and fittings. Bevel and hand play very important parts in this matter. There are cases that have come under notice in which the person ordering the lock did not know whether the door was regular or reverse bevel. In a case of this sort the regular lock is given to the customer; and if the door is reverse bevel, there are two alternatives, change the lock or put the lock on the jamb and the strike on the door. This is possible where the jamb and door are of the same thickness. Strange to relate, a certain hardware concern which has done this very thing and, unknown to the firm, the employees open and close the door at will, by simply introducing a knife blade between the door and the jamb. The modern night latch is generally made to work both ways, all the difference between the regular and reverse latches being the strike, as the latch bolts may be turned over and works equally well both ways.

In applying window-trimmings and in ordering the same, there are some details likely to be overlooked. In buying a sash-fast a most important detail is the width of the plates and the amount of space on meeting rails. A lock or fast may be just the thing as far as mechanism is concerned, but when the time comes to put in place it is very disagreeable to find that you have forgotten to measure the rails and that the plates are so wide that they will not work. Of course, it is the duty of the salesman to ask questions of the purchaser in regard to sizes, hand, bevel, etc., but it is a painfully evident fact that many of the salesmen are no better versed regarding practical details than is the purchaser. The same snag is met with when the sash lift is to be put in place. The distance between the moulding and the upper edge of bottom rail is a very necessary detail when ordering the cup lift. To lucidly explain the necessary details regarding the application of a sash lift and combined lock requires a sectional drawing in order to make it plain. The only rule that can be given is : Measure the space between the top of stop moulding and upper edge of rail ; measure the distance from the center of this space to center of under side of rail. In ordering state that the required drop is this latter distance.

Sliding door locks and fittings are becoming more important daily, the sliding door being much more used in modern construction than the swing door. A few general remarks may be in order regarding this subject. A question to be asked at the outset is : How much clearance is there between edge of door stile and inner side of pocket, this affects the cup escutcheon. Many instances have come under notice, when ornamental cup escutcheons have been ordered and when about to be put on the fact has been discovered that the door entirely fills the opening. In this case the trimmings are useless. A very common occurrence is neglect in ordering sliding door stops. The stop prevents the doors passing their own covering space, and when omitted leaves the doors free to move past the center, thus, a space is left between the door and jamb. Care and experience as well as a considerable taste is necessary in ordering and putting on the hardware. It is a great mistake, too often made, to expend a large amount on the hardware and then to have the entire effect spoiled by the lack of ability and taste on the part of the carpenter whose work it is to apply it. It is better to expend a little more per day for a first class man than to economize by hiring cheap help.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.



JUST RECEIVED

Schultze Smokeless Gunpowder

In 1-2 lb., 1 lb., and 25 lb. packages.

The Best Sporting Powder Made.



AN INCUBUS NOT A STIMULUS.

MR. EDITOR.—SIR : The vicious system of bonusing was carried to an excess in the western part of the Province, and resulted in the erection of factories which were not required, debts upon municipalities and disaster, in many cases to all concerned. There is no need to cite cases in point. Berlin, Paris, St. Mary's, Oshawa, and a host of others can furnish all the evidence which is required, and it was amazing that a Legislature, controlled by men of a political persuasion, which professes to be opposed to all special and class privileges, should have allowed the Act to remain upon the statutes so long.

Although the law has been wiped from the statute books, it is surprising to notice that the Town of Perth, in the east, is about to vote on a by-law to raise $25,000, of which $11,000 is to be used to bribe a woollen manufacturer away from a neighboring village ; $9,000 is to buy a defunct carriage factory, for what purpose is not stated ; and $5,000 to revive for the third time a bolt factory. If the latter project is an index to the whole, the people of Perth would do well to button up their pockets and keep their money. There is now more than double the quantity of bolt machinery in the country that is required, and it can be shown beyond the possibility of successful contradiction that, except for a short time since the advent of the National Policy, the business has never paid more than a very moderate percentage on the money invested. A little plain speaking now may save the people of Perth from years of trouble. Where a local industry is required there may be some sense in helping a business along, but where a country is already overstocked it is folly to throw away money. I am yours truly,

HARDWARE.

ADVERTISING AS IT IS.

A person who picks up any Canadian local weekly will find in it a variety of methods of advertising. The man who begins his advertisement with "The Great Railroad Strike is now over, but this has not prevented us getting in two more carloads of that sugar," has not ceased to exist. He still lives. He changes his advertisement regularly twice a year, once in the Christmas season and once during some other season when he seems to have a new idea. When he sits down to write an advertisement he must first have some words about something that is happening or has happened, but which has no connection with his trade. War is a favorite topic with him. He is in the same weary class as the man who is always "selling below cost," or "at slaughter prices." The firm that always claims to be "the cheapest house on earth" still survives. Such talk must cause a loss of confidence in traders among their customers. In a certain local weekly in Western Ontario may be seen an advertisement of a photographing firm, which was dissolved some five or six years ago, but the advertisement still remains like an Egyptian obelisk as a memento of the past. Truly the editor must not read his own paper. Editors who would allow such a state of affairs in their paper cannot realize the duty they owe to their readers and their advertisers to always have all their advertisements fresh and crisp. In the issue of an Ontario weekly, dated May 27, the most conspicuous advertisement on the local page was that of a grocer whose carelessness in changing his advertisement was well marked by his latest production bearing the date February 25th.

But these are only relics of the barbarous past. Advertising has been making real advancement in the points of variety and excellence. Display advertisements are still predominant, and much ingenuity and taste are displayed both by printers and advertisers. But another kind of advertising is rapidly winning its way into favor among merchants. This is an advertisement one column wide, one-third or one-half column in length, the body of which is set up in pica type, with an appropriate display heading and firm-name. The wording for such an advertisement is generally conversational in its character, that is, it talks to the reader in a straightforward, but often natty, conversational way. The dealer speaks through it directly and pointedly to his customers. Very little bombast, very few rash assertions, but sound common sense and solid phrases, which are the opposite of meaningless—these are its characteristics. This kind of advertising was made popular by the Wanamaker firm, and now the leading retail dealers in Toronto and other Canadian cities use it either exclusively or for the greater part of their newspaper advertising. It is slowly percolating to the rural dealers, and it would seem that this is to be the future advertisement. It appeals to a matter-of-fact people, to those people who read advertisements because they are accustomed to go there for information. A great many who adopt this method embellish their advertisements with small artistic cuts, which the saving in space enables them to use without any greater outlay than in using a larger display advertisement.

To write a suitable advertisement for this method requires a certain amount of care, thought and brains. A good plan for a retail dealer would be to have a scrap book, and from the leading dailies to clip the best advertisements each day and paste them into this book, not for imitation, though this would not be wrong in itself, but as models or ideals, and for the purpose of suggesting like or other ideas to the advertiser. Then when an advertisement is to be written in a hurry the book suggests ready-made ideas. Some of the men who write these advertisements for leading houses are men who have long studied advertising, and their writings are worthy of study and imitation. To advertise properly, a man must know his stock thoroughly, and he must be always ready to advertise some article particularly. Advertisements are often too general ; they do not speak pointedly to the reader. A good advertisement must be brisk, conversational, thoughtful, pointed and particular.

PURE WHITE LEAD.

Guaranteed by "White Lead Association of Canada"
at Lowest Prices.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson,F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

HAVE YOU EXPERIENCED TROUBLE WITH

FLOOR PAINTS



I'VE USED IT.

It is more important to have a reliable floor paint than any other Liquid paint.

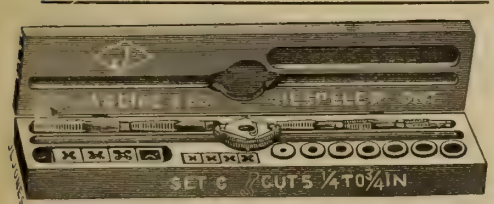
They must Dry hard. They must Dry quickly. Brightness and Durability are necessary.

These qualities, it has been proved are to be found in

ADAMANT FLOOR PAINT

In Six Colors, at $1.00 gal. Send for Cards to

Walter H. Cottingham & Co., Montreal.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools, and Tube Expanders.

Send for Catalogue and Price Lists

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

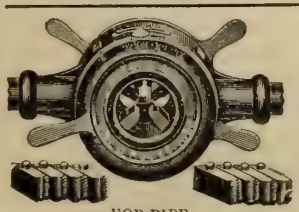
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

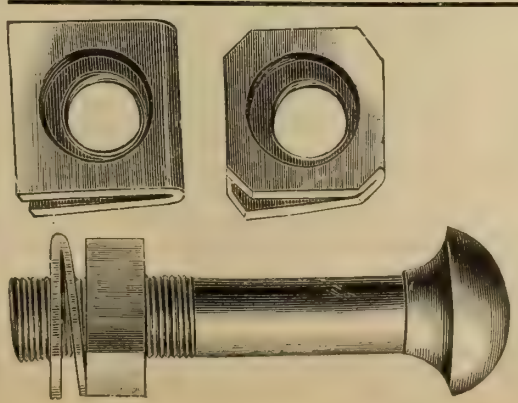
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

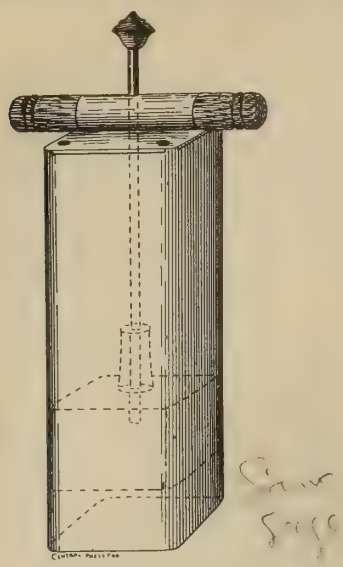
Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.

NEW GOODS.

THE MODEL BUTTER CUTTER.

The Model Butter Cutter is an instrument for cutting pound rolls out of crock or tub butter. It will cut exactly one pound, at the same time shape it into a nice roll without mixing it. Its claims upon the buyer are that it cuts butter into exact pound-weights, and



cuts it into shapely pieces, it saves the grocer the trouble of exercising such nice judgment as the want of such a cutter calls for; it also does away with scraps, the parings of excess guesses, the accumulation of which forms a melange that nobody wants. Rice Lewis & Son, Toronto, are the agents in this country. The Model Butter Cutter will be sent to any address on the receipt of $1.

GILLES CHAMPAGNE FOUNTAIN

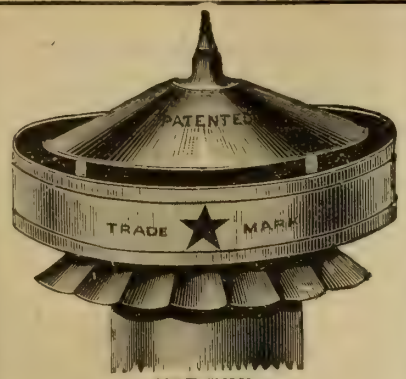
Painchaud, Squire & Co., Hardware Manufacturers' Agents, Temple Building, Montreal, are introducing the Gilles Champagne Fountain, herewith illustrated, for drawing all sparkling liquid from bottles in quantities as wanted without removing the cork. The fountain is elegantly nickel-plated with a fine white porcelain base, and is supplied with a special gimlet. It is stated that all sparkling liquids, can be preserved for months without any alteration with this fountain, thus being as useful in private houses as in hotels, clubs, and restaurants, and it is sold at a moderate price, which should bring it into general use.



LOCAL ADVERTISING BY IRONMONGERS.

In reference to our remarks on this subject which appeared in the special spring issue of March 26, we have received several specimens of circulars and handbills from ironmongers in various parts of the country. Some of these display evidences of a full knowledge of the trade, and a fair comprehension of the way to attract the attention of the public, but in other instances the latter point is not grasped at all properly. The object of advertising in this way is, primarily, to attract attention, and, secondarily, to create confidence in the firm of person advertising. Dealing with the first point in its proper order, it is obvious that in order to get people to read circulars, handbills, and the like, they must be got up in a tasteful manner, and must set forth facts which are likely to interest the readers. It would be an utter waste of money, time, and trouble to get up and send out the best circular which could be produced on the subject of skates at Midsummer. The same thing issued when there is a sharp frost would probably pay well, and certainly would be highly pertinent to the season. Thus it is quite evident that, besides good matter and a good get up, it is necessary to be in touch with the requirements of the time being. What may be very useful if it is issued at a proper time may be no use at all on another occasion. It is just here, as our American friends put it, that the whole business of local advertising is either made or marred. It is not quite so easy as it appears to be to "take possession by the hand," and hit the local taste or the local wants exactly in the right place, but it can be done by any ironmonger who will be at the trouble of thinking these matters over a little in advance. In all communities there are "times and seasons" when a good advertisement or circular will certainly bring in business. Causes which are common to entire districts must produce like effects. In the spring housewives are all alike attacked by the cleaning impulse, and a neat circular showing where, and at what prices, they can obtain their materials for cleansing or repairs should not be fruitless. Prior to the Fair, also, the inhabitants of a town are subject to very similar desires for brightening up their houses and shops. The county or local Agricultural Show acts upon all alike and brings the farmers and their families to the common centre of attraction. The hot weather creates a general demand for filters refrigerative appliances, sun-blinds, watering-cans, and so forth, and in its turn cold water produces well-known effects upon the demand for certain articles. This brief mention might be almost indefinitely extended and amplified, but it will suffice to show that almost every month the wideawake ironmonger can find a good excuse, even if not an absolutely sound reason, for utilising printing-ink in order to stimulate his customers. In so doing we venture to recommend our retail friends to make a much more liberal use of illustrations. The electrotypes for that purpose can be had in most instances from manufacturers on very easy terms, and it is quite certain that a good illustration will appeal much more forcibly to the recipient of a circular than even the cleverest of letterpress. A drawing instantly attracts the eye, explains itself, and saves trouble to the receiver of the circular, even if he is a well-educated man. In the case of poorly educated persons all these advantages of the illustration are emphasised; indeed, there are many persons who cannot or will not read printed matter who may often be led to make inquiries by an engraving. Therefore we urge the free use of illustrations on all possible occasions. Back up, so to speak, the drawing with good reading matter, and in writing it do not be afraid to be a little unconventional. Routine is an excellent thing in its way, but there is competition in advertising, and the man who wishes to have his circular read and kept for reference must have something novel to say, and must say it in a novel and striking manner. If he cannot say that he sells cheaper than his competitors, he must dwell upon the good quality of his wares, or upon their special suitability to the requirements of the neighbourhood. Brag is not necessary, and is in all respects unwise, but a firm insistence in relation to any points which will honestly bear praise is always in order. Above all, the local public should be made to feel that every statement is reliable, and that every customer can rely upon fair, even, and impartial treatment. Confidence is a plant of slow growth, and even when well grown it can be killed very easily, consequently, no circular should ever state what is not capable of being carried out to the letter. The public like fair treatment better even than the lowest prices, and the tradesman who has a reputation for probity as well as enterprise is inevitably on the high road to success and fortune.—The Ironmonger.

The Provincial authorities of Nova Scotia are to undertake the preparation of a display of the minerals and fruits of the Province for the World's Fair. The Government of Prince Edward Island has undertaken to make a very good display of the agricultural products of that Province. The fishing interests will also be represented. Quebec will make a similar exhibition.



—USE THE—
STAR * VENTILATOR
For the VENTILATION of
Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Send for our book on Ventilation.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

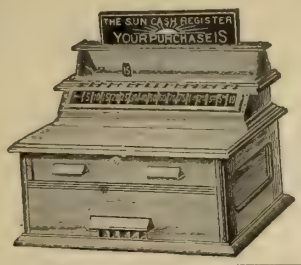
We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

WHY PAY $200 FOR A KEY REGISTER,

When you can buy the "SUN" Cash Register for $40.00.



The "SUN" will accomplish as much, do it as easy, and is as serviceable.

The "SUN" is the Register for the people.

It is the very latest, simplest, and best register for the money yet offered. Every Merchant can afford to have one or more SUN REGISTERS at convenient places in his store room.

There is no argument against the use of a Cash Register.

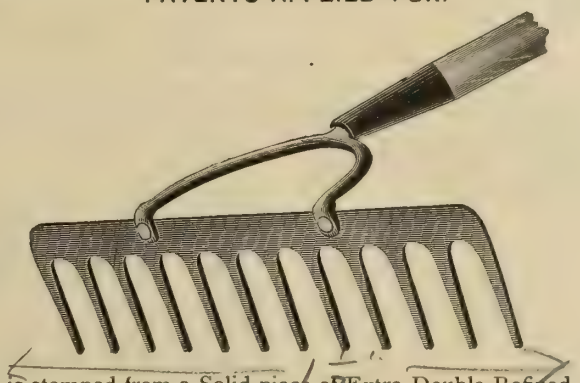
REMEMBER: That the little metal ball accomplishes in the "SUN" what complicated and intricate mechanism does in the National.

For further particulars, address

WALTER GROSE,
432 St. Paul St. MONTREAL.

Eureka Steel Head Garden Rake.

PATENTS APPLIED FOR.

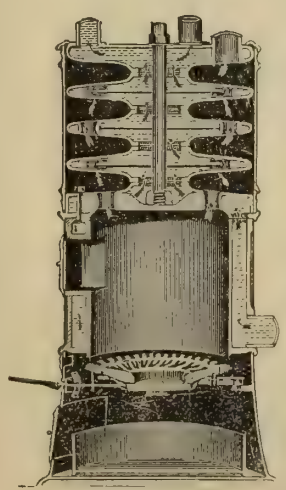


The Head is stamped from a Solid piece of Extra Double Refined Silver Steel and consequently is much stronger than any other Rake now on the Market.

SEND FOR PRICES.

MANUFACTURED BY

JAMES ROBERTSON & CO., - TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS

MONTREAL.

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,
AGENT.

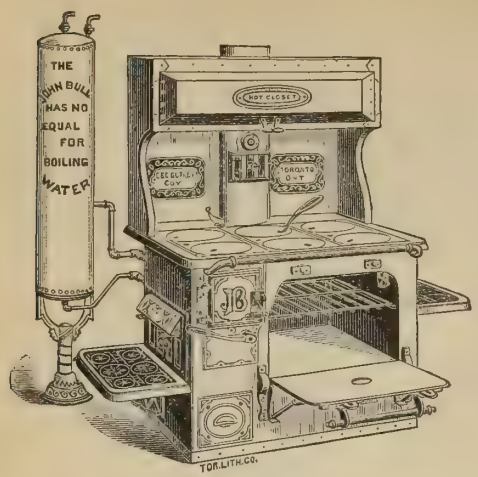


Crucible Cast Steel Ropes for Hoisting, Inclines, Mining, etc. Siemans-Martin for transmission of Power-Elevators and Hoists, etc. Galvanized ropes for Derrick Stays, Ship's Rigging, etc.

Write for Catalogue and Prices.

MANUFACTURED BY

The B. Greening Wire Co., Ltd., Hamilton, Canada.



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

An important discovery of zinc blende has been made along the line of the Canadian Pacific near Schreiber

R. M. Wanzer, Hamilton, Ont., has shipped a large consignment ot his lamps to Capetown, South Africa.

Mr. Potter, of Potter & Ronald, left last week for England. Mr. Potter is one of the delegates from the Winnipeg Board of Trade to the Congress of Boards of Trade and Chambers of Commerce of the Empire, to be held in London in June.

Ald. Connor of St. John N. B. has received word from the Consumers' Cordage company of Canada to immediately start up the New Brunswick cordage works in that city. These works have been idle for two years through the cordage combine.

The Dartmouth N. S, ropeworks are working all night, and yet cannot keep pace with the demand. They have about 275 hands employed. A second engine is being put up, it being found necessary to relieve the old one, which is only 80 h. p., while the new one is 160 h. p.

We would call the attention of our readers to the advertisement of the National Cash Register Co. on another page in this journal. This enterprising firm have over 40,000 of their "Silent Cashiers" in use in all classes of business, and their output exceeds 1,000 machines per month. Their cash register is becoming universally recognized as an absolutely necessary adjunct in a retail business.

The Masson Manufacturing Company's suit to compel the town of Oshawa to hand over $2.000 of debenture bonds was dismissed in the Chancery Court the other day. When the Company located in Oshawa an agreement was drawn between it and the town, the company promising to emplov a certain number of men and do other things in return for $2,000. The town contended that the company did not fulfil its obligations.

The E. & C. Gurney Company, Toronto, have presented two boilers to the Y.M.C.A. Kingston, for the new building. They are valued at $600.

Last week the Ontario Government sent an expert analyst to examine the aluminum found on Mr. Case's farm, Burlington Plains near Hamilton. Some of the loam was taken away on which to experiment and make tests as to the expense of separation. Several American capitalists have been here examining the samples, and if the quality and quantity proves satisfactory it is likely a mining industry will be started near the bay shore at an early period.

Justice Street has given judgment in the action, Fairbank vs. Fraser, tried at Sarnia recently. It was a suit by John H. Fairbank, who carried on a business under the name of Vaughan & Fairbank, at Petrolia, as a private banker, against John Fraser, assignee, for the benefit of the creditors of M. J. Woodward & Co. and Warden & Sons for a declaration of the plaintiff's right to receive a certain sum of $1,650 from the latter, and for payment of it. M. J. Woodward & Co. were oil refiners and manufacturers of paraffine wax at Petrolea, and were customers of the plaintiff. The plaintiff discounted for Woodward & Co. three notes for $550 each, taking as security for each advance an instrument. Judgment declaring that as between the plaintiff and the defendant, Fraser, the latter is entitled to the $1,650, and plaintiff's claim dismissed with costs.

HAVE A PURPOSE.

It is a pity that the determination to succeed in life were not as common as the hope or even the expectation of success. People have to become quite old before the early pictures of prospective wealth, fame, rank, etc., that fortune promises them begin to fade away. They cling long to the dreams of their youth. But while everybody has the desire to accomplish something for his own greater glory, pleasure or comfort, it is remarkable how few have a clearly defined object before them. There is a whole worldful of ideals, but there is a very small minority of them are objects of unflagging effort. It is the remnant who have an object in life

A very inconsequential object, pursued with zeal, will do a great deal for the development of the worthier qualities, such as industry, self-denial, perseverance, temperance, patience and like virtues. All these are accessions of power, and are the strongest forces for the attaining of success, for the turning of an ideal into a real object.

A vague, shapeless notion of the work one is going to do in one's life time is not stimulating, and the man possessed of such a nebulous ambition is not likely ever to do much. Take any large business in which there is a division of labor, and let it be supposed that all but one man give the minimum attention necessary to an acceptable discharge of their duties. Let that one man aspire to some ultimate success, towards which he believes his own improvement and reputation are necessary means, and let him have the enthusiasm of that conviction. He will devote time, thought, attention and labor to his duty and will aim to outrun rather than simply keep even with what is required of him by his employer. Not merely his own department, but the whole concern will feel the good of such a man, no matter how subordinate his position may be. His example will show how much force there is in a man who is serious in his efforts to accomplish one little object. The private object may be to pay off a mortgage, to buy a little house, to become a proprietor of a business of his own, to own a railroad or to make somebody else happy. Whatever it is, if it operates upon the will of the man who is possessed of it, it is sure to make its power felt in whatever that man does or is connected with. It is hard to over-estimate the mainspring of a purpose that is at work in a healthy man's destiny.

And in the same way as the well-managed detail in a large house is felt beneficially in the whole business, so the little but persistent habit in a man's business practice will be far-reaching and probably momentous in its effects upon his prosperity. Let a trader make it a rule, for example, never to question a customer's word, and that one habit may be credited in a few years as a source of considerable revenue. Let a man resolve to note everything that he considers useful or necessary for him to keep in mind, and in due time he will evoke a system of note-book keeping that will be of great money value to him. One small purpose consistently followed up will expand and develop in power for the benefit of him who cultivates it. And it will be found the mere beginning of system, without which everyone works at a disadvantage, and with loss both of energy and substance.

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry and a great variety of Show Case Goods Send for Catalogue.

THE SUPPLY CO., Niagara Falls, Ont.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, Ontario.

MIXED PAINTS.

THE CELEBRATED

"Unicorn" Brand

Is the best in the world. Send for our Sample Card of 40 Colors.

Manufactured only by

A. RAMSAY & SON,

Established 1842.

MONTREAL.

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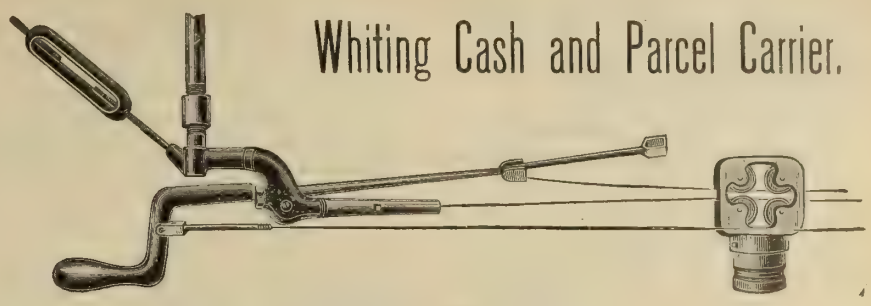
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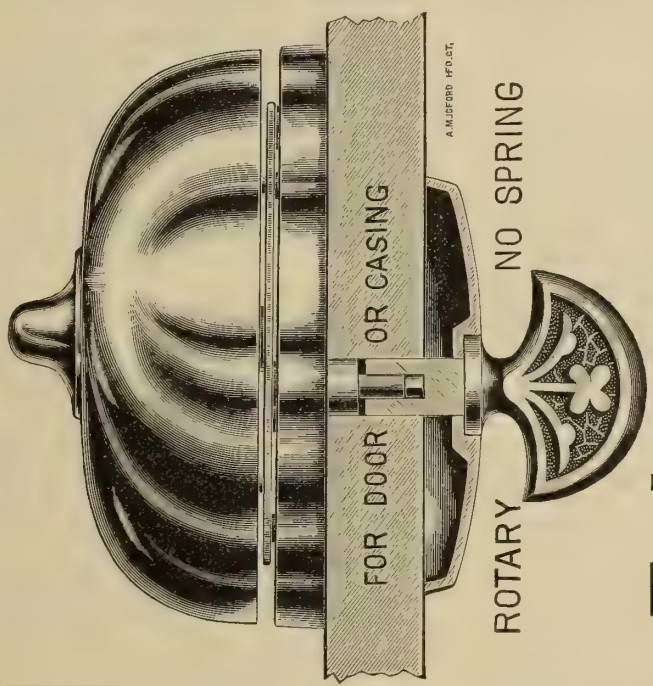


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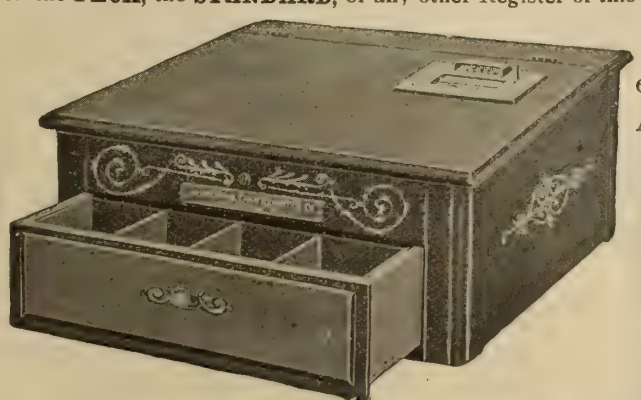
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MARKETS

MONTREAL MARKETS.

MONTREAL, June 2, 1892.

There has been no improvement to note in iron or heavy goods, which are still dull and are likely to be so for some time, at least that is what the holders seem to think. We have no doubt this is owing to the low freight rates ruling. Chemicals have shown an increased demand, but sales are not up to what they should be. Owing to slow arrivals of cement the trade find it hard to handle their customers, and the business doing is in small lots at very low prices. Paints and oils are the only lines that are moving to any large extent, both these lines having a good call.

PIG IRON.

The local pig iron market is still dull, with only a fair trade doing on spot. We hear of a few sales of Carnbroe and Eglinton at $17.50 and $18.50 respectively. Arrivals are still small and confined to the cheaper grades, and at the present low prices one would think that the mills would take hold freely, but such is not the case. We quote Summerlee and equal brands $19, Eglinton $18.50, and Carnbroe $17.50.

BAR IRON.

There is nothing new to note in bar iron, and the business that is being done is only a small one for actual wants. Prices on spot are unchanged and we still quote $1.85 for wholesale quantities and $2 in a jobbing way.

SCRAP IRON.

Remarks made about scrap last week still apply, the only business doing on spot being in a jobbing way at the decline noted in our last. We quote wrought scrap at $15.50 to $16 and cast at $13 to $14, according to quality.

TIN PLATES.

The only trade doing in tin plate on spot is a small jobbing one to the canners. Dealers would no doubt make concessions to induce business, for on the whole the market is dull and the easier prices still rule. Arrivals so far have been small. We quote cokes $3.30 to $3.50, and charcoals $3.75 to $4.50.

TERNE AND MERCHANT PLATES.

Terne plate is still quiet, and the only trade doing is for actual requirements. Merchants plate has moved to some extent during the week, and the roofers seem to be well satisfied with it. We quote terne plate $7.25 to $8. Merchants plate, IC. 20x28 $13.50 and IX. $16.

CANADA PLATES.

The sales noted last week ex wharf is about all there is to note in the Canada plate market. The business doing this week is small and a further reduction is looked for by the trade, but holders seem to think it is as low as it will be. We quote $2.50 to $2.60.

COPPER, ETC.,

Copper still furnishes a moderate business at the firm prices noted in our last weeks report. Ingot tin is also firm at the advance, with a fair trade doing. We quote copper 13 to 14c., and ingot tin 23½ to 25c.

NAILS

A continued good movement in nails is the only thing there is to note. Ordinary sizes have met with good sales during the week on the old basis, viz., $2.35 for three inch stock and 10c. a keg higher for steel. Steel wire nails have their usual good movement.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

GENERAL HARDWARE.

The general hardware trade has been very good during the past week, all lines having good call. Builders supplies are still on the top and harvest implements are also having good call. Shelf goods have moved more freely this week than last, and the trade in the country is taking a hold more freely this week, and all the travellers are sending in good orders. The French houses say that trade with them is booming and with the country dealer buying, as he is now they have their hands full to fill orders. Manufacturers' agents are also hustling out orders that are arriving every day. Payments are met promptly and the market shows improvement.

CHEMICALS.

Chemicals are having better call this week at unchanged prices. Arrivals are coming in in fair quantities, and the whole tone of the market shows a decided improvement over last week.

Bleaching powder	$2.30	to	$2.50
Bicarb soda	2.35	to	2.50
Sal soda	0.90	to	1.10
Caustic soda	2.50	to	2.75
Soda ash	1.75	to	2.25
Chlorate potash	0.22	to	0.25
Alum	1.50	to	2.00
Copperas	0.80	to	1.00
Sulphur flour	2.50	to	3.00
Sulphur roll	2.25	to	2 75
Sulphate of copper	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead	0.07	to	0.10
Bich. potash	0.10	to	0.12
Bich. soda	0.08	to	0.10
Logwood per 100 lbs	2.00	to	2.25
Sumac, Sicilian	70.00	to	75.00
Pruss, potash, yellow	0.28	to	0.32½
Cutch	0.08½	to	0.09½
Gambier	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

Fresh arrivals have not affected the tone of the local market, which is firm. The business doing here is good and prices are unchanged. We quote $1,35 to $1.45 for first and second breaks per 50 feet, and $3.20 to $3.40 for thirds and fourths.

PAINTS AND LEADS.

Paints are still in good demand and dealers say the trade is as good as at this period last year. Leads also have good call and prices are unchanged. We quote: Government standard, $5.50 to $6; No. 1, $5.00; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

OILS.

The demand for oils has shown an increase over last week and all lines are said to be moving more freely. Prices are however unchanged and with the settled condition with the Island dealers are talking firmer. We quote:—Cod Newfoundland to 45c.; seal, steam refined 45 to 50c.; linseed raw 56 to 57c.; linseed, boiled 59 to 60c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25; turpentine, 53 to 54c. Less 3 per cent. 30 days.

CEMENT AND FIRE BRICK.

The arrivals of cement have been so small up to date that there has been no large sales to note, most of it having been used for stock. A large lot is expected next week, this will make the appearance of the market look better as dealers will then be able to handle the buyers to a better advantage. Fire bricks are steady and firm, they are also in fair demand. We quote: Belgian $2.10 to $2.15;



GAS STOVES.

The best features that scientific and practical experience have demonstrated are embodied in OUR CABINET STOVE. They are very handsomely carved and heavily nickeled. All users gladly give highest praise. One placed will quickly sell others.

We also make stoves of one, two or three burners.

The McClary Mf'g Co..

LONDON, TORONTO, MONTREAL, WINNIPEG.

MONTREAL Markets continued

Newcastle, $2.25 to $2.35; London, $2.35 to $2.50; fire bricks, $20 to $25 per 1,000; and off ship $17.50 to $22

NAVAL STORES.

The ship chandlery business is a little more brisk than usual during the last few days, and dealers are satisfied. Although the trade doing is only a jobbing one, all lines have met with better demand. Coal tar is easier at $3.75 to $4.00, and another drop is reported in turpentine which is easier, 50 to 53c. We quote: Turpentine, 50 to 53c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes. Pine pitch $2.60, pine tar $4.00, rosin $2.50 to $4.00

PETROLEUM

Business in refined petroleum is practically at a standstill. Canadian is quoted a trifle easier at 12¼c. Canadian benzine is very firm. The refiners have had such a demand for fuel oil lately that they find it more to their advantage to use their crude benzine for bringing up the gravity of fuel oil than to refine it. There is no Canadian benzine on this market. We note the quotations: Canadian, 11c. at Petrolia, 12¼c. in car lots at Montreal, and 14½c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

TORONTO MARKETS.

TORONTO, June, 3, 1892.

HARDWARE.

Wants appear to have been held in control last week in order to make up general orders for this, for, though May closed quietly, June opened briskly, and so far is entitled to a good report. The parcels shipped this week and in course of shipment have been generally fair-sized and composite in their character. Seasonable remedies are the rule. Buyers are very close in their ideas of prices, but do not always succeed in getting sorting up supplies on the basis they placed their forward orders upon. On sorting up orders the jobber hopes to make a little, as there is generally a very narrow margin on orders booked long in advance of shipment. In a few cases prices have been named that were not going last week. Manilla rope is lower and binder twine is now being quoted, at easier prices than those holding a year ago. The horse nail men have not got to a combine basis yet. Builders' hardware is quiet. Barb wire and fence wire are very free selling lines. The fall trade is being worked upon in a few heavy lines, but is not yet engaging the full attention of travellers. Some haying tools are in request. Collections are not particularly satisfactory.

BARB WIRE—Orders are still numerous and bulky at unchanged prices. The trade may stop at any moment, however.

BINDER TWINE.—The Consumers' Cordage Company's prices were issued on Wednesday. They are lower than the prices of a year ago and than the present prices of the Trust in the United States. The following are the quotations, which are issued subject to change: Blue cap (blue ribbon) 12½c., red cap 11½c., crown 10½c. A year ago the opening prices were 14 to 14½c. for Blue cap, 12 to 12½c. for Red cap, 11 to 11½c. for Crown.

BOLTS—A well maintained demand is experienced for carriage bolts at unchanged discount.

BUILDERS' HARDWARE—Buying is not active; the builders appear to be having an up-hill time of it.

CHAIN—The chief kind now in request is small chain for plough traces and similar purposes.

HORSE NAILS—Letters contradictory in character come from the various manufacturers to jobbers. The discount continues at 60 to 60 and 5 per cent.

CORDAGE—Prices are easier in manilla, which now quotes from a basis of 11¾c. Sisal is unchanged from 9¾c. upward, tarred lath yarn at 8¼c., and jute at 6¾ to 7c.

HORSE SHOES—No change from the quotations, $3.60 and $3.70, nor from the slow state of the demand, is to be recorded.

NAILS—A fair trade is the general report, but the increased demand for wire nails is a feature all agree in commenting upon.

TACKS—Prices are steady and business normal.

WIRE—This week has been brisker than any former one for some time for the trade in oiled, annealed and galvanized wire. It is seldom that trade in fence wire is so good at this time of year.

METALS.

A freer movement of orders has been the rule this week. Prices are beginning to be interesting in tin, but there is nothing else very sensational in the market here or anywhere else. Fluctuations outside seem to be few and unimportant in everything but the metal named.

ANTIMONY.—The price remains firm at 14½c. for Cookson's and 13½c. for other brands. It is in very good inquiry and in some request from holders here.

CANADA PLATES.—These will not be in any demand till the end of the month.

COPPER—A combination between American and European producers is said to be established and is also denied. The alleged basis is that European mine owners agree to restrict their output 5 per cent., and American mine owners agree to limit exports to last year's figures. The English price is stiffer, but the market on this side of the water appears to be easier. Casting brands, about all there is any demand for here, are 13½c. in any quantity less than cars, and 13 to 13¼c. in cars. Lake ingots, 13¾ to 14c.

GALVANIZED IRON—Nothing new has developed in this metal, which is still firm and in fair demand at unchanged prices, 5¼c. for 28 gauge being the basis.

LEAD—The pig lead market excites little interest in any quarter, though some good orders are in course of fulfilment to solder-manufacturing concerns. One broker sold 20 tons the other day. Five ton lots are sold at 3.30, smaller lots 3⅜c. for domestic. Imported comes ¼c. higher.

SHEET ZINC—Casks are 6⅜c., and broken lots 6⅝c.

SPELTER—In Europe and the United States the price has eased. Here ordinary lots can be got at 4½c. for domestic and 5½c. for imported.

TIN.—A wavering movement in prices has characterized the New York market since last report, but it has settled down to a firm tone now. Locally quotations are firm at 24 to 24½c.

TIN PLATE.—The market still is lacking in life and prices are easy.

IRON AND STEEL.

From now till the end of the month a lull is expected in pig iron in accordance with former experiences of the market. Orders will then begin to come forward to catch delivery before November freights. A very light week's business is all there is to report.

Bar iron is quiet, a very observable falling off having taken place during the last fortnight. The bottom quotation remains at

GALVANIZED BUCKETS--English and American Patterns.

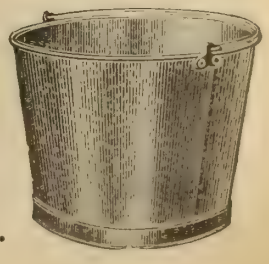


Japanned Ware. Stamped Ware.

Pieced Tinware.

Milk Can Trimmings, Creamer Trimmings,

Dairy Pail Bottoms, etc., etc.



THOS. DAVIDSON & CO.,

474 St. Paul St., Montreal.

MARKETS—Continued.

$2,05. Steel is quiet and moving in small and very occasional orders.

OILS, PAINTS AND COLORS.

The jobbers and manufacturers are now in the full tide of their summer business, many of them reporting a demand that it is hard to manutacture or ship fast enough to keep pace with. Linseed oil is unchanged at last week's quotations. Turpentine is still lower, being quotable at 46c. on a 30-day basis for quantities, and running up to 49c. for 4 months. One of the most active lines just now is Paris green, which sells at 13 to 16c. in 112-lb. cases, according to quality and brand. Supplies are not coming forward in time for jobbers to fill their orders, and manufacturers state that owing to the rush for supplies they cannot get stock out any faster. There is a strong likelihood that there will be a shortage this season. Castor oil is very scarce. All lines are exceedingly active.

PETROLEUM.

Canadian refined is steady at 14 to 15c. according to quantity and whether delivery is outside of or within the city. Trade is very quiet.

The Petrolia Advertiser reports : Petrolia crude $1.25 per barrel ; Oil Springs crude $1.25½ per bbl. With regard to the crude market no new features of any special interest have been developed since our last issue. The general tone of the business continues to have a quiet appearance with transactions largely in accordance with actual requirements of the manufacturing interests.

GLASS.

Glass is unchanged, in moderate demand and in abundant supply from $1.35 upwards.

OLD MATERIAL.

Prices continue stationary, material fairly plentiful and all other conditions as they were a week ago. We quote : No. 1 heavy cast scrap 65 to 70c. per 100 ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c; light scrap brass 5½c. ; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c. ; scrap rubber, 2¼ to 2½c. ; country mixed rags, 80 to 85c. per 100 lbs. ; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c. ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

HIDES, ETC.

HIDES—The same quotations and the same general conditions continue, No. 1 green cows' being 4½c., and cured 5c.

SKINS—The range is $1.25 to $1.50 for good sheepskins ; Lambskins are 25c. ; Calfskius are 5 to 7c.

TALLOW—Rough is 2c,, refined 5½c.

WOOL—New fleeces are sparingly offered at 16c. Pulled quotes at 22c. for super and 25c. for extra.

AMERICAN METAL MARKET.

NEW YORK, June 2, 1892.

The few business days that have intervened since our last review have witnessed no radical change in the condition of any branch of the iron or steel trades. Transactions involving round lots of either finished productions or crude materials are few and far between, while nearly all deals consummated were at the low level of prices that has ruled for some time past. In the way of new enquiries there is very little that contrasts with the general run of orders heretofore, and the outlook for the immediate future is therefore as free from encouraging feature as present experience. Reports received from the central manufacturing points are quite as blue-tinted as those met with in the New York market, noting as they do an uneven business and irregular prices outside of those lines that are not steadied by agreement or pools of manufacturers.

Cheap lots of pig iron, both Northern and Southern make, are still offered more or less freely at the extreme low prices quoted last week, but cheap business seems to be no incentive to buyers purchasing in excess of immediate needs. The popular quotations on Standard Northern brands are quoted at $15.50 to $16 for No. 1 X and $14.50 to 15 for No 2 X. and $14 to $14.50 for grey forge. Southern brands about $15 to $15.50 for No. 1 foundry, $14.25 to $14.50 for No. 2 foundry and No. 1 soft: $13.50 to $14.00 for No. 2 soft; $13.00 to $13.50 for grey forge. Scotch pig sells in jobbing quantities at about $21.00 to $21.25 for Coltness, $20.50 for Summerlee and $20 for Eglinton. Foreign spiegeleisen remains nominally $23.00 to $23 50 for 10 to 12 per cent., and $26.50 for 20 per cent., and 80 per cent. ferro-manganese about $61.00 to $61.50 delivered here.

Old material is in slow demand and prices are still weak, but without radical change. Old iron tee rails quoted at $19 to 19.50 f.o.b. cars at Jersey City ; old steel rails $15. No. 1. wrought scrap iron, $16.50 to 17.00 on cars at Jersey City ; machinery cast scrap at $14.00 leaf spring steel at $21, and cast borings at $8 to 9 nominal.

The combine prices for heavy section steel rails is maintained at $30 00 f. o. b. mill and $30 75 tidewater delivery, but business does not improve, nor do new orders of a any magnitude come upon the market. For soft steel in the form of billet's rods, etc., and for plated and structural material previous low prices rule.

TIN.—During the past few days upward of 300 tons of pig tin have changed hands in a speculative way in this market, chiefly at 21.45 to 21½c for prompt delivery, 21.40 to 21½c for July and August, 21.55c for August and September, and 21.66c for last six months of the year. At the close, 21½c was bid for 500 tons, or any part, for delivery during July. Outside of speculative circles business has been moderate, but the market is firm in sympathy with the movement in futures, and holders ask 21.55 to 21.60c cash for round lots. In the London market prices have advanced to £98 10s for prompt and £98 2s 6d for future delivery.

COPPER.—Has met with limited sale the past few days, and the general demand at present is slow, indicating that deliveries on old contracts keep consumers well supplied. There are sellers of Lake Superior ingot at 12c and common casting copper at 11¼c. Some few parcels of the former were said to have been sold at a concession from the price quoted. In the London market there has been scarcely any change. Latest cables quoted merchant bars at £47 for future delivery.

LEAD.— No improvement is observed in the market for pig lead. Consumers are still very indifferent buyers, and holders offer sparingly for the time being. Prices remain at 4.22½ to 4¼c for round lots.

SPELTER.—Is scarce on the spot and as high as 4.95c has been refused for fair sized parcels. Future shipments at 4.80 to 4.85c are passed, however, and better bids than 4¾c are the exception.

TIN PLATE.—The tin plate situation is wholly unchanged. Spot goods barely steady in price and slow of sale ; futures firmly held but in poor demand.



NEATNESS IN THE STORE.

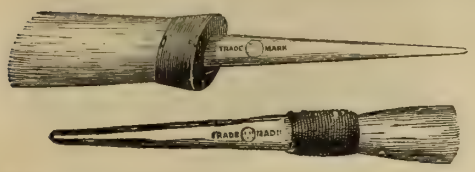
A correspondent writes in Iron Age: That a hardware store is not as easily kept clean and neat as a dry goods store goes without saying, but there is no reason why it should not be so, as it is not an impossibility by any means, and I can cite several instances that very ably prove the practicability of my assertion. It means work and lots of it, but your clerks will be none the worse for spending an hour at dusting or sweeping that otherwise might be consumed in discussing with their cronies the latest sporting news.

In the first place it is well to look around your store carefully to see if there cannot be some changes made in the arrangement of your stock that would improve the general appearance of the room. Most every one can find something of this kind to do, and there is no better time to do it than when you have things torn up for inventory. Quite likely you need some more showcases—most every hardware merchant does—and you might have a case made in which to keep your guns and sporting goods, that would not cost much and would pay good returns for the money invested. Indeed, most every merchant has the name of some carpenter or cabinet maker on his books from whom he has been trying to collect a debt for a long time. You can get your money out of him in this way, and, if I am not mistaken, you will get more benefit when paid thus than if you had received the cash. Be sure you have plenty of drawers in which to keep all such goods as auger bits, chisels, screw drivers, etc., for it is a most expensive and extremely slovenly way to keep them in the original package on the shelves, or, worse yet, if these happen to be destroyed or lost, to carelessly wrap them up in paper and lay them on the shelves; there is entirely too much of such work as this in the average hardware store and it eats into the profits.

Do not neglect your sampling. The best plan is to have the ends of the drawers covered with green flannel—paint will do, but it is not so satisfactory—against which most articles will show to advantage. Fasten the articles through the end of the drawer by means of copper wire. It is necessary to have a bottle of lacquer for the polished goods. This when applied properly will retain all the luster of the goods, and prevent them from rusting for an indefinite time. Bear in mind that soiled and rusty samples are worse than none. Now look at your ceiling and the wood work of your store.

Forget or ignore all the rest if you will, but dust and sweep thoroughly every day ; it will pay you. All this may seem too expensive, and you may think it will involve too much labor. That is a mistake. All the improvements that I have mentioned will cost but a comparatively small sum, as you can do the most of them yourself, with the aid of your clerks, in your dull hours, such as always follows the holidays. Your old customers will appreciate your efforts, new ones will be attracted thereby, and you will get your money's worth of satisfaction out of the improved surroundings. Show your customers that you handle good goods and the care you take of them and the interest you show in the appearance of your store.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



TORONTO, Nov. 6th, 1891.

W. H. JAGGER, ESQ., 24 Front Street West, Toronto.

DEAR SIR,—We have used Messrs. Hamilton & Co's Painter's Brushes for some time past, and find them very satisfactory, both as affecting the questions of quality and durability.

Yours truly, ELLIOTT & SON.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

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GEO. E. DRUMMOND,

Managing Director and Treasurer.

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English Sporting Gunpowder

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"ALLIANCE"

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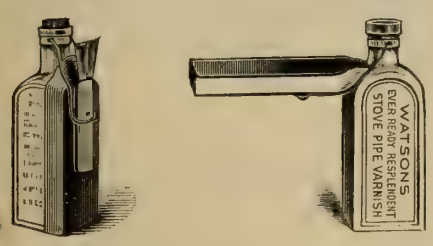
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Stove Pipe Varnish, etc.

PARIS ONT.

P. O. Box 2029.

The William Johnson Company

(INCORPORATED)

572 WILLIAM STREET.

MONTREAL, 1st MARCH, 1892.

DEAR SIR,

We beg to inform you that we have sold our business, including our Factory, Stock of Merchandise and Goodwill to

THE CANADA PAINT COMPANY, Ltd.,

who will continue to carry on the business in the premises heretofore occupied by us, and for whom we heartily bespeak a continuance of the patronage you have hitherto bestowed on us.

For purposes of Liquidation, our address remains as above.

Yours faithfully,

The William Johnson Company.

OBJECT LESSONS IN THE STORE.

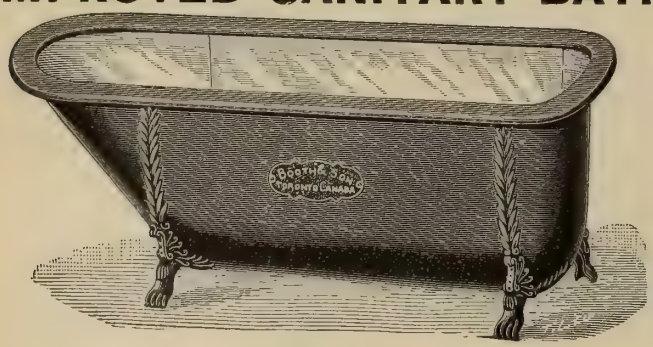
The assistant and the apprentice in a hardware shop has before him an endless field of study and research. No young man who means to rise and make himself invaluable to his employer, as well as fit himself for conducting a business of his own, can afford to be indifferent to the constitution of even so insignificant a thing as a tin'd tack. What is it made of? What are the processes of its manufacture? What its history? Where is it made? Is it a foreign production as well as English. Could it be improved upon? Of what nature are the complaints regarding it by users? How is it put up for sale? Could this be done more attractively? Such are some of the questions that he should ask himself, and not be satisfied till he got an answer; and if asked and answered of every article in which an ironmonger deals, what a fund of elementary education would be collected in the course of a very few years, as well as information bearing upon the commercial aspects of the whole hardware trade! Each item might seem insignificant, but the aggregate would be cyclopœdic in its extent. Let any assistant or apprentice who is in earnest ask himself how he would value a book giving him all this information cut and dried. But it is not to be had. The facts much be gleaned from a thousand sources. Then let him get to work and glean them, making his own book as he goes. If anyone is moved by this suggestion to undertake such a study, and embody the results in notes and memoranda for future reference, and for more effectually memorising the facts, we shall be glad to suggest a system of working, and give a list of useful books to consult. The man who is always wanted is he who knows his business in all its details.—Ironmongery.

HARDWARE SPECIALTIES.

"How are we to deal with all these patented specialties in builder's hardware?" exclaimed an ironmonger in our hearing at the Builders' Exhibition the other day. The perplexity is justifiable. We have no doubt it is shared by a great many in the trade, and is resolved in many and diverse ways. Specialties multiply with something like the fertile vigour of locusts, and the comparison is not inapt, since one is frequently the progenitor of a swarm, as witness the fecundity of invention in patented window fasteners, which must now number somewhere in the hundreds, and are growing weekly, all doubtless born of some not remote ancestor. Patented locks and latches, patented springs and checks, patented casement stays, patented blind furniture, patented hinges, &c., &c., &c., to say nothing of stoves and grates, of bath heaters and w.c. fittings, and now of the new field of electric appliances—how is any one dealer to keep touch with all, and be prepared to show at least some acquaintance with whatever a customer may chance to inquire about? Too many ironmongers give to it all up in despair, and are content to know nothing, or at least only what comes in their way in such peremptory fashion as to compel knowledge; but is that wise, however easy-going it may be? Is it policy for a dealer to show a contemptuous ignorance of anything that lies in his way? Contempt he may have for this or that specialty, and may express it; but should he not be able to give a reason for the faith that is in him? How is a customer likely to be most impressed and favorably influenced by the ironmonger to whom he comes in an inquiring spirit—to ask, say, about Blank's Patent Universal Adjustable Stair Rod? Will he go away quite contented if he is simply met with a gruff, "Never heard of it, and don't want to?" On the contrary, it seems to us that the man who can say something intelligible of the value or the worthlessness of this offspring of Blank's ingenuity, will score a point with his customer. And to enable him to say that intelligible something does not really require the sacrifice of much of his time or energy. From one source or another, from his trade paper or a circular, an advertisement or a catalogue, he is certain to hear of it, if it is in his line of business, and an index to such specialties is so very easily kept that there is no excuse for the lack of it in any shop. With such an index, kept up to date, giving the name of the article, the maker, the price, and, perhaps, an illustration cut out of a circular and pasted up opposite the entry, with a few comments, would enable the tradesman to supply all the information required, and talk as glibly about the subject as if he had a sample to show. Keep posted! Nothing is trivial nowadays.—Ironmongery.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

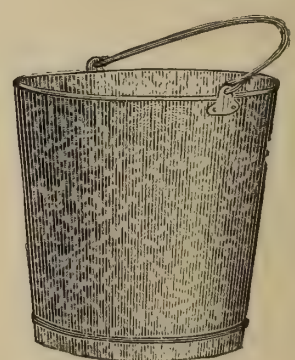
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Galvanized Bucket.



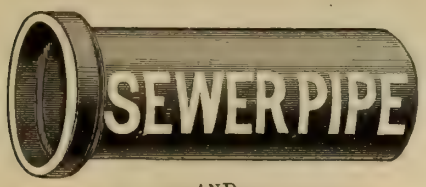
We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

Hamilton and Toronto



—AND—



HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE  MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

SHOVELS--Fenerty's.

We know whereof we speak. We claim we are giving the best value of any makers in the Dominion.

LOTS OF TESTIMONIALS.

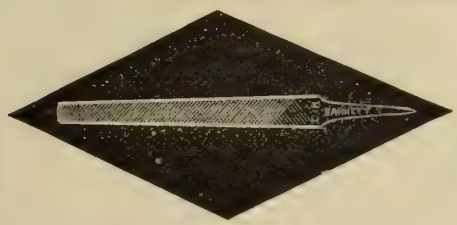
DEALERS, BUY THEM, AND LET YOUR CUSTOMERS TRY THEM.

CRAIG, MacARTHUR & CO., Toronto.
JNO. PETERS & CO., Halifax.
JAS. E. CHIPMAN, Vancouver.

CAN TELL YOU ALL ABOUT THEM.

HALIFAX SHOVEL CO., Ltd., Halifax, N. S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

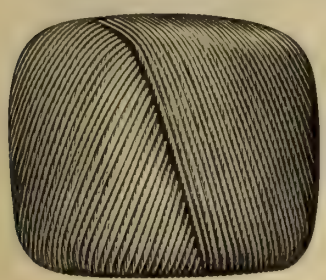
EVERY OTHER DESCRIPTION OF SAWFILES.

It ain't as pretty as manilla, but it gets there just the same.

(TRADE MARK)

"COMMON SENSE"

(DICK'S PROCESS—PATENT APPLIED FOR)



Common Sense Binder Twine.

We have a few tons remaining which we are desirous of distributing in those sections where it has not yet been introduced. We are unable to increase quantity of any orders now booked, nor accept orders from Towns or Villages where sales for this season have already been made.

M. & L. SAMUEL, BENJAMIN & CO.,

TORONTO, ONT.

Business Changes

SALES MADE OR PENDING.

Charles W. Busk, general merchant, Balfour, B.C., has sold out.

U. J. Weatherbe, stove dealer, Spring Hill, N. S., has sold out.

J. S. Young, general merchant, Virden, Man., has sold out to W. C. Edgar.

L. B. Cochrane, general merchant, Medicine Hat, N.W.T., has resold his stock to Mrs. Cochrane.

S. H. Smith, hardware and tinware dealer, Acadia Mines, N. S., has sold out his tinware business.

CHANGES IN STYLE OR COMPOSITION OF FIRM.

Hachey & Chenard, general merchants, Garaquet, N. B., have dissolved.

Betts & Gynne, general merchants, Prince Albert, N. W. T., have dissolved, John F. Betts continuing.

Phillips Bros., hardware dealers, tinsmiths, etc., Morris, Man., have dissolved, J. M. Phillips continuing.

M. C. Marshall, general merchant, Clarence, Man., has registered consent for his wife, W. G. Marshall to do business.

Allen Parks, general merchant, Port Medway, N. S., has registered consent for his wife Henrietta Parks, to do business.

Jackson & Robinson, general agents, Brandon, Man., have dissolved, Jackson continuing under the style Jackson & Co.

S. R. Giffin, general merchant, Isaac's Harbor, N. S., has admitted Oswald J. Giffin as partner, under the style S. R. Giffin & Son.

REMOVALS AND DEATHS.

D. C. Heal, tinsmith, Victoria, B. C., is dead.

Alph. Charlebois, general merchant, La Prairie, Man., is dead.

A. D. Ross, of Thompson & Ross, general merchants, Nesbitt, Man., is dead.

John F. Wulff, of John T. Wulff & Co., importers and manufacturers' agents, Montreal, is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

T. R. Jones, general merchant, Northfield, B.C., has assigned.

Valentine McDonald, general merchant, Whitehead, N.S., has assigned.

Clementson & Patterson, general merchants, Broadview, Man., have assigned.

E. E. Mills & Co., general merchants Kinmount, Ont., have assigned to Richard Tew, Toronto.

SITUATION WANTED.

SITUATION WANTED BY JULY 1st, BY young man having three years experience in Retail Hardware Store. App y to G. H. Aude, Bowmanville, Ont.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

GUNSMITH, LOCKSMITH AND GENERAL jobbing business with hardware for sale or partnership. Fast growing northern town. New store, best position, easy terms. Address, O. S. HARDWARE Office. —21

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

WANTED—BY A HARDWARE FIRM—AN energetic city traveller to call on manufacturers, contractors, builders' blacksmiths, carriage makers, &c. Liberal salary will be paid to right man. Address C. J., care HARDWARE. 26

SNIDER RIFLES WANTED.

WE WANT HALF A DOZEN SECOND-HAND Snider-Enfield Rifles—military pattern—any kind will do if they are complete and the price be low. Address, Snider-Enfield, care HARDWARE. tf.

BUSINESS OPPORTUNITY.—Advertiser owns Canadian Patent for a rapid selling household article, which has proved a wonderful success in the United States. On account of the Canadian duties, desires to sell to a manufacturer here. Will bear the fullest investigation and closest scrutiny. Address, H. D. Blakemore, Moline, Ill.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

FOR SALE OR TO RENT.

Gas and water pipe Foundry (vertical). Capacity 15 tons per day, fully equipped. Valuable franchise of free water and taxes in connection. For particulars apply to

St. Thomas Pipe & Foundry Co., Ld.
ST. THOMAS, ONT.

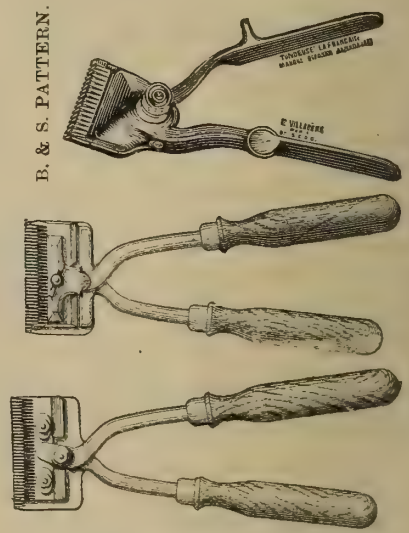
MICA.

I have arranged with several Canadian producers of White and Amber Mica to act as their agent. Send for samples and prices.

CHAS. D. CHOWN
KINGSTON, ONT.

Villadere Clippers.

INTERCHANGEABLE PARTS. B. & S. PATTERN. POPULAR PATTERNS.



ATTRACTIVE PRICES

Sole Agents for Canada,
Painchaud, Squire & Co.
Temple Building, **MONTREAL.**



CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.

Presentation Trowels put up in suitable cases, a large assortment, also presentation spades.



All Silverware Stamped
"Toronto Silver Plate Co"
Is Guaranteed.

THE TORONTO SILVER PLATE CO.,
Manufacturers of
Sterling Silver and Electro Silver Plate.

Factories and Salesrooms, **TORONTO, CANADA.**

E. G. GOODERHAM, Manager.
JNO. C. COPP, Sect'y-Treasurer.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS Pate son, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co., Toronto.

PORTLAND CEMENTS

From $1.80 per cask upwards.

FIRE BRICKS, from $15 per 1000

DRAIN PIPES, from 7 cents to $1.30 per foot.

CALCINED PLASTER.

MORTER COLORS.

ENAMELLED SINKS, (Porcelain.)

And all kinds of Builders' and Contractors' Supplies.

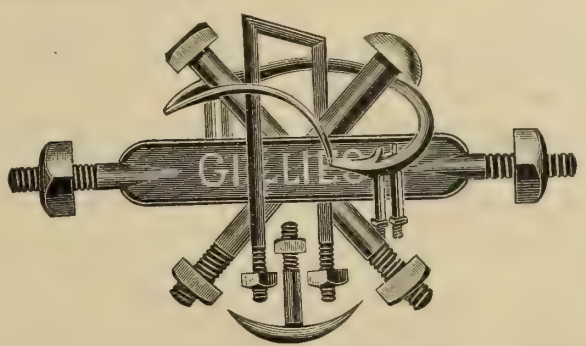
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co

MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

Best in the World.

Wrapping Paper.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. Send for samples.

The Price Low.

CUTLERY AND SPOONS.

Best value in all kinds of English Cutlery from stock or for import. See our samples before placing orders.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

To the Trade :

OUR NEW CATALOGUE

—OF—

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto,

TELEPHONE 2164.

—REPRESENTING—

J. L. GOODHUE & CO., Danville, Que. Leather Belting.

ALEX. McARTHUR & CO., Montreal. Tarred Felt, Building Paper, Coal Tar, Pitch, Etc. Etc.

SHEPARD HARDWARE CO., Buffalo, N. Y. Etc. Etc. Etc.

Send for Prices.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 24½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅞
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¼
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16½ 0 17½
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17½ 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05¾ 0 06
Domestic "	0 05¼ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5¾
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03¾

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 55 0 55½
Boiled "	0 58 0 58½

Turpentine (in bbls)

Selected Packages, per gal	0 46 0 48

Castor Oil.

Best, per lb	0 08½ 0 09

Cod Oil.

Cod Oil, per gal	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 10 p c.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge 0 25
Thin card wads in boxes of 1000 each, 8 gauge 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined each 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... ... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 pc. } to 50 and 5
Plate " dis. 50 pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches.				
16 to 25	1.35	2.60	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.

1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.

1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled. Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 an l 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P , Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. o 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   Basis—50 to 60 dy..... .... 2 30
   40dy..... .... 2 35
   30 dy..... .... 2 40
   20, 16 & 12 dy..... .... 2 45
   10 dy..... .... 2 50
   8 & 9 dy 2 55
   6 & 7 dy..... .... 2 70
2. American Pattern Only
   from 4 to 5 dy 2 90
   3 dy. (lath)..... 3 30
3. Canada Pattern Only
   from 4 to 5 dy 2 80
   3 dy. (lath)..... 3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p.c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning.... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9¾ 10	11¾ 12¼
¼, 5-16, ⅜ in.....	10¼ 11½	13 13½
3-16 in	11 11½	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 75 0 80
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P , dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ¼ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz 1 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " " } 4½ 4¾
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

THE HARDWARE Printing and Publishing Co., 6 Wellington Street West Toronto.

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

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REFRIGERATORS OF ALL KINDS.



Manufactured by KNOWLES & NOTT, Brantford, Ont. Write for Catalogue.



How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING Co. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods.

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

SISAL Binder Twine

W. S. McGREGOR,
11 and 13 Front St. East, Toronto.

Plate Glass

ALL SIZES IN STOCK.

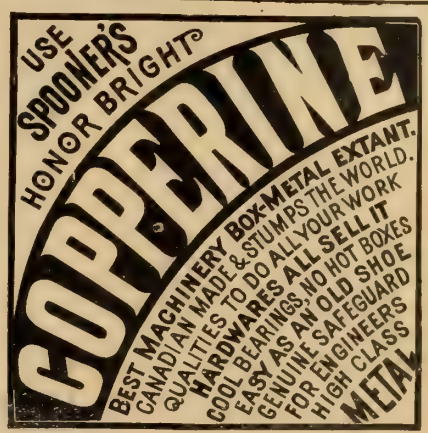
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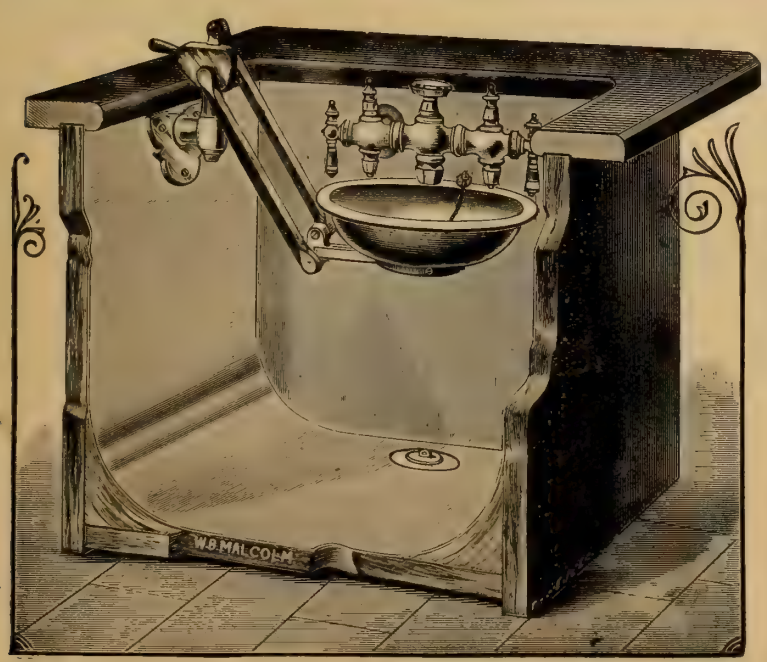
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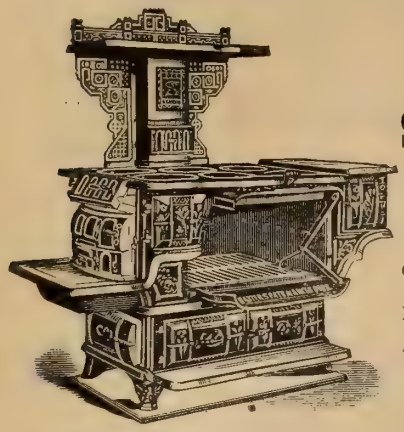
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CANADIAN

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VOL. IV. TORONTO, JUNE 11, 1892. No. 24.

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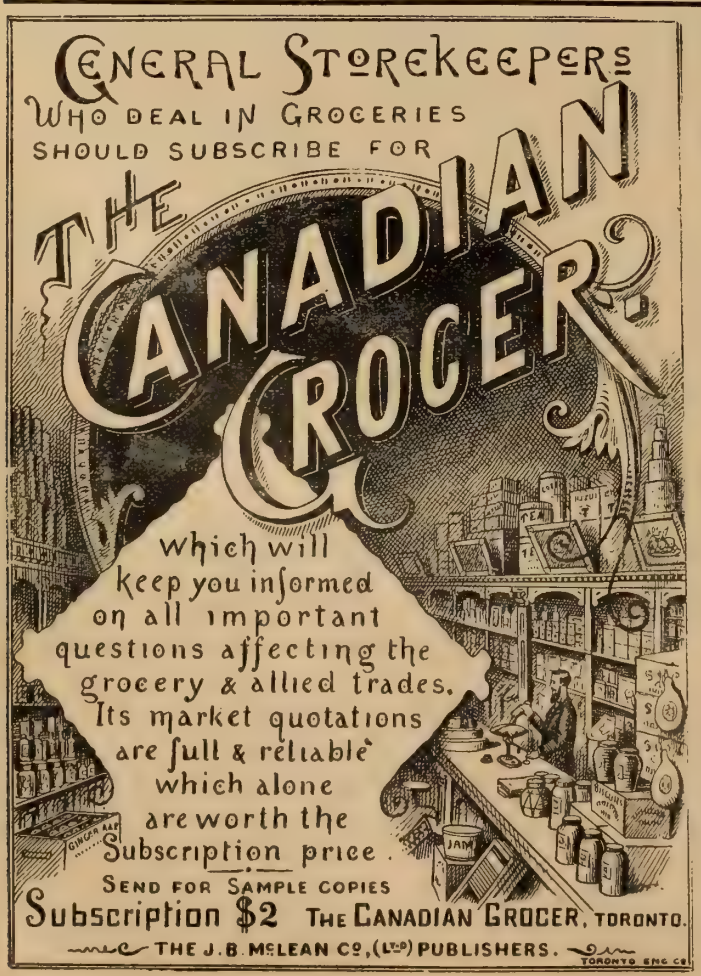
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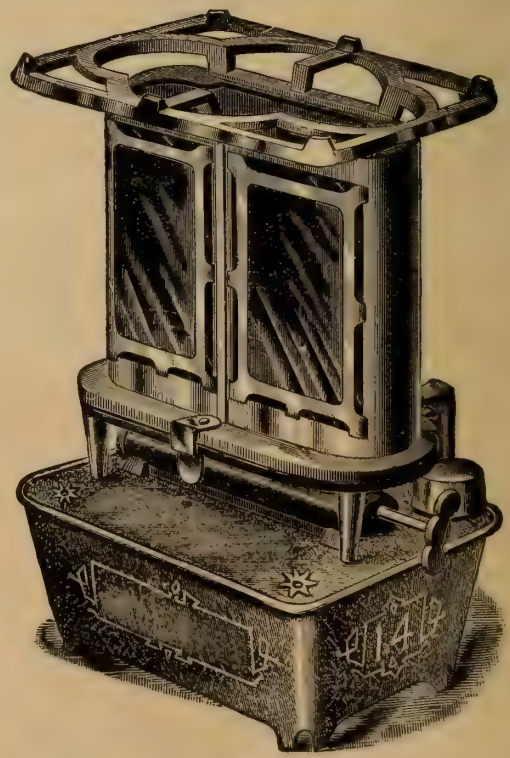
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Vol. 4. TORONTO, JUNE 11, 1892 No. 24

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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THIS WEEK'S MOTTO:

Noise is not business.

In the House of Commons Dr. McDonald (Huron) moved the other day a return showing the quantity of coal oil imported into Canada from July 1891 to May 1892. Hugh J. Macdonald (Winnipeg) introduced a motion to permit the importation of petroleum in bulk. That motion has since been withdrawn. A deputation recently waited on members of the Government in support of the object aimed at in that motion, and a counter deputation, asking that importation continue to be restricted to packages, was received on Tuesday. All this shows that there is a good deal of interest centring on this question at the moment, and that whether importation in bulk is desirable or not is a matter of some controversy, opinions differing according to the hinge interests swing on. The domestic producers and refiners of crude naturally are opposed to anything that facilitates competition from outsiders, and therefore will do what they can to prevent importation in bulk. The proposal to import in bulk has not been accompanied by any request for a reduction in duty, but the concession of that mode of bringing in oil would free the importer from paying a material part of the petroleum duty, that is now got from the packages. The duty on the barrels is 40c. This would be evaded if importation in tank cars were permitted. The expense of barreling and the cost of the barrels themselves would also be eliminated from the price of oil, and it is calculated that the total reduction in cost here would be equivalent to 1½c. per gallon. The construction of tank cars would hardly be chargeable against this saving, as the prices of the United States already support them. All the proposed alteration in the mode of shipping really asks is that United States tank cars may be allowed to run in loaded upon our lines.

* * *

The Standard Oil Co., the hugest trust in the United States—yet in healthy existence in a changed form merely, notwithstanding its nominal dissolution some time ago—is no doubt somewhere in the background of this movement. Canadian consumers are naturally on the side of it, as it means cheaper oil to them. The gas companies will naturally espouse the cause of tank importation, as their object is to get crude in at a nominal duty, if possible, as material for the production of gas oil. Refiners could not bring in crude for their purposes, as they burn up too much of it in refining. There is therefore no benefit in the change for them, and certainly none for the domestic producers of crude, who have enough to do to get along with the measure of protection they have. The competition among refiners in this country makes it nearly impossible for them to increase capital from profits. They can only do so when they have wells coupled with their refineries, and thus produce their own raw material, and when they make in addition to illuminating oils such other petroleum products as benzine, vaseline, hoof ointments, engine oils, cylinder oils, gasoline, paraffine wax, etc. The narrowness of the refiners' margin is shown in the following statement of cost as compared with selling price: Crude oil, including pipage, costs $1.30 per barrel at the refinery. Two and a half barrels of crude furnish the material for one barrel of refined; hence, the latter costs $3.25. The cost of refining is 1c. per gallon, which makes 35c. more to the cost of the barrel of refined. Barreling is about 3c. So that the total cost of a barrel of refined before it leaves the refinery is about $3.63. The refiner puts it on the track, and gets 11c. per gallon or $3.85 per barrel in car lots. The difference between selling price and cost of production is 22c. per barrel. This and 10½ gallons of tar obtained from the crude have to bear the cost of loading and shipping, the wear and tear of plant, interest on capital and profit.

* * *

In this country we cannot produce petroleum cheaply enough to use the crude oil for fuel. The duty prevents the importation of crude for that purpose, as well as for refining, and importation in bulk will hardly help the matter, though Ohio crude is much richer than ours, yielding about one-third more of refined and costing at the well only about one-fourth of what the Canadian does. But if any considerable part of the duty were taken off, it is unquestionable that the capital in our wells and underground tanks would depreciate very greatly and become unproductive of profit. It is improbable that the Government will accede to the request of the petitioners who want petroleum in bulk. The policy of protecting domestic industries is one to which the Government is strongly committed, and the economy it announced at the time it took the duty off sugar, as a consequence of that step, is likely to make it unwilling to part with a resource of nearly half a million dollars per year, which is now yielded by United States oil imported into this country. The class of oil brought in is superior as a rule to that produced in Canada and to that of the average quality of consumption in the United States. It is only choice brands that we need to import for illuminating purposes.

* * *

The importation of oil in bulk would probably lead to its delivery in bulk, in wagon tanks, if the law permitted that mode of distribution. In the immense improvements made in the means and methods of transportation and distribution by the Standard Oil Company lies a great part of the secret of that trust's vast business, as it has been a great agency in the reduction of prices and the extension of the demand for refined petroleum.

BUGS AND THE HARDWARE MERCHANT.

The hardware dealer handles the tools necessary to cultivation, he, also as a rule, carries a stock of seeds, hence, to carry as well a stock of insecticides is only following out the lines of a general hardware business. Parasites of all kinds, sizes, shapes and colors make their appearance under the warm sun of June, and each plant has its own particular species. The currant worm, cabbage worm, potato bug, mealy bug, and several other less prominent pests put in an appearance, and the fight commences. The weapons of warfare are almost as numerous as the different species of bug, and the ideas of the gardener, or farmer, regarding the proper mode of fighting the pests are also to be taken into consideration. Paris green, hellebore, London purple, tobacco dust and sulphur, are among the most prominent insecticides used, each having a specific purpose, that purpose being to kill some particular kind of bug. The dealer must, perforce, lay in a stock of these commodities, and at no small expense.

Slug shot seems to be a combination of all the other insecticides in one. Slug shot is a preparation made in New York state by a man named Hammond. This man has obtained a considerable reputation throughout the States, and to a certain extent in Canada, through his preparation for the destruction of bugs. The preparation called slug shot, made by him is claimed to be adapted for use on all kinds of plants which are preyed upon by insects, and at the same time, it is stated that this preparation is perfectly harmless both to the plant and to any domestic animal which may feed upon the plants on which it has been applied. All insecticides are of a poisonous nature, and most of them are likely to burn or destroy the plant upon which they may be applied. There is a tendency on the part of the person using insecticides to overdo the matter by putting on too much, and then blame the dealer for his lack of common sense. In the application of powder insecticide, the fact should be borne in mind that, "enough is as good as a feast" and that one pound of powder properly distributed is more efficacious than two pounds put on carelessly and in heaps. Powders should be evenly scattered over the plants and only dusted on, not in such quantities as to form a coating on the leaves. The dealers would save themselves and their customers much annoyance if these facts were borne in mind. Results have been attained by the slug shot that have proven very satisfactory, and while it appears to effectually do the work, it at the same time is a fertilizer. The dealer is more or less responsible for the products of the soil and should have in mind all the facts pertaining to the subject of bugs and how to get rid of them.

WIRE MANUFACTURING.

With the idea that it would be of interest to such members of the trade as have never had the pleasure of visiting any wire works to learn a little about how they do things in such a place, a representative of HARDWARE looked about for the best source of information and decided to visit the B. Greening Company's works in Hamilton, where he was received in the most cordial manner by the secretary, Mr. Merriman, who was untiring in his efforts to make the visit a pleasant one. The first place inspected was the yard, where were to be seen tons of rod just as it arrives from England, and when you look at that rude heap you are struck with the thought that it must have taken a great mind to invent the machinery necessary to change it into the finest web. The next place of interest is the cleaning room, where the metal is all cleaned by means of acids, etc., after which it is drawn through a die and is at the same time wound round a drum. Now, the fact that it has been drawn through the die makes the wire hard, so before it can be drawn any finer it must be annealed, which softens it, after which it has to be cleaned once more. Then it is ready to be drawn again, and thus this process must be kept up until the wire becomes the required size. In this factory wire is drawn as fine as No. 38, which is the finest drawn in Canada There are also two other very useful machines in this room, one being used for the purpose of pointing the wire so that it can be started through the die. The other is called a testing machine, by means of which all the wire is tested. There have to be imported, of course, different qualities of rod to make the different wires—such as mattress, coppered, steel spring wire, Swedish charcoal refined, iron wire used for ropes, and other lines.

Now, as this is fly time, it was desirable to find out something about the wire cloth, and some observation of this was made, with the following description as a result :—After the wire has been drawn, according to the process already mentioned, down to No. 33 gauge, which is the size used here for that purpose, although some makers on the other side use No. 34 wire, the coils are placed in connection with a swift winding machine, which transfers the wire to a large spool, from which it is removed to a smaller spool, after which it is formed into small lots, called caps, to be used in the shuttle, which of course works in the looms. The looms can be adjusted so as to turn out any width required. After the weaving process is over, the cloth is all tested so that any flaw can be detected, by means of a machine, which carries it over a white surface, upon which, the light falling upon a white background, no flaw can pass unnoticed by the operative. But you say, "Surely it is now finished." But it is not. The artistic work remains to be done. So it is removed to a large tower, where it goes through the painting machine, after which it is drawn up in the tower and cut off in the required lengths, the tower being marked off for that purpose. It is now neatly rolled up in paper, labelled and shipped all over our land. There are many things manufactured by this company that are quite as interesting as the making of wire cloth. Besides the work done on the looms already mentioned, there are also all kinds of hand weaving done, from the coarsest mesh up to the finest work required, such as 70 to 80 mesh either in steel or plated netting. A coppered cloth is also made which is used on the palace cars for ventilating purposes. Another interesting place in the works is the wire rope department, where all sizes and kinds of rope required for elevators, etc., are turned out. There was to be seen a sample of the cable which this company have just finished for the Hamilton Incline Railway Co. It consists of six strands of 19 wires each; 60 wires breaking at a strain of 1700 lbs. each, the other 54 at 600 lbs. each. The whole measures one and a quarter inches in diameter, with a guaranteed breaking strain of 63 tons. After inspecting the works and cars of that mountain railway, there is no doubt that the rope will be severely tested. There are many other things of interest to be seen in this department, but space will not permit the mentioning of them.

Among the many other things which are made by this enterprising company might be mentioned their celebrated wire lathing, which has been used on such buildings as the Toronto Board of Trade, the Parliament building, Victoria University and many others, also a new link belting made out of hard steel wire, and which is used for running light machinery that has of course spoked wheels. Here were also to be seen the wire gates to be used on the electric cars.

This Company not only make all there goods, but also have their own machine shop, where is designed and manufactured a large portion of the tools required in their business.

William Kennedy & Sons, Owen Sound, have been awarded the contract for the water power machinery to be used in generating electricity to run the Niagara Falls Park and River Electric Railway. The contract is a very large one, amounting to about $20,000, and 25,000 lbs. of metal will be used in the manufacture of the various machinery, which consists principally of two turbine water wheels of 1,000 horse power each, two iron penstocks 60 feet long and 7½ feet in diameter, with inlet pipes, head gates, upright and lying steel shafting, heavy iron bridge trees, friction pulleys and gearing, besides a large number of iron girders and pillars to carry other parts of the machinery. Messrs. Kennedy & Sons will not know in what period they must have the contract completed for some time yet, as the rock excavations which are necessary before the work of putting in the machinery can be commenced will occupy a considerable period. It is probable that they will largely increase their already large staff of workmen while they have the contract on hand.

OUR LONDON LETTER.

LONDON, May 28, 1892.

THE LABOR QUESTION IN THE NORTH.

The Durham miners continue obdurate, and up to the moment of writing, they have steadily refused to agree to anything like the 13½ per cent. reduction asked for by the coal owners. A meeting of the men was held at Durham on the 25th to consider whether a ballot should not be taken among the men as to the advisability of accepting the owners' terms in full. The result of this ballot is being awaited with great interest and anxiety in the North. It is stated that the colliery owners have determined that unless the men accept the 13½ per cent. reduction by the 1st June, they will raise their demand to 15 per cent. It is a mystery to intelligent people that the men should be so ill-advised as to wish to continue an utterly fruitless and suicidal policy. Of course, it may be said that the men themselves have, by their previous votes, decided the matter in their own way. It is evident that they have not had all the necessary information by which to judge the case placed before them. They have inflicted a terrible injury upon their own industry—not to speak of the allied and dependent trades—and they and their Federation deserve the gravest censure. It was apparent to sensible people after the first month of the struggle, that the men were in the masters' hands. The condition of trade in general—and also of the coal trade—in England does not warrant the men standing out for their full wages, and even when their pay is reduced by 13½ per cent. it will still be considerably higher than it was in 1886-7. No fewer than 150,000 persons are destitute in the North of England in consequence of the strike, and the destitution far transcends anything that has ever before been known in that part of the country. The miners are not suffering half as much as those workmen who are thrown out of work by their action, as they receive support from the miners who are employed in other mines outside the Durham district. So severe has the distress become in Cleveland that an appeal has been made to the Queen for financial support. Many employers—particularly those in the metal trades—are coming forward most generously to the assistance of their men who are thrown out of employment through the miners' folly. From Manchester comes news that a serious strike is imminent in the coal trade of that district, and the question as to its extent and probable operation is already being most anxiously discussed in many quarters.

THE STATE OF TRADE.

The iron trade of Birmingham is suffering just now from the want of confidence in the stability of some iron making firms. Prices are maintained both for crude and finished iron by the price of fuel and the high rate of wages. Derbyshire common forge pig rules at about 44s.6d. average, and Staffordshire 37s. 6d., delivered, all mine realising 52s. 6d. and part mine 45s. Marked bars are now steady at £8, but orders are on a small scale. Sheet iron is inactive, singles realising £6 15s. and upwards. There is a general disappointment at the very slow development of trade, considering that we are now approaching the middle of the year, and orders are almost as scarce as in January. In Manchester there are many engineers' shops very short of orders, while the prospects for the future do not favor the anticipation of an early revival in trade. The same want of work is to be seen in the Sheffield cutlery trade, and the number of men unemployed is quite abnormal. I see that the Wolverhampton Chamber of Commerce, in its annual report just circulated, expresses its satisfaction that the United States have not yet succeeded in making their own tin plate; I am afraid, however, that next year's report of this Chamber will not be quite so satisfactory in this particular, as Welsh experts and tin plate makers know that the United States manufacturers are making very fair progress in this respect.

THE NEW FRENCH TARIFF AND ENGLISH EXPORTERS.

The French tariff is causing our exporters a good deal of trouble. A typical case has recently come to light, where an importer of iron cylinders for automatic railway brakes, was first fined for declaring them as detached pieces of machinery, and not as iron tubes, and afterwards for entering them as iron tubes, instead of detached pieces, when the duty on the latter was raised above that for iron tubes under the new tariff. The importer demanded an inquiry, and of course, the Court agreed with the Custom officers, and fined the importer for doing what he was previously fined for not doing. The jury of experts is composed of native makers dealing in the same article, and they are naturally biassed against the foreign importer. How far this system of prejudice may be carried is illustrated by the following instance:—Under the new tariff the duty on steel (6 francs 50c. per double cut) is similar to that on iron, an exception being made for fine steel for tools, on which the duty is 15fr. The customs consequently put all steel into the class of fine for tools. An English firm in France imports steel bars for use in making reaping and mowing machine knives. The metal is very common, and three times the importer asked for a trial by experts against the classification as fine steel, and succeeded every time; but the Customs persisted, and in a further trial on similar steel, the verdict went against the importer, and he has to pay the higher duty, together with a fine of 200 fr. for making a false declaration. A parcel of English magazines has been stopped lately because loose leaves of illustrated advertisements were inserted in them, and not forming an integral part of the work, are now charged with duty.

BRITISH EXHIBITORS AND THE WORLD'S FAIR.

It was most significant of the backwardness of English firms in the matter of exhibiting at the World's Fair, that the government has had to raise the subsidy to the British section from £25,000 to £60,000. I am not wrong in saying that, had this not been done, the number and quality of English exhibits would have been of an unimportant character. The British Commissioner (Sir H. T. Woods) and the American representative in London (Mr. McCormick) have both been most energetic in putting the advantages of exhibiting before the eyes of our traders; but I cannot say that British firms view the proposition with anything like favor. Up to within a month ago, I know that not more than half-a-dozen Manchester engineering firms proposed to exhibit, in spite of Mr. McCormick's persuasion to the contrary. The feeling against the tariff is very great. Indeed, this has been made absolutely plain at every meeting that has been held here on the subject. The Exhibition people have always held forth very eloquently upon the Fair being an international affair; that every one will be represented; that South American buyers will visit the Exhibition in droves, and if they find English goods not represented, they will conclude that we can't compete with foreigners. Appeals of this kind have been made on every occasion, but our exporters don't seem to quite see where the business is likely to come in. Our trade with the States itself is limited by McKinley; while the reciprocity treaties made by the States with several of the South American Republics handicaps our commerce with them. Speaking generally, our manufacturers appear to have come to the conclusion that the Fair is no great catch so far as England is concerned. Probably the whole of the British section will be filled; indeed, it would be scandalous if it were not, considering that space will be about, if not entirely, free. Few, if any, of the Chambers of Commerce have taken the matter up, and the coolness with which the subject has been received here is rather significant. Leeds and Manchester are typical representatives of this attitude. Both of these gigantic industrial centres hold aloof from the Exhibition. The Leeds chamber has just reported, in reply to a circular sent out by the secretary, that space would be free, that only three replies have been received, and those all decline to exhibit. In addition to the tariff, people here are rather tired of exhibitions.

THE FEDERATION QUESTION.

Lord Salisbury's speech on Reciprocity between England and foreign countries, called forth a chorus of condemnation from the Press, but I am glad to say that some of the trade journals are discussing the question of Canadian reciprocity with fairness. The whole matter rests in a nutshell. We admit your goods here free; will you do the same? The reciprocity must come from your side. I am afraid there is no chance whatever, at any rate at present, of shifting the duty on tea, tobacco, or any other article, or to foreign wheat. The feeling against such a course is very strong here, and the Premier was careful to exclude all foodstuffs from the list of taxable articles. It will never be done by the Liberal Party, and they stand a fair chance of being returned at the next election. On the other hand, the action of the Canadian Parliament has consolidated the views held by Canadians favorable to the question, and has cleared the air a good deal. It is a pity that the subject cannot be brought down to a practical form. Miles of vague language have been used. The present state of things is not satisfactory. Our colonial trade has remained at about 30 per cent. of the total ever since 1856. It is actually decreasing, and responsible persons must feel very anxious about the future.

H. S. HOWLAND, SONS & CO.,

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37 FRONT ST. WEST, - - TORONTO.

BINDER CORD.

Crown, Red Cap, Blue Ribbon or Blue Cap,
Silver Composite.

Orders Solicited.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

A metallic lath manufactory is shortly to be started in Montreal by W. W. Bostwick, of New York.

The Gutta Percha Rubber Mfg, Co. will remove from their present premises on about the 1st of July to 59 and 61 Front St. West.

Ledingham's foundry, St John's, Newfoundland, was burned recently. The loss will be very severe as the insurance was only $14,500.

Wood, Vallance & Co., Hamilton, are going to erect a four-storey brick warehouse at the south-east corner of King William and Hughson streets.

A consignment of eight carloads of Portland cement, for use in the construction of the new canal on the Canadian side of the Soo, has been shipped.

The Whiting Cash and Parcel Carrier is being placed in the principal business houses throughout the Dominion, and is invariably giving satisfaction. See ad. in next issue of this journal.

The people of Exeter offer $10,000. exemption from taxation and a spur into the works if the Massey-Harris Company will allow the Verity plough works to remain where they are.

A Kingston merchant makes a statement that there are only 25 per cent. of the men in business in that city who were there twelve years ago. The remaining 75 per cent. have died or left the city.

The hardware stock on the estate of H. T. Read & Co., New Westminister, amounting to about $14,000 as per inventory at Eastern invoice prices, was purchased en bloc at auction on May 28th for 75c on the dollar by Thomas Dunn & Co., of Vancouver.

Wm. McNally & Co., of Montreal, report an extra trade in cements, firebrick, etc., in the west, their largest sales being 5,000 barrels of cement for Government purposes and 100,000 firebricks, as well as 100 tons of fire clay for the Gas Company, Toronto. They have recently secured the agency for a large Trinidad Asphalt Co., and expect to import considerable quantities.

It is understood the Winnipeg binder twine company is about to commence operations on the proposed factory at Point Douglas, in order to have material ready for the coming harvest.

Successful tenderers for hardware, harness, tools and implements for the Indian Department are: Miller, Morse & Co., Toronto; S. & H. Borbridge, Ottawa; Cowan & Edwards, Qu'Appelle; Smith, Ferguson Company, Regina; J. M. Garland, Ottawa; T. & J. N. Andrews, Thornbury; Hamlin & Ayers, Lachute; the W. E. Sanford Manufacturing Company, Hamilton.

According to a recent invention, waste tin plate, fruit cans, etc., are heated to 1,000 Fah. in a furnace in which a reducing atmosphere is maintained. It is claimed that in about from three to seven minutes the tin and solder are completey separated from the iron and fall to the bottom of the furnace, while the iron is left in such a condition that after cleaning, cold rolling, and annealing it is suitable for applications in which a tough high-class iron plate or foil is required.

A material that is coming into wide use for mattress, upholstery, and carriage stuffing is pine fibre, a product of the yellow pine of the South. The fibre is tough, elastic and yields a healthful and agreeable aroma. On account of the latter quality its use in pillows and mattresses is said to be very beneficial to patients suffering from pulmonary diseases. It is repellent to moths and vermin generally. This makes it of great value in fine upholstering, either in furniture or carriages. Hardware dealers who have a trade with upholsters and carriage trimmers should find this a good line. The agent for Canada is M. M. Vardon, 67 Yonge St., Toronto.

H. Walter Dorken, of E. Heuser & Co, is in Toronto on business.

The Canadian Rubber Co., Montreal and Toronto, have letters-patent covering the manufacture of Seamless Tube Hose in Canada. This is claimed by the manufacturers to be a great improvement on the lapped tube hose, there being no lap-joint for the water to get into and cause rotting or bursting. The tube is run as in the making of lead pipe by machinery, through a die, every piece being subjected to pressure test. The price of this will be the same as the old style hose, and we call attention to the Company's advertisement on an other page.

The contracts for the Montreal Waterworks Department have been awarded as follows:—Cast iron pipes, 2,810 tons, Canada Pipe & Foundry Co., $37.00; special iron castings, 360 tons, divided equally between P. Amesse and Canada Pipe & Foundry Co., $50.00; brass castings, 25,000 lb., Messrs. Garth & Co., 14½c; lead pipe, 70 tons, W. C White, $96.10 per ton; pig lead, 75 tons, Thos. Robertson & Co., $64.90; block tin, 2,000 lb., Thos. Robertson & Co., 22 4-10; ingot copper, 2 tons, Thos. Robertson & Co., $277 per ton. Tenders have also been sent in this week for similar supplies for the Grand Trunk Railway for the ensuing year, but the results will not be known for some weeks. Business otherwise is rather quiet and no large sales are reported. Tin remains steady at the advance noted last week. We quote:—Summerlee, $19; Gartsherrie, $18.50; Eglinton, $18.50; Carnbro, $17.50; Siemens, No. 1, $1850; wrought scrap, No. 1, $16.00; bar $2.00; Tinplates, cokes, $3.30 to $3.50; I. C. charcoal, $4.00 to 4.50; Canada plates, $2.50 to 2.75; terne plates, $7.00 to $7.50; Orford copper, 12¾c to 14c; ingot tin, 23½c to 25c.

BERGER'S ENGLISH PURE

PARIS GREEN

THE BEST IN THE MARKET.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson,F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.





See That Seal?

It Means Something

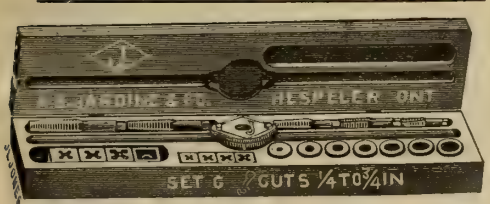


It means that wherever you find it in green on a package of Paint, Oil, Varnish, or Glass, the contents of that package is of pure quality and the highest possible grade.

Walter H. Cottingham & CO.,

Sole Proprietors of the Green Seal Registered Trade Mark.

MONTREAL.



A. B. JARDINE & CO.,

Hespeler, Ont.

Blacksmiths' Tools, and Tube Expanders.

Send for Catalogue and Price Lists.

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

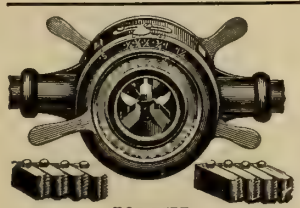
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

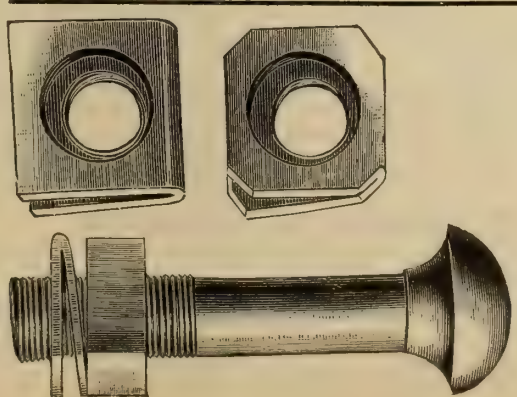
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.

NOTES TAKEN ON THE ROAD.

The firm name of L. J. Walker & Co., hardware dealers, Truro, N. S., has been changed to Walker and Hanson, the personalty of the firm being the same as before. Mr. Walker is one of the oldest business men in the city, there being but three or four buildings on the Main street when he began, where now it is pretty thickly settled on both sides for one mile. There are several new houses and stores building in Truro this season, of which this firm has the furnishing to a large extent. Mr. Walker is a member of the Board of Trade, and is prominently pushing measures looking to the adoption of early closing by the business men. Mr. Hanson is a pushing, energetic partner that looks well after the interests of the house in the purchase in of stock.

MONTREAL TRADE CHAT.

Walter Grose has gone west on a trip for a few days.

The Globe file agency say they are having big sales for all their files.

Mr. Jenkes, of the Jenkes Machine Co., was in town last week, staying at the Windsor.

J. B. York has opened a phosphate mine on lot 11 in the 1st range of the township of Wakefield.

Mr. Bostwick, of New York, is in town arranging for the establishment of a Metallic Shingle Co.

The Dominion Bridge Co. (Ltd.) hold their annual general meeting on the 16th of the month at the Company's offices.

T. W. Bacchus has been appointed Canadian agent for T. R. Barton, hardware buyer of Birmingham, England.

The Sun Cash Register is meeting with good success here. Quite a few of these serviceable registers have been sold.

The Chamber of Commerce have received a cablegram from Sir Chas. Tupper, announcing that the Chamber are invited to the Imperial Conference of the Boards of Trade in London.

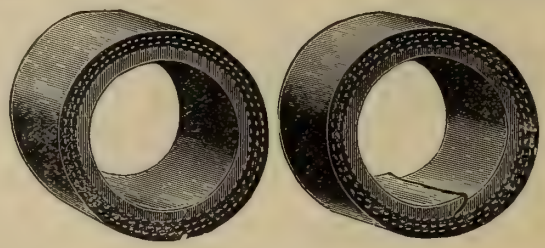
The Compagnie Generale des Conduites d'Eau of Belgium (Belgian Waterpipe Co.) have applied through their attorney for a writ ad respondendum against Moise Schwob for $5,000, returnable June 10. Defendant went security for the Compagnie Canadienne des Conduites d'Eau (Canadian Waterpipe Co.), to which plaintiffs had supplied goods to the value of the amount claimed. The Canadian company having since gone into liquidation, plaintiffs sue to recover from Mr. Schwob.

It is pleasing to note continued activity in the paint business. The Toronto Lead & Color Co., after their improvements early in the year, have again found it necessary to purchase several mills in the United States to enable them to keep up with their orders. Two of them are of the latest improved patterns for grinding coach colors, and the others for general lines of goods.

SEAMLESS TUBE RUBBER

SEAMLESS TUBE HOSE.

New Seamless Tube. Old Lapped Tube.



GARDEN HOSE.

Who has not had bad hose returned

With a gentle warning from his outraged customer? Who has not lost time and patience by prolonged correspondence attempting settlements for such goods? Who has not had a repetition of this sort of thing season after season, until in despair he asked,

What is the Cause ?

Isn't it possible to make perfect hose? We answer not so long as it is made with a lapped-seam tube. Hose so made has a crack extending its entire length, liable to open and admit water to the duck. It can be known by the uneven thickness of the tube, and by compressing the ends the crack will be detected.

What is the Remedy ?

Buy SEAMLESS TUBE HOSE, uniform in thickness, having no seams, no cracks, no defects ; water can't get through to weaken and rot the duck and cause it to burst under light pressure.

Every Section is Perfect.

Being made by machinery there is no variation. The tube being run like lead pipe, through a die, there is no liability to defects, and every piece is subjected to pressure test. Other hose is hand-made, and generally by piece-work, where carelessness is liable to cause defects.

What does it cost ?

While it costs more to manufacture than in the old way, yet, producing it in large quantities as we do, and desiring to introduce it extensively, we shall offer it at the same price as ordinary hose.

It is the cheapest Hose to buy,

Because it's worth more on merit, because it is a new thing, because it's the greatest improvement in 20 years, because its value can be easily demonstrated, because its merits are apparent and readily appreciated even to the occasional buyer, and need no explanation.

Sales of over Two Million Feet

During the past year, distribution throughout Canada and the United States, and not a single piece complained of, justifies us in strongly recommending it.

We have Letters-Patent covering its manufacture,

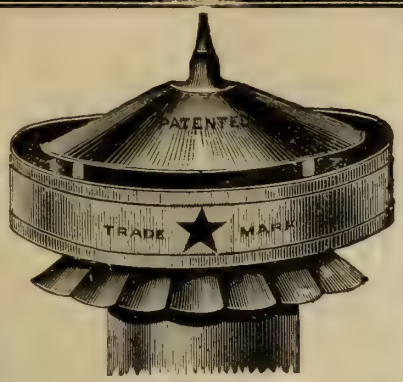
And shall protect our rights against all infringers. All good things are imitated and doubtless this will be ; but as all our hose is stamped with our trade mark, dealers can avoid liability by refusing to buy hose not bearing our brand.

SAMPLES SENT ON APPLICATION. CORRESPONDENCE SOLICITED.

THE CANADIAN RUBBER CO.,

CORNER FRONT AND YONGE STREETS, TORONTO.

J. H. WALKER, Manager.



—USE THE—
STAR * VENTILATOR
For the VENTILATION of
Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Send for our book on Ventilation.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,

GANANOQUE.

CLIMAX SAFETY TUBULAR LANTERNS.

WITH SQUARE TUBES.

Manufactured by the ONTARIO LANTERN CO.,

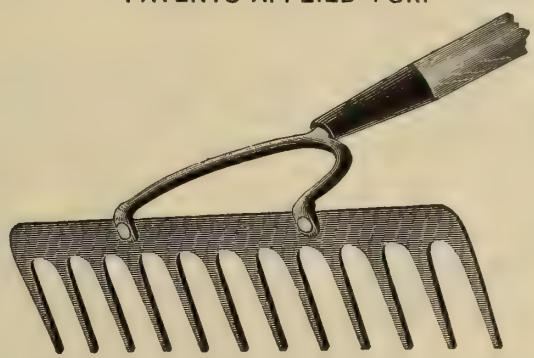
Hamilton, Ont.

We make a specialty of the Lantern business, and warrant our Lanterns to give a BRIGHTER and STEADIER light than any other in the market. (Never left in the dark with the Climax.)

WALTER GROSE, Agent, Montreal.

Eureka Steel Head Garden Rake.

PATENTS APPLIED FOR.

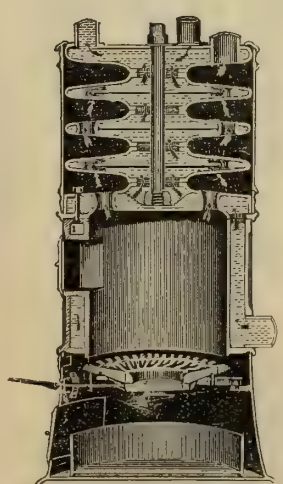


The Head is stamped from a Solid piece of Extra Double Refined Silver Steel and consequently is much stronger than any other Rake now on the Market.

SEND FOR PRICES.

MANUFACTURED BY

JAMES ROBERTSON & CO., - TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

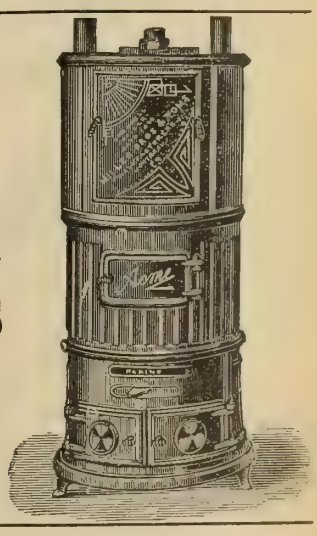
MILLER BROS. & TOMS

MONTREAL.

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,

AGENT.



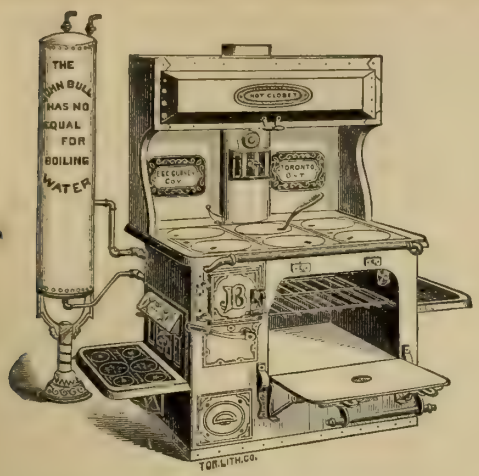
Crucible Cast Steel Ropes for Hoisting, Inclines, Mining, etc. Siemans-Martin for transmission of Power-Elevators and Hoists, etc. Galvanized ropes for Derrick Stays, Ship's Rigging, etc.

Write for Catalogue and Prices.

MANUFACTURED BY

The B. Greening Wire Co., Ltd., Hamilton, Canada.


Souvenirs
Coffee - Tea - Orange or Sugar Spoons any of these designs
50
51
52
53
54
55
56
19-O
50-T
29-D
29-S
95
Sterling Silver
Toronto Silver Plate Co.
Toronto - Canada.
Large Assortment of Sugar Tongs, Salt Spoons & Bon bon novelties



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry and a great variety of Show Case Goods Send for Catalogue.

THE SUPPLY CO., Niagara Falls, Ont.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, Ontario.

"IDEAS FOR HARDWARE MERCHANTS,"

JUST PUBLISHED

PRICE $1.00 POSTPAID.

This novel book is the only book ever written especially for Hardware men, and every Hardware Merchant will find it of decided help and of intrinsic value. It tells HOW TO ADVERTISE a Hardware Store. HOW TO DRESS a Hardware Store Window. HOW TO SELECT Seasonable Goods and HOW TO DISPLAY them to best Advantage. HOW TO MAKE a success with Hardware. HOW TO COMPETE with "Department Stores." HOW TO TURN a Credit Business into a Cash Business. HOW TO AVOID Bad Debts and Increase Trade. HOW TO SECURE Low Quotations from Jobbers and Manufacturers. HOW TO ARRANGE the Fixtures in a Hardware Store. HOW TO TREAT and Manage Clerks. HOW TO KEEP your Accounts with the Least Labor. HOW TO SYSTEMATIZE your Business and Arrange its Details. HOW TO ARRANGE Price Lists. HOW TO MEET close Competitors and HOW TO BE ENTERPRISING. HOW TO PROPERLY proportion Store Expenses, and thousands of practical hints for Hardware Merchants.

"Ideas for Hardware Merchants" sent postpaid upon receipt of price.

D. T. MALLETT,
P. O. Box 108, New Haven, Conn

FOR SALE OR TO RENT.

Gas and water pipe Foundry (vertical). Capacity 15 tons per day, fully equipped. Valuable franchise of free water and taxes in connection. For particulars apply to

St. Thomas Pipe & Foundry Co., Ld.
ST. THOMAS, ONT.

MICA.

I have arranged with several Canadian producers of White and Amber Mica to act as their agent. Send for samples and prices.

CHAS. D. CHOWN
KINGSTON, ONT.

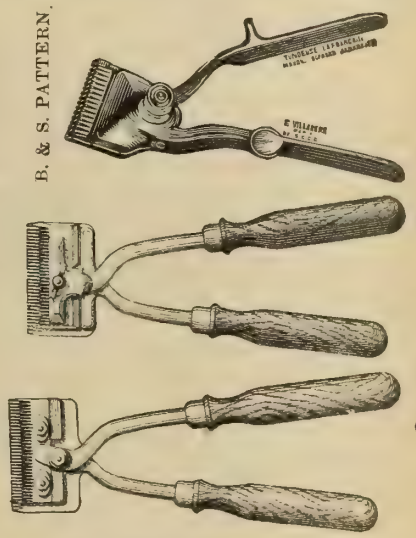


CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.

Villadere Clippers.

INTERCHANGEABLE PARTS.

B. & S. PATTERN.



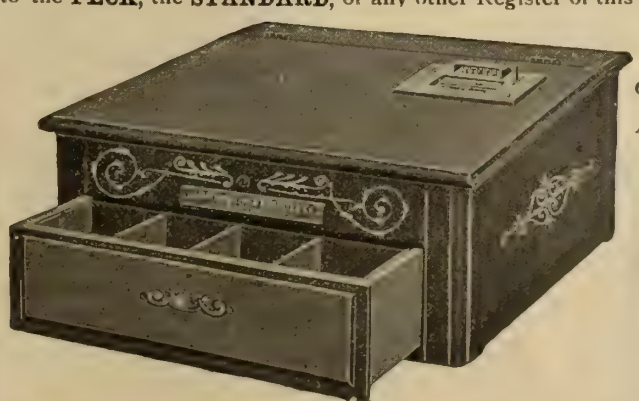
POPULAR PATTERNS.

ATTRACTIVE PRICES

Sole Agents for Canada,
Painchaud, Squire & Co.
Temple Building, **MONTREAL.**

Autographic Cash Registers.

Before ordering any Autographic Register, see the **NATIONAL.** Guaranteed equal to the **PECK**, the **STANDARD**, or any other Register of this kind, and only half the price.



We make 34 different kinds of Cash and Autographic Registers

PRICES:

$15, $20, $25, $30, $50, $60, $75, $100, $125, $150, $175, $200, $225 and $250.

No. 33 AUTOGRAPHIC, with Combination Lock, $20.

Why pay others $30 or $40 for an Autographic Register when we will sell you one superior to any other made, for $15 or $20?

THE NATIONAL CASH REGISTER CO.,
DAYTON, OHIO, U. S. A.

Canadian Salesrooms: Toronto, Ontario, 63 King Street W; Halifax, N. S., 107 Holles Street; Montreal, P. Q., 174 St. James Street; Winnipeg, Man., Main and Queen Sts

MARKETS

MONTREAL MARKETS.

MONTREAL, June 10, 1892.

HARDWARE.

The iron market is a little better in feeling this week, but not to any great extent. Prices on spot are not changed, although warrants in England have advanced a shilling. Ingot tin is the only thing that to any extent is what can be called firm. Chemicals have fallen off during the week, and the trade that is being done is very small. Cement has had a little better movement this week, but prices are so low that dealers are not making much profit out of their transactions. The heavy market on the whole is so quiet that it is hard to report anything new.

PIG IRON.

The pig iron market is a shade better this week owing to warrants advancing in England, 42s. is now the figure. The local market has had a better movement, quite a few small lots changing hands. We hear of a sale of 500 tons of iron to-day. Dealers are beginning to take hold more freely than for some time back, but the market is by no means up to what it should be. Prices on spot are the same. We quote Summerlee and equal brands $19, Eglinton $18.50, and Carnbroe $17.50.

BAR IRON.

Bar iron has its usual call at the old figures. Business in this line is of a steady character, very little speculation is ever done in this line. We still quote $1.85 for wholesale quantities and $2 in a jobbing way.

SCRAP IRON.

A fair trade is being done in both kinds of scrap, but not by any means what it should be. Prices are held the same at this point. We quote wrought scrap at $15.50 to $16 and cast at $13 to $14, according to quality.

TIN PLATES.

Tin plate is steadier in this market, owing to the continued advance in England, but spot prices are unchanged. The trade that is being done is only a small one. Arrivals so far have not been large. We quote cokes $3.30 to $3.50, and charcoals $3 75 to $4.50.

We hear of a sale of cokes ex wharf, about 500 boxes. The private figure is said to be $3.20.

TERNE AND MERCHANT PLATES.

Terne plate is still quiet, the trade doing is only of an ordinary kind. Merchants have moved well during the week, and the trade at this point seems to be well satisfied with them for roofing purposes. We quote terne plate $7.25 to $8. Merchants plate, IC. 20x28 $13 50 and IX. $16.

CANADA PLATES.

Stocks of Canada plates on this market are light and quiet, a few small lots have moved, the largest of which was 100 boxes, price said to be $2.55. Locally, the trade during the week has been fair. We quote $2.50, $2,55, and $2.60, according to quality.

COPPER, ETC.,

Copper has a fair movement at unchanged prices. Ingot tin is held firm on account of the advance in England. Ingots were selling in April at £90 10s, and it is now quoted at £100 2s. 6d. This shows an advance of over £7 during the last two months. We quote copper 13 to 14c. and ingot tin 23½ to 25c.

NAILS

Nails are about the same as noted from time to time. All ordinary sizes meeting fair sales. We quote ordinary 3in. $2.35, and steel 10c. a keg higher. Steel wire is also in good demand at unchanged prices.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	.....	$3.00
9 dy to 30 dy	"	.....	3.25
8 dy	"	.....	3.50
7 dy	"	.....	3.75
6 dy	"	.....	3.75
5 dy	"	.....	4.00
4 dy	"	.....	4.25
3 dy	"	.....	5.00
3 dy fine,		.....	6.25

GENERAL HARDWARE.

The general hardware trade is about on the same footing as noted last week all lines having steady demand. The trade say that all the men out are doing themselves justice and that trade lately has been of a steady nature, dealers in the country taking hold more freely than usual for the season of the year. Manufacturers agents say that the trade with them this spring has been large further orders being taken for future delivery. The lines that are in steady demand are shelf goods and builders supplies. The French houses corroborate the statement made by the English houses.

CHEMICALS.

There is only a hand to mouth trade doing in this market sales having fallen off earlier this year than last. Prices are unchanged and we quote :—

Bleaching powder,	$2 30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0 22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0 08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.28	to	0.32½
Cutch,	0.08½	to	0.09½
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

Glass is very quiet this week with practically nothing doing. Prices here are firm and dealers say cutting would tend to increase the volume of trade.. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.20 to $3.40 for thirds and fourths.

OILS.

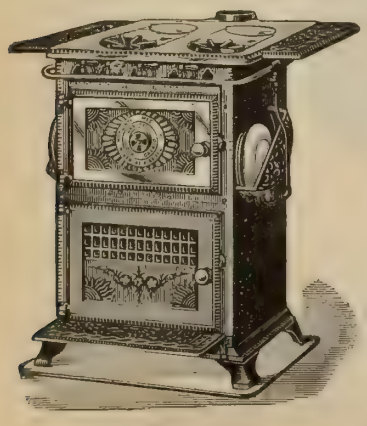
There is nothing new to note in oils at this point. Business is only of a fair kind and prices remain unchanged except turpentine which is easier. We quote :—Cod Newfoundland 45c.; seal, steam refined 45 to 50c.; linseed raw 56 to 57c. ; linseed, boiled 59 to 60c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85to $1; cod liver oil Norway $1.05 to $1.25 ; turpentine, 51 to 52c. Less 3 per cent. 30 days.

CEMENT AND FIRE BRICK.

The cement trade during the week has been good in a small way. Quite a few sales of 30 to 50 barrel lots have been made. The enquiry from western points have been good and several lots have gone forward. Fire bricks have met with the same steady demand as noted last week. We quote : Belgian $2.10 to $2.15; Newcastle, $2.25 to $2.35; London, $2.35 to $2.50; fire bricks, $20 to $25 per 1,000 ; and off ship $17.50 to $22

NAVAL STORES.

The same steady demand is all we have to note in naval stores. Ship chandlers say business so far has been above the average, and on the whole trade this spring has been very satisfactory with them. Turpentine has dropped during the week owing to the weaker feeling in the south. We quote :



GAS STOVES.

The best features that scientific and practical experience have demonstrated are embodied in OUR CABINET STOVE. They are very handsomely carved and heavily nickeled. All users gladly give highest praise. One placed will quickly sell others.

We also make stoves of one, two or three burners.

The McClary Mf'g Co..

LONDON, TORONTO, MONTREAL, WINNIPEG.

MONTREAL MARKETS—Continued.

Turpentine, 51 to 52c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes. Pine pitch $2.60, pine tar $4 00, rosin $2.50 to $4.00

PAINTS AND LEADS.

Paints are still rushing in all lines, and dealers have to work hard to deliver goods with promptness and despatch. Leads also have good enquiry and business in both lines will be good for some time yet. We quote: Government standard, $5.50 to $6; No. 1, $5.00; No 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

PETROLEUM

The petroleum business continues quiet, both Canadian and American refined oils moving very slowly. This is usual for this time of the year. Canadian benzine is scarce and prices are firm. We note the quotations: Canadian, 11c. at Petrolia, 12¼c. in car lots at Montreal, and 14½c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

TORONTO MARKETS.

TORONTO, June, 10, 1892.

HARDWARE.

There is no break in the thread of any line to take note of this week, and few loose ends are to be expected when trade has got down to the steady every day movement that it always takes amid seasons. Retailers cannot afford to hoard wants through as they could in a time when wants, whatever their comparative volume, are less urgent than they are on the eve of haying, so that general orders are small and numerous. The wet weather has been favorable to the growth of grass and a big hay crop is calculated on. A heavy yield of straw is counted on as a general characteristic of the coming harvest. This makes replenishment of stocks in harvest tools somewhat general. The shipping of such tools is the main activity just now in the warehouses. The country supplies the chief basis now sustaining trade, no demand of any consequence being heard from city traders unless in such light goods as always find more or less sale. Some further exception might also be made for hot weather articles, such as lawn hose, lawn shears, lawn mowers, ice cream freezers, refrigerators, etc., but for the fact that these are not more active than they usually are in June. They are quite as active as they could be expected to be in so cool a state of the weather. Payments are fairly good.

BARB WIRE—Until harvest begins there will be some call for barb wire. Just now there is very good call.

BINDER TWINE—Supplies are now being engaged by retailers. Prices are steady at quotations given last week. The local representative of the Consumers' Cordage Co. says that, while prices are subject to change, they are certain to be no lower, but that owing to an advance in hemp they may be higher.

BOLTS—Are not in so strong demand as they were.

BUILDERS' HARDWARE—Comparatively small stocks suffice to keep the demand supplied. Building activities are declining rather than increasing.

CHAIN—Sales are light.

HORSE NAILS—The quiet season for this class of goods is likely to be over before any progress is made in the adoption of a combine arrangement among the jobbers. The quotation continues to be 60 to 60 and 5 per cent.

CORDAGE—Prices are easy and trade slack. Quotations are on a basis of 11¾c. for Manilla, 9¾c. for Sisal, 8¼c. for tarred lath yarn, and 6¾ to 7c. for jute.

HORSE SHOES—Are quiet and unchanged at $3.60 to $3.70.

NAILS—Quiet, the bulk of the light demand current going to wire nails.

TACKS—Are featureless.

WIRE—No. 11 in oiled and annealed is very hard, in fact almost impossible, to get. Orders are numerous, but they cannot be supplied with any degree of promptness.

METALS.

The movement of metals off this market has gained very little headway during the present week. Lots kept on the small side throughout, half-tons and like quantities, forming the major part of the sales made. Prices have shown no fluctuation in anything but ingot tin, which not only holds the strong position it reached a week ago, but has gone stronger.

HAYES' PATENT
MANUFACTURED BY
METALLIC ROOFING CO.
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL LATHING

ANTIMONY—This metal is in some request, small sales being made from time to time at steady prices. The outside market has been stationery. The prices quoted here is 14½c. for Cookson's and 13½c. for other brands.

CANADA PLATES—There is no report of any business.

COPPER—The United States market is steady, owing to the fact that the output of the mines is going directly into consumption, and is nothing stored for business a month or two hence. The English market continues strong. Prices are steady here at 13½c. for casting brands and 13¾ to 14c. for Lake ingots.

GALVANIZED IRON—For this metal the demand keeps up fairly well. The price of 28 gauge is 5¼c.

LEAD—The market does not make any headway. The demand is pretty well slaked and prices are flat here and everywhere. The quotation is 3⅜c. for domestic and 3⅝c. for imported, with lower figures for round lots.

SHEET ZINC—Casks are 6⅜c. and broken lots 6⅝c.

SPELTER—An easier tone in the outside market and light business in this market are the leading and sole facts worthy of note. Domestic is 4½c., and imported is 5½c. Frankel Bros., of this city, manufacture a new brand (F. B.) to sell at 4½ to 4¾c.

TIN—The position of this metal is very firm, further considerable advances having taken place in London and New York, despite the efforts of manipulators to temporarily bear the market in the latter city. Pigs are quoted here at 24½ to 25c.

TIN—Plate—Nothing has taken place to lift the dulness that for some time has hung over trade in tin plate. Prices are easy at unchanged quotations.

IRON AND STEEL.

In pig iron there is almost a cessation of business, consumers generally continuing operations on supplies laid in before the opening of this month. The market is so very low that it would seem to strike consumers more than it does that this would be a good time to buy. In all the markets on this side of the water raw iron and raw steel

Milk Can Trimmings.



We offer for the last time this season MILK CAN TRIMMINGS. Orders for these will have prompt attention.

Thos. DAVIDSON & CO.,
MONTREAL.

MARKETS—Continued

are very low. In England the prolonged strike of the Durham coal miners brought the stock of pig iron down to a small compass.

Bar iron is quiet and unchanged from $2.05 and upwards, the quotation being for domestic bar.

OILS, PAINTS AND COLORS.

The reports are as cheering as they were a week ago, all the jobbers voting this a very busy season. The week has been unproductive of change, however. There is still delay in getting orders filled for Paris green, which continues to be in strong request, the wet weather tending to make the need of it more urgent, owing to the rapid growth of potato plants. The price remains at 13 to 16c., according to quality, in 112-lb. cases. Linseed oil is unchanged at prices in Prices Current. White lead is steady at 5¼ to 5½c. Turpentine continues to rule low, quoting 46 to 48c.

PETROLEUM.

The demand this week had a very ordinary support in the needs of consumers apparently, and orders were few and inconsiderable. Prices continue at 14 to 15c. for Canadian refined.

The Petrolia Advertiser reports;—Petrolia crude $1.28½ per bbl, Oil Spings crude $1.29 per bbl. While the enquiry for crude is decidely moderate and confined to a demand for small lots. it is about equal for the season of the year and the outlook on the Exchange for an early change is not very assuring. So far as the current figures show the situation warrants an improvement in the early fall, but, unless the unexpected happens, business in the raw material is liable to be rather slow till then. The range of prices the last few months has had a higher and steadier range than has occured for years past, which has to some large extent stimulated drilling operations and production which perhaps has been necessary to keep up the average output, but, the market appears to have drifted into a sort of dullness from which it is not easily extricated.

GLASS.

A steady demand, but otherwise featureless trade, is reported at $1.35. Stocks are ample.

OLD MATERIAL.

The monotony of this trade has been broken by an unusual briskness in the week's traffic, some fairly extensive sales having been made. Prices firm. We quote : No. 1 heavy cast scrap 65 to 70c. per 100 ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c. ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

HIDES, ETC.

HIDES—The market is sufficiently stocked with green and the outward movement of cured just suffices to prevent any congestion in the warehouses. The Chicago market is remarkably stagnant. In that city the tanneries have closed to bring up if possible the prices of their dressed products. Here the basis is 4½c. for No. 1 green cows'. Cured are 5c.

SKINS—Sheepskins are now very scarce, about done in fact, and quote at $1.25 to $1.50. Pelts are coming in and quoting at 15c., lambskins at 30c. Calfskins are 5 to 7c.

TALLOW—The supply is very liberal. Rough is worth 2c. Rendered is bought at 5c. and resold at 5½c.

WOOL—In the fleece combing wool is worth 16 to 17c. and clothing wool is 20 to 21c. All coming to hand is of this season's clip. Pulled wool quotes steadily at 22c. for super and 25c. for extra.

AMERICAN METAL MARKET.

NEW YORK, June 10, 1892.

In most branches of the iron and steel trade business continues unsatisfactory. Advices from some sections note occasional orders for good-sized lots of heavy finished steel for structural work, and a good business at intervals in partly finished steel, such as billets and rods, but the movement in those lines is not only spasmodic but invariably at low prices. In the lighter forms of finished productions the business passing is uniformly of indifferent character and merely fair in volume. Crude materials move slowly as a matter of course, and, with few exceptions, prices continue very unsettled. Bessemer pig iron, for example, has been sold at or very nearly as low as $14 in Pittsburgh for delivery during the next sixty days.

In the New York market a round lot of foundry iron consisting of No. 1 and No. 2, that has been knocking around for some time past, is offered at $14 per ton without attracting the attention of buyers. Other cheap lots of smaller size prove to be nearly as unsatisfactory property, and brands that stand well in the esteem of Eastern consumers barely hold their own. Standard Northern brands are quoted at $15.50 to $16 for No. 1 X and $14.50 to 15 for No 2 X. and $14 to $14.50 for grey forge. Southern brands about $15 to $15.50 for No. 2 foundry, and No. 1 soft: $13.50 to $14.00 for No. 2 and soft; $13.00 to $13.50 for grey forge. Scotch pig remains at about $21.00 to $21.25 for Coltness, $20.50 for Summerlee and $20 for Eglinton. Foreign spiegeleisen remains nominally $23.00 to $23 50 for 10 to 12 per cent., and $26.50 for 20 per cent., and 80 per cent ferro-manganese about $61.00 to $61.50 delivered here.

Old material continues slow of sale, and prices are still weak. Old iron tee rails quoted at $17.50 to $18 f.o.b. cars at Jersey City ; old steel rails $15. No. 1. wrought scrap iron, $16 on lighter at New York and 17.00 on cars at Jersey City ; machinery cast scrap at $14.00 leaf spring steel at $21, and cast borings at $8 to 9 nominal. About 100 tons steel rails were sold at the price quoted. and 500 tons car wheels at equal to $14.75 here.

STEEL.—Rail business continues to be on a small scale in this quarter, and inquiries are not of character indicative of any decided change for the better in the immediate future. Prices for heavy sections are kept at $30.00 f. o. b. mill and $30.75 tidewater delivery.

TIN.—The pig tin market continues strong and seems to be closely controlled by the interest that has been chiefly responsible for the late upward move in values. During the past few days about 200 tons have changed hands here at 21⅞ to 21.90c. for prompt and current month delivery, 22c for July and 22.05 to 22.10c for deliveries further ahead. Purchases for consumption keep well up to the average for the season, and are affected very little, if at all, by the present high level of values. In the London market there has been an advance to £100 2s 6d for prompt and £99 15s. for future delivery.

COPPER.—The copper market has remained quiet, and prices for the metal are rather soft, although no lower on actual sale. The alleged agreement about production is without perceptible influence upon consumers, since more than enough copper to go around is offered for delivery during the next three months, while deliveries on old contracts supply present needs in a great measure. Some producers still ask 12c for Lake Superior ingot, but purchases can be made at as low as 11.85. Common casting copper quoted at 11¼c. Latest London cables quoted merchant bars at £46 15s for prompt and $47 5s for future delivery.

LEAD.—Of pig several hundred tons have been sold at 4.20c and single car load lots went at the same figure, indicating a rather weak market. The demand from all quarters continues spiritless.

SPELTER.—Western spelter has undergone no change, 4.90 to 4.95c standing as the prices for spot stock, and 4.80c the general quotation for early shipment. Business continues light and the demand slow.

TIN PLATE.—In tin plate business is still spiritless and the market remains bare of new or really interesting feature.

The merchants of Hamilton are up in arms at an order issued to the police by the chief constable, to the effect that all projecting signs must be removed without delay. It is true that a city by-law prohibits the hanging out of signs, but it has been more honored in the breach than in the observance in the past. Some years ago an attempt was made to enforce the by-law strictly on account of the petty jealousy which existed amongst some of the merchants themselves, who quietly informed on one another. As soon, however, as the grumblers found that the by-law was being applied to all alike there was a general flare up, and a not unreasonable cry was made that the signs were actual necessaries nowadays, and that their removal would be a hardship. This was the general feeling, and the efforts of the police were made in vain, as they are likely to be on the present occasion also.

A customer secured is a promise of greater salary in time.

Soap and water are cheap, but soil on goods is expensive.

Goods conveniently located save time, money and temper in showing.

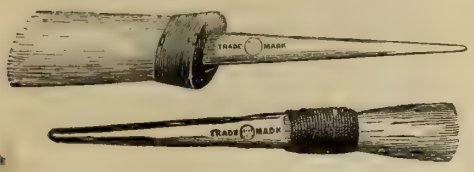
One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

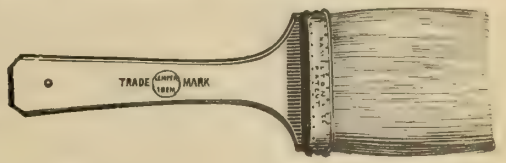
SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



TORONTO, Nov. 6th, 1891.

W. H. JAGGER, ESQ., 24 Front Street West, Toronto.

DEAR SIR,—We have used Messrs. Hamilton & Co's Painter's Brushes for some time past, and find them very satisfactory, both as affecting the questions of quality and durability.

Yours truly, ELLIOTT & SON.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer.

THE BEST English Sporting Gunpowder

USE THE

"ALLIANCE"

PRIZE POWDER.

—Mane only by—

Pigou, Wilks & Lawrence, L'd.,

11 Queen Victoria St., London, E. C.

Always obtainable from

Frank S. Taggart & Co., Toronto.

The Hingston-Smith Arms Co., Winnipeg.



RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes,
Piano and Furniture Polish,
Stove Pipe Varnish, etc.

PARIS ONT.

IN acknowledging the very hearty support we have received from the trade since the issue of our circular of 1st March, we desire to remind all buyers in Canada that we are

THE ONLY NANUFACTURERS

Of the following registered brands of goods; that we have beyond all comparison the best appliances for their manufacture; and that good business economy will be secured only by purchasing from us.

"JOHNSON MAGNETIC" Iron Paint.
"SUN" VARNISH, for Indoor and Outdoor.
"PEERLESS" VARNISH for all purposes.
"MANHATTAN" COACH COLORS.
"O. J." & "O. J. X." VERMILIONS.

"FRENCH PEPPERMENT"
"ROYAL PEPPERMENT"
"EVERGREEN"
"MISTLETOW" } Window Blind Greens.

"ELEPHANT" WHITE LEAD,
JOHNSON'S "DECORATORS' PURE" White Lead.

"ELEPHANT"
"JOHNSON'S PURE"
"VICTORIA" } Ready Mixed Paints.

MODERN ANTIQUE PASTE PAINT, &c., &c.

ASSORTED STOCK HAS NOW GONE FORWARD TO TORONTO TO EXPEDITE THE FILLING OF ORDERS FOR WESTERN ONTARIO.

THE CANADA PAINT COMPANY, Ltd.,

P. O. Box 2029. 572 William Street. Montreal.

A TIMELY HINT.

The manager, the bookkeeper, the cashier, the entry clerk, the shipping clerk, the salesman, the office boy, the porter—everyone, in fact, who is in any way connected with a business establishment should bear in mind that there is such a thing as cultivating trade, and that they, as well as the proprietors, are responsible for a share of the firm's success. Because a man is hired to fill a certain position there should be no excuse for his hesitating to do any other work which may require attention. A bookkeeper might soil his fingers by reason of stepping outside the office and waiting upon a customer if occasion required, but he would not lower himself in the estimation of his employer through thus signifying a willingness to make himself generally useful, and anyhow the dirt will wash off. To make a business grow and make it pay should be the main object of every employe, regardless of position or conditions. The day is gone when business can be conducted successfully without the undivided and best efforts of those who are responsible for it. In days gone by a merchant might succeed in a measure by sitting down and waiting for trade to come to him, but not now. In our day and generation the most persistent and systematic efforts are essential in bringing about a satisfactory result. A progressive spirit and a capacity for pleasing customers will work wonders in any business.—The Bookkeeper.

WHERE THE JOKE COMES IN.

"All there is needed for this business," said the auctioneer, "is plenty of wind and sale."—Washington Star.

"Officer, there's a big row going on around the corner." "Don't yez think I can hear it, ye chump? Move an!"—New York Press.

A Pennsylavnia sportsman blew in the barrel of his gun and the gun blew his head off. This was a case of blow for blow.—Arkansaw Traveller.

Mrs. Eastern—"My goodness me, Hiram, I see by the papers that a man has just died, aged 118 years." Mr. Eastern—"'Waal wasn't it 'bout time, Maria?"—Life.

"The trouble with Tommy is that he is shallow." "Tommy? Nonsense. If you had ever tried to fill Tommy with champagne you'd have changed your mind about that."—New York Truth.

Waggs (to young matron with the perambulator)—Good morning. Mrs. Fullbloom! Are you taking the son out for an airing, or the heir out for a sunning? Mrs. Fullbloom—Neither, Mr. Waggs. Baby is a girl.

Jasper—"Why did the Rev. Dr. Poundtext come East?" Jumpuppe—"He was chased out of the West for teaching the golden rule in a silver State."—New York Hearald.

Mamma (reprimanding three-year-old son, who is flagrantly disregarding table etiquette)—If we were at another's table I should be so ashamed of you I would not know where to hide my head. Young Diogenes (not at all abashed)—You could put it under the table

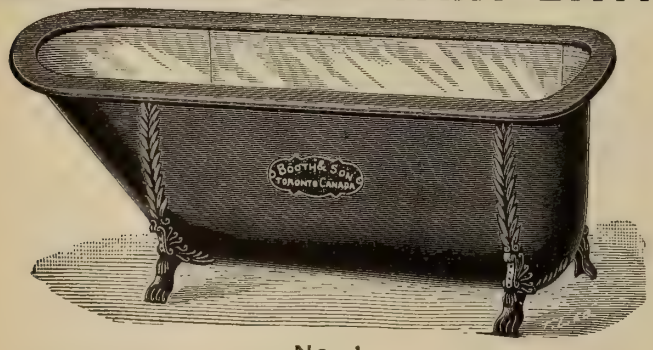
A PLEASANT SAIL.

In response to an invitation by Smith & Keighley a large number of the members of the Board of Trade and their friends enjoyed a sail on the lake on the steamship Campana, which has been undergoing extensive repairs during the past winter. Shortly after three o'clock the Campana left Geddes wharf on her trip, going through the western channel and into the lake south of the Island, those on board having a splendid view of the boats of the Royal Canadian Yacht Club, which were out for a cruise. The improvements on the Campana's machinery have made the boat wonderfully steady, scarcely any roll or tremor being perceptible on Saturday. A lunch was served in the roomy cabin, which was greatly appreciated by the guests. It was intended that the Campana should leave for Chicago on Saturday night, but the contractors not having got through their work she did not start until Monday.

At a meeting of the Toronto Board of Works a discussion took place on the areas by-law. It enacts that any person desiring to have an area under the sidewalk shall give a bond to indemnify the city against any claim for injuries sustained by persons who may receive such through faulty construction or any other cause under control of the owners of such areas. The discussion was confined to the question, "Shall the owners get this extra space free and the city run all risk for damages?" After considerable discussion it was resolved, on motion of Ald. Lamb, to exempt from the operation of the by-law areas used exclusively for light, and to insist on a bond being given for all other areas.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

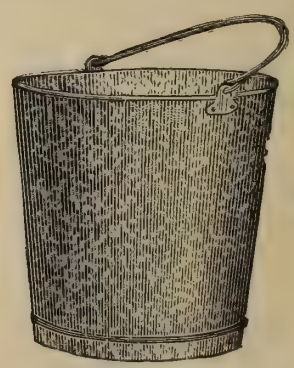
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Galvanized Bucket.



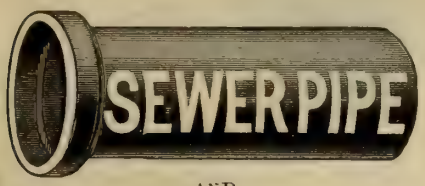
We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

Hamilton and Toronto



—AND—



HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

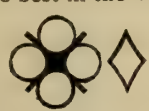
JOHN WILSON'S

Butcher Knives

and Steels,

Farriers' and Shoe Knives

Are the best in the World.

Trade  Mark.

SHOVELS--Fenerty's.

We know whereof we speak. We claim we are giving the best value of any makers in the Dominion.

LOTS OF TESTIMONIALS.

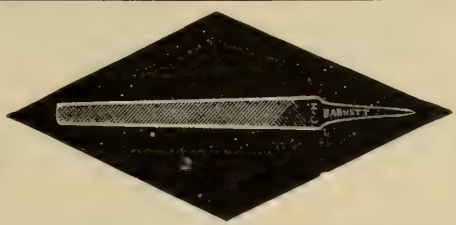
DEALERS, BUY THEM, AND LET YOUR CUSTOMERS TRY THEM.

CRAIG, MacARTHUR & CO., Toronto.
JNO. PETERS & CO., Halifax.
JAS. E. CHIPMAN, Vancouver.

CAN TELL YOU ALL ABOUT THEM.

HALIFAX SHOVEL CO., Ltd., Halifax, N. S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

It ain't as pretty as manilla, but it gets there just the same.

(TRADE MARK)

"COMMON SENSE"

(DICK'S PROCESS—PATENT APPLIED FOR)



Common Sense Binder Twine.

We have a few tons remaining which we are desirous of distributing in those sections where it has not yet been introduced. We are unable to increase quantity of any orders now booked, nor accept orders from Towns or Villages where sales for this season have already been made.

M. & L. SAMUEL, BENJAMIN & CO.,

TORONTO, ONT.

Business Changes

SALES MADE OR PENDING.

Isaac Deboo, general merchant, Sussex, N. B., is sold out.

Bennett Morton, general merchant, New Germany, N. S., is sold out.

The stock of Milton Pearce, general merchant, Parry Sound, Ont,, is advertised for sale.

J. P. Brownlee, hardware dealer, Kincardine, Ont., has sold out to W. B. Shannon & Co.

The real estate and book debts of M. H. Mackenzie, general merchant, Baddeck, N. S., are advertised for sale by tender.

CHANGES IN STYLE OR COMPOSITION OF FIRM.

Dodd & Rogers, hardware dealers, Charlottetown, P.E.I., have dissolved.

McDougall Bros., general merchants, Margaree Harbor, N. S., have dissolved.

Norton & Fennell, hardware dealers, Charlottetown, P.E.I., are about to dissolve.

Frank Grant is admitted partner to the firm H. C. Grant & Son, general merchants, Southampton, N.B.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. D. Campbell, general merchant, Sardis, B. C., has assigned.

James Graham, general merchant, Brookfield, N. S., has assigned.

Richard Tees, general merchant, Moosomin, Man., has assigned.

Joseph St. Marie & Co., general merchants, St. Urbain, Que, have assigned.

G. B. Splane, wire manufacturer, Smith's Falls, Ont., has assigned to Ogle Carss.

R. S. World, general merchant, Kinmount, Ont., has assigned to J. B. Lang.

Wm. Elliott, dealer in pottery, etc., Aultsville, Ont., has assigned to D. E. McIntyre.

P. G. Marentette, general merchant, Belle River, Ont., has assigned to James Piper.

Imbleau, Leroux & Co., hardware dealers, Montreal, have assigned to Kent & Turcotte.

J. M. Lammond, tinware dealer, Galt, Ont., has assigned to Thomas J. Birch, Stratford.

Probably everyone who has the care of fine tools knows how well adapted is chamois skin for cleaning and polishing them, whether they are tools in actual use, or in the shop for sale; but perhaps everyone does not know that, when a chamois skin has become soiled or greasy, it may be renovated and made even better than when new, save for the wear it may have had, by soaking it for a few hours in water strongly impregnated with ammonia. When taken out, rinse the skin in clean warm, but not hot water, then wash it in clean cold water with best Castile soap. The recipe, which we have on good authority, ought to extend the life of a good chamois skin very considerably, and they are rather expensive things to buy frequently.—Ironmongery.

SITUATION WANTED.

SITUATION WANTED BY JULY 1st, BY young man having three years experience in Retail Hardware Store. Apply to G. H. Aude, Bowmanville, Ont.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

GUNSMITH, LOCKSMITH AND GENERAL jobbing business with hardware for sale or partnership. Fast growing northern town. New store, best position, easy terms. Address, O. S. HARDWARE Office. —24

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

WANTED—BY A HARDWARE FIRM—AN energetic city traveller to call on manufacturers, contractors, builders' blacksmiths, carriage makers, &c. Liberal salary will be paid to right man. Address C. J., care HARDWARE. 26

TRAVELLER WANTED, IN A FEW months hence, a travelling salesman, one who understands the stove, tinware or hardware trade throughout Manitoba and the North West. Give particulars as to past employment, also salary received. State whether married or single, age, etc. Correspondence confidential. Address, "North West," care HARDWARE.

SNIDER RIFLES WANTED.

WE WANT HALF A DOZEN SECOND-HAND Snider-Enfield Rifles—military pattern—any kind will do if they are complete and the price be low Address, Snider-Enfield, care HARDWARE. tf.

BUSINESS OPPORTUNITY.—Advertiser owns Canadian Patent for a rapid selling household article, which has proved a wonderful success in the United States. On account of the Canadian duties, desires to sell to a manufacturer here. Will bear the fullest investigation and closest scrutiny.

Address, H. D. Blakemore, Moline, Ill.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

Errors Located in Book-keeping to Page and Account,

Without re-checking or copying entries, by Goldman's advanced system, which saves from one day to one week every month.

P. CORRIDI,
Accountant, Auditor, Etc.
Authorized Representative for Toronto.
Partnership Accounts Adjusted. Books opened. Statement of affairs prepared.
Office, York Chambers,
9 Toronto Street.

Varnish

The only varnish made to meet all the requirements of a first-class article for GENERAL PURPOSES is the

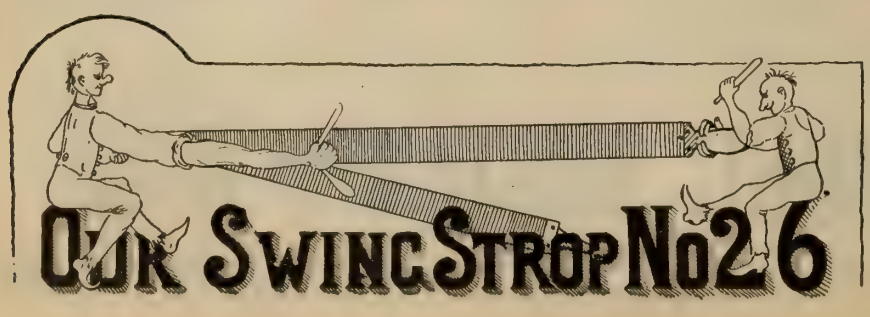
"Universal"

Put up in cases of eight gallons, in tins assorted from ½ pints up.

Manufactured only by

A. RAMSAY & SON,
Established 1842.
MONTREAL.





Is so constructed that the razor cannot cut the edges. The Leather and Webbing are made specially for this strop. The best value ever offered in Canada.

The Hemming Bros.' Co., Ltd.,
76 York St., Toronto.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co., Toronto.

PORTLAND CEMENTS

From $1.80 per cask upwards.

FIRE BRICKS, from $15 per 1000

DRAIN PIPES, from 7 cents to $1.30 per foot.

CALCINED PLASTER.

MORTER COLORS.

ENAMELLED SINKS, (Porcelain.)

And all kinds of Builders' and Contractors' Supplies.

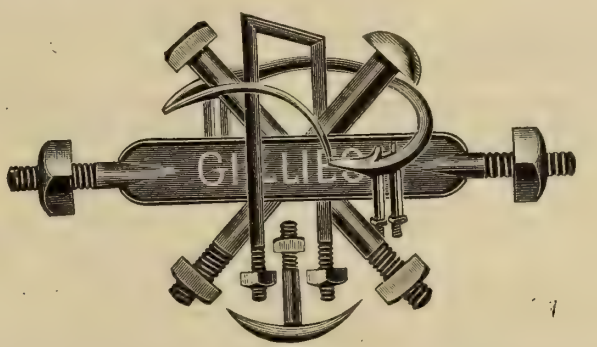
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co

MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

Best in the World.

Wrapping Paper.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. Send for samples.

The Price Low.

CUTLERY AND SPOONS.

Best value in all kinds of English Cutlery from stock or for import. See our samples before placing orders.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

To the Trade :

OUR NEW CATALOGUE

—OF—

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto,

TELEPHONE 2164.

—REPRESENTING—

J. L. GOODHUE & CO., Danville, Que. Leather Belting.

ALEX. McARTHUR & CO., Montreal. Tarred Felt, Building Paper, Coal Tar, Pitch, Etc. Etc.

SHEPARD HARDWARE CO., Buffalo, N. Y. Etc. Etc. Etc.

Send for Prices.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 24, 24½
Strip ..... " 25, 27

Tin Plates—*Charcoal Plates, Bright.*

Bradley M.L.S.	Per box	
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 50	8 75
D.C., 12½ x 17	4 00	4 25
D.X., "	5 00	5 25
D.X.X. "	6 00	6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets ..	8 00	8 25
I.X. Terne Tin	10 50	10 75
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½	6¾
26 "	7	7¼
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb ..	$2 05	2 15
Refined " " ..	2 35	2 65
Horse Shoe " " ..	2 60	2 75
Band " " ..	2 50	2 65
Hoop " " ..	2 60	2 65
Swedish " " ..	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb.	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14	0 14½
Lake Superior	0 13	0 13¾

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 22	$0 25
" round & square 1 to 2 in	0 2	0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16½	0 17½
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17½	0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

14x6 ft, 25 to 30 lb ea, per lb..	0 20	0 22
" 35 to 45 " " ..	0 19	0 20
" 50 lb and above per lb	0 18	0 19

Boiler & T. K. Pitts.

Plain Tinned per lb.	....	0 21
Spun " "	....	0 25

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 25	0 27
From 20 gauge, up	0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21	0 23
" " 27 to 30 " ..	0 23	0 25
" " 30 and up	0 26	0 28
Sheets, hand-rolled 2x4 ft.	0 23	0 25

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06⅝ 0 07

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35	1 40
" " (J.F.L.S.) " "	2 75	
Venetian Red (R.C.2) " "	1 50	
Ven. Red, Cookson's "	1 80	1 90
English Oxides per cwt	3 25	
American " " "	2 25	
Canadian " " "	1 75	
Paris Green, per lb	0 13	0 15
Burnt Sienna, per lb	0 08½	
Burnt Umber "	0 05	
do pure	0 08	
Drop Black "	0 09	
Chrome Yellows "	0 12	
" Lemon pure, 8 lb. tins, per lb	0 19	
Chrome Greens "	0 12	
Golden Ochre	0 03½	

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 55 0 55½
Boiled "	0 58 0 58½

Turpentine (in bbls)

Selected Packages, per gal	0 46 0 48

Castor Oil.

Best, per lb	0 08½ 0 09

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 10 p.c.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross... ... } 7 25 8 00
" Sewing, " ... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... .. 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " .... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—Socket, Framing and Firmer

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches.				
16 to 25	1.35	2.60	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled. Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. o 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy..... 2 30
40dy..... 2 35
30 dy..... 2 40
20, 16 & 12 dy..... 2 45
10 dy..... 2 50
8 & 9 dy..... 2 55
6 & 7 dy..... 2 70

2. American Pattern Only

from 4 to 5 dy 2 90
3 dy. (lath)..... 3 30

3. Canada Pattern Only

from 4 to 5 dy 2 80
3 dy. (lath)..... 3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p.c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9¾ 10	11¾ 12½
¼, 5-16, ⅜ in.....	10½ 10¾	13 13½
3-16 in	11 11½	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 75 0 80
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ½ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Snaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz ..... 1 .. 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " " } 4½ 4¾
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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TRADE MARK FOR HOLLOW WARE.

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REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

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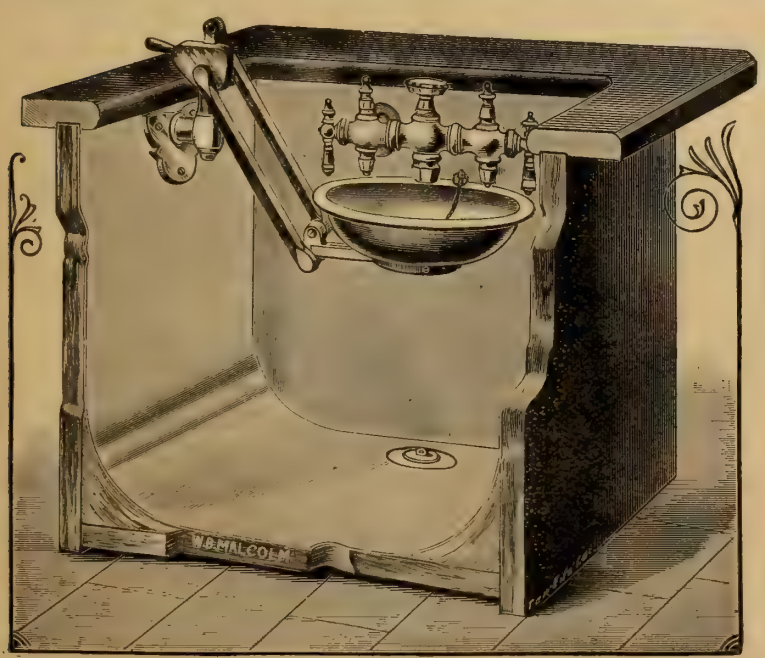
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Sat'y, April 16	Lake Huron....	Wed'y, May 4
" " 23	Lake Superior.	" " 11
" " 30	Lake Winnipeg	" " 18
" May 7	Lake Ontario...	" " 25
" " 14	Lake Nepigon..	" June 1
" " 21	Lake Huron ..	" " 8

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Each steamer carries a duly qualified surgeon and experienced stewardess

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SALOON, $40 and $50..... } According to Accom-
ROUND TRIP, $80 and $90 } modation.

The $40 and $80 rates are per Lake Nepigon only.

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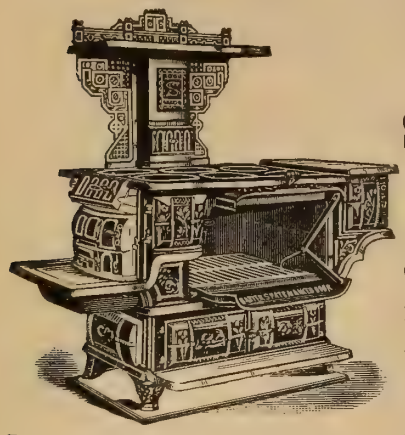
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Superior Quality Rubber Goods.

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All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c.,&c.

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Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

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Jobbers have them in stock.

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VOL. IV. TORONTO, JUNE 18, 1892. No. 25.

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NEW YORK OFFICE, N. W. Cor. Washington and Cortlandt Sts. CHICAGO OFFICE, 12 Pacific Avenue.
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"Aluminum Bearing Metal," 18c. " " " "
"Big 4 Babbitt," - - 14c. " " " "
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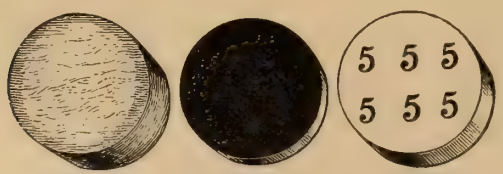
"Pilkington Bros."
"St. Helens,"
"Lancashire."



These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

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ORIGINAL MANUFACTURERS,

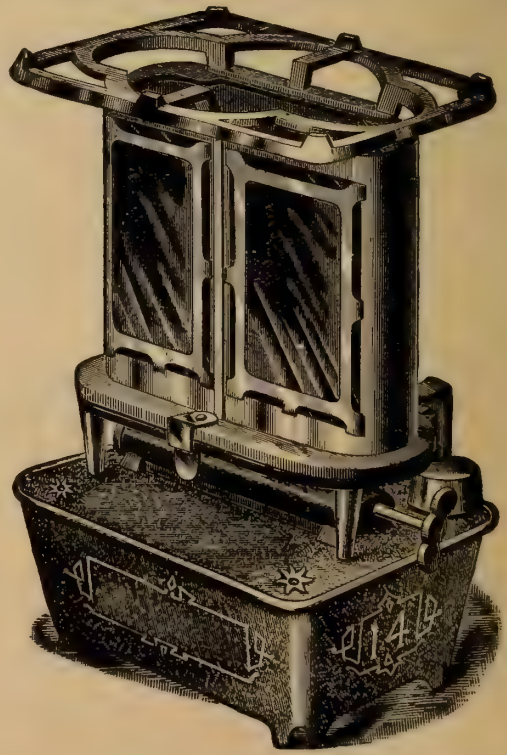
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LAMP STOVES,

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Vol. 4. TORONTO, JUNE 18, 1892 No. 25

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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THIS WEEK'S MOTTO:

He who goes a borrowing goes a sorrowing.

Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

Jobbers report binder twine slow of sale. That experience at this time of year may stand in the relation of natural sequence to this fact—that the Massey-Harris Co. has been offering twine at low prices directly to the farmers. That company had evidently made systematic preparation to do a big business this season. It had a lot of order-forms struck off—30,000, if the printers' marks in the lower left-hand corner of the form are not misleading. In the form, blanks are left for the address and date, for the quantities, for the farmer's signature and the agent's name. The printed skeleton of the form contains the formula of an order on the Massey-Harris Co., and names the various descriptions of binder twine, with the prices appended as follows:

Standard 11c.	Crown 11c.
World's 12c.	Red Cap 12c.
Blue Tin Tag 13c.	Blue Cap 13c.

Silver Composite 10c.

Spaces are left in which the farmer is to enter the figures indicating what quantity he wants of each kind, and all this is followed by a promise to settle on delivery by cash or note payable on the first of October, and agreeing to accept the makers' weight as stamped on the package. It will be noticed that these quotations are just ½c. higher on red cap and blue cap than the prices paid by the retailer. This fact of itself would determine the question between the local agent of the Massey-Harris Co. and the local hardware dealer, as to who should do the business with consumers, and helps to explain why jobbers report the demand for binder twine to be very backward. The order form says nothing about freight, and the farmer may discover that he has to pay from 15 to 36c. per hundred weight on that account more than he engages on the face of this order to pay. It looks as if it were a matter of treaty between the two great consolidations—the twine and the implement manufacturers—to rather discourage hardware men from bothering with twine at all, and undoubtedly this object has been realized in the case of several jobbers, who are not selling any twine this year. It is reported, however, that these order forms have been withdrawn from use, and that business between the implement firm and the farmers on the lines defined in them has been stopped. However much truth there may be in this, it is certain that the implement firm in question was offering twine at the prices quoted above.

* * *

With so many foundries running short since the beginning of the year, there is reason for expecting a shortage in the supply of stoves in the fall. Labor troubles in Hamilton and Kingston, and the removal of the Stewart works to Woodstock have disturbed the stove making industry materially, and cannot fail to show their effects in the aggregate production of the province.

* * *

Paris green is now an important line in hardware stock. An approximate idea of the yearly sales in this country is afforded by the imports and the volume of domestic production. The last fiscal year for which there are any figures available is that ending 30th June, 1891. During that year the imports were 317,745 lbs., of which 145,026 lbs. were entered for consumption in Ontario. In addition to this there is manufactured in this country from 75 to 100 tons per annum. The total consumption in Canada, therefore, cannot be far short of half a million pounds, of which the far greater proportion is used in Ontario, this province having a greater acreage planted in potatoes every year than any other part of the country. Of the Paris green selling in the country the trader cannot afford to ignore that the are wide differences between grades, and that the killing efficiency of one sample may be far below that of another. The combination of ingredients in one make may be very much weaker in action than that of another. This difference is often a cause of dissatisfaction with the trader, who as a consequence does not usually come to the conclusion that the cheapest is the most economical. It gives a competitor a big advantage if you keep comparatively harmless stuff, something diluted with mere ballast to tell well on the scales, while he keeps a higher-priced but a surer-death article. A customer naturally feels exasperated after paying for Paris green and wasting time and labor to apply it, to discover that the bugs do not seem to mind it. A physical guide to the trader is the color, which is usually a good index to the purity of the material. A deep shade of green can be counted on as a death-dealer to every bug that tampers with it. Lighter shades do not always kill, and certainly not in the same ratio of quantity to area that the dark green does.

* * *

The price of spirits of turpentine in Savannah is now 27c. Several years ago it went as low as 25c., and that point may be touched before there is any reaction from the present fit of weakness. It would not be

entirely unlooked-for, however, if the price should take a vigorous spell and run up ten or fifteen cents. Speculative influences are at work in the present depression. The producers of crude are pretty much at the mercy of the manufacturers, among whom it is reported there has been a combination effected. These now are buyers of raw material; hence low prices rule. The rather limited area of primary production and the shiftless, unthrifty character of the growers makes the control of the factors comparatively easy. The depression of the growing industry this year may lead to high prices for next, as it is expected that there will be a great reduction in the boxing of trees for another year, as a result of hard times this year.

* * *

Spirits of turpentine is a commodity upon which jobbers always expect loss in transit, but this season's receipts have been particularly unsatisfactory in this respect. Barrels have been received that are 20 gallons short of the measure charged and no doubt originally shipped. The shrinkage runs from 2 to 20 gallons per barrel. This is not the only annoying thing about the trade in turpentine. It has to be paid for weeks before it is received, and has to be sold at prices that barely realize cost. Here is what happens between the despatch of an order and the receipt of shipment: The importer sends to a broker at Savannah his order; the broker goes out and buys the invoice, but as he has to pay cash he draws immediately upon the importer, who has to forward payment at once. It usually arrives three days after the order. The turpentine then is commonly knocked about in Savannah a week or several days before freight is secured, when it is shipped by vessel to New York or Portland, where it has another interval of exposure to the sun. From there it is sent forward by rail, arriving here usually three weeks after it is ordered. It cannot fail to lose in volume by this system of easy stages. Spirits of turpentine sells now at 44½c. on spot, and this does not more than cover cost. Jobbers have, in the trade in this commodity, a good many points that ought to be regulated by common agreement.

* * *

The nail manufacturers hold their next quarterly meeting, sometime towards the close of the present month, in this city.

* * *

A correspondent draws attention to an omission in last week's calculation of the cost price of coal oil, the cost of barreling but not the cost of the barrel being taken into the account. He estimates these two items at 3c. a gallon, as refiners buy back the barrels at from 65 to 80c. This addition would bring up the cost price to $4 65 per barrel, or about 80c. more than is realized for it at 11c. per gallon.

A TREATISE ON HEATING.

THE METAL WORKER ESSAYS ON HOUSE-HEATING. In the short time since we noticed the first appearance of this book it has gone through one edition, which seems merely to have planted the seeds of a demand, of which the first-fruit is a second edition just issued by the publishers, a copy of which is before us. Not only did the first edition create a demand that called for a second, but it was fertile in another way: it was productive of new matter upon the subject, discussions and criticisms of many of the Essays. This second edition has been enlarged so as to include selections from these critical articles and letters, and the book has been more than enlarged—it has been greatly improved—by this addition to its former contents. The new matter contains much that is the product of ripe experience and scientific study, being contributed by heating engineers, and heating mechanics. This new feature of the volume had the benefit of public statement and the judgment of trade opinion before it was incorporated with the Essays, as all of it had appeared in the Metal Worker, many readers of that journal pronouncing the criticisms of great value for the light they shed on the general subject treated of by the Essays. Another addition to the work that greatly enhances its value is a chapter on house-heating practice, entitled "Proportioning Radiating Surfaces," written by John J. Hogan, a well-known heating engineer. The arrangement of the work reflects credit on A. O. Kittridge, the editor of the Metal Worker. The book is published by David Williams, New York.

TRADE PRINTS.

H. S. Howland, Sons & Co., Toronto, are the Canadian agents for Schultze Smokeless Gunpowder, a shot explosive that has come into very extensive use in the United Kingdom, parts of Europe and in the colonies. A little pamphlet, showing the properties of this powder, and exhibiting pictorially the results of tests to which it has been submitted, and giving the opinions of some of the best shots in the world, has been issued by the manufacturers. Hardware merchants, dealers in sporting goods, marksmen and hunters should have a copy of this little book. The basis of the manufacturers' claim that it is the best powder made, lies in its smokeless discharge, the regularity of its strength, its saving in weight, its great propulsive power, its safety, and its record. They claim that any given amount of it will always have the same explosive force, that just half the weight of black powder is necessary to do the same work, that its combustion being complete and gradual more velocity is acquired, that every grain being waterproofed the powder can scarcely be dried enough to make its handling dangerous. It is held to be especially good for pigeon-shooting, game charges, and light guns. An important feature of the book is a page and a half of hints on loading. As the demand for ammunition will begin in two or three months, and as it is necessary to have stock purchased before the call is heard from consumers, traders should now get this book and look into it from a business standpoint. H. S. Howland, Sons & Co. will forward a copy to any trader who asks for it.

The John Morrow Machine Screw Co., Ingersoll, Ont., issued on the first of April the 1892 edition of their Standard Price List. As this cancels all previous lists of theirs, it is material that it should be in the hands of all who deal in machine screws. Size plays the chief part in the diversity of screws, and the limit to size is a very wide one. The general classes into which screws are divided are also numerous, including boiler patch screws, cap screws in many subdivisions, collar screws, coupling bolts, machine screws, set screws, thumb screws, etc., etc. Size and purpose combine to make a bewildering assortment, and the trader can hardly hope to make his order understood if he has not this catalogue to give him the precise terms to describe what he wants. It is liberally illustrated. A very helpful thing to traders is a chapter on Forms of Thread, describing the V, the U. S. S., and the Whitworth threads. The matter of the book is presented for the most part in tables, that facilitate reference. A good index at the back of the book is a useful adjunct to the contents.

The Canadian hardware trade appears to be staggering under burdens analogous to some that lie heavily upon our home ironmongers, judging from some statements in a recent issue of that spirited journal of the Canadian trade, HARDWARE. There is, it is said, a very general desire among retailers to sell out, and this is attributed in great measure to small jobbing houses, or, as we should say, factors, who "scour the country for business with leading consumers, to whom they give privileges almost equal to those accorded to retailers, and put the latter entirely out of the race in the competition to get such consumers' trade. In spite of this undermining policy, the retailers, we are told, continue to give business to the houses that inflict this injury upon them. All this has a very familiar sound, and shows that the prevailing conditions of business are much the same everywhere—that competition is too keen to respect conventional rules, and that it takes a wideawake man to hold his own and compel others to respect his rights. There is no greater folly than to play into the hands of those who are persistently seeking to injure us.—Ironmongery.

A POLICY OF CHANCE.

Credit is like fire : it is a good servant but a bad master. When it is well bestowed it is doubly beneficent—like mercy, that in the phrase of Shakespeare "blesses both him who gives and him who takes." It has also the same twofold power to destroy, and oftener does wreck both dispenser and receiver than it prospers them. Those who mete it out take risks between these two chances in probably nine cases out of ten, having moral certainty of getting full payment in the other one chance. They get full pay of course in more than one-tenth of the number of cases, but that fact does not diminish the risk they ventured on.

The risk is not solely in the admitting of a man to credit privileges. At that stage the giving of credit is a matter of choice with the trader. But it becomes a matter of necessity very often in later stages of the trader's dealings with a customer who has been allowed to get on a time footing. You may be a wholesaler or a retailer. You have mistaken a buyer's honesty, business ability or financial standing, or you have been too eager to make a customer of him, and you let him into you for a good-sized account. He pays you a small sum and wants more goods. You are uneasy about the debt he owes you, and dread giving him offence by refusing further credit, as by doing so you will estrange his trade and, put it out of his mind ever to pay you at all. You let him in a little further. If he comes along with a margin, and has something of the manner of being conscious that he has "got you," you'll venture a little further. You finally get to a stage, if you are a wholesaler, when you desire to sell him all the goods he buys, and for fear of his going to some other wholesaler you rather press him to buy, hoping, in the extremity of your distress, that when he comes to a state of bankruptcy there may be nobody to divide up his assets with, and that you may get them all. Not infrequently, as has been hinted above, the debtor sees his advantage and shows a little impudence, being disposed to swagger on the strength of his dishonesty as the physical bully is on the supposed strength of his muscle. Many a trader knows that when he has come to a certain pass in credit, giving he has to go on or lose all he has ventured. He plays a desperate game after that and commonly loses. When a man cannot keep up he had better be dropped with all that he has been able to secure of his creditor's substance, if there is no means of recovering it.

In such cases continued credit-giving is exactly analogous to stock-gambling. You pay your ten per cent. on a venture in wheat, corn or pork ; the market goes down, but you believe it will recover, and not wishing to lose what you have in you continue paying. You get after a while to a point where you have to stop, and your name goes to swell the long list of victims who started out in the flush of their conceit in their own cleverness. Progressive credit—giving is gambling It can be depended on to come out right in about as many cases as gambling can. A sure loss is better than an uncertain gain of much larger size.

SELF-RESPECT IN ADVERTISING.

A class of advertising that is certain not to catch a good line of custom is that in which the trader constantly obtrudes himself upon public notice. Egotism is always objectionable, but it is never more vulgar than when it defaces the space that it takes up in business advertisements. Slang, and contemptuous epithets applied to rivals, are in vile taste. People of any sense find nothing more nauseating than a constant periodical succession of such announcements as "James Lightweight is still on deck," "The People's Friend is still on the trail of the Profit Grabbers," "We're Here to Stay," "We're in it," "Honest John is still on Top." Sometimes these advertisers pose as heroes, overcoming,single-handed, great odds in the competition they have to face ; sometimes they are martyrs to great principle, usually that of selling at cut-throat prices ; sometimes they are oppressed by a combine. Their trumpet blast is always the same, the key note of their advertisement is always personal, and therefore both in bad taste and unmanly. A trader should make what capital he can out of any genuine case of boycotting or of combination specially to thwart him, but he can do it in a becoming and self-respecting manner. He certainly will not extract the full benefit of such a situation by the use of advertisements that make himself ridiculous. A man is ridiculous who imagines his affairs are of great consequence to the people, who believes that they are all keeping an eye to his fortunes on account of the immodest and bombastic stuff he sticks into print about himself. A truly diplomatic man who has the rare advantage of being leagued against by opponents will know how to use it with decency. He knows that the public interest centres in his goods, not in himself, and he will so trim his sails as to make the most direct course into buyers' favor. To pose as Hercules in each separate act of the seven labors is not the role that befits him. People make game of a man who makes such a spectacle of himself.

The very funny, excruciatingly humorous fellows that do not mind making monkeys of themselves for the diversion of the public are not all out of business yet. Here and there in the pages of a country newspaper, and here and there in the handbills cast abroad by city retailers may be seen specimens of these antics' fine work. The jokes are usually crude, devoid of point, and forced hard into some application to the advertiser, who seems to think that is the sure way of clinching an impression that will multiply customers rapidly. A little decorum would do more good, and it is wise for a man to put his trust in a less frivolous mode of announcement. The advice suits this class as well as the other : "I pray thee, allay with some cold drops of modesty thy skipping spirit."

AS TO ADVERTISING.

The advertising—day by day it grows to be more important—is a department that requires all the talents which are necessary in the man as a salesman, and it requires still more than this, it requires the knowledge of how to say a good deal in a few words, and in such a way that the persons who read will feel that the advertisement is not put in the paper for the mere sake of seeing one's name in print, but that facts are stated and goods are as represented. The art of advertising, and advertising well, is not possessed by every man who is a successful business man. This is evidenced by the fact that most of the large houses employ men whose sole work is writing, arranging, and placing the advertising. Large salaries are paid to men who have demonstrated their ability to use English in such a manner that, "he who runs may read," and be benefited thereby.

The average advertisement may be made to pay 50 per cent. better when arranged as it should be, than when arranged by a person who does not appreciate the meaning conveyed by a page full of detailed description and cuts that are, in reality, blots. Quoting an authority on the subject, we have a few practical, common sense statements that may not be amiss at this point : "The average printer does not know how to set up an attractive advertisement. He is at it constantly, and from this fact alone he is the poorest person in the world to put an advertisement in attractive form. The fewer the different styles of type used the more effective the advertisement. Do not become possessed of the idea that if your firm name is in one-inch display, the body of the "ad" is of no importance. Your name does not interest the public, and if your goods do not, certainly your name will not have any effect. Don't try to give sizes and prices, details of manufacture, and the history of your house all in two inches. Use as much space, as few words, and as little display type for headings as possible. Have a catch or head line, and if your advertisement is to be used on a page full of cuts, do not use a cut ; your advertisement will stand out more distinctly in type alone, and vice versa. The best type you can use is the style that primers for children are printed in.

Glance through any of the monthly magazines and the strength of the foregoing remrks will be obvious. The departments of a business resemble the mechanism of a watch. The firm and the salesmen take the place of the main-spring and hair-spring ; the goods are the cog wheels, and the regulator is the advertising department, without which the watch, while it may run, will be such a poor time-piece that the public place no confidence in it, and will look elsewhere for their guidance.

THE HARDWARE BUSINESS.

It matters not what business a man may select as an occupation, the same rule will apply to all—i. e., learn it thoroughly, know just as much about it as any one of your competitors, fellow-salesmen or travelling salesmen, as the case may be. Upon investigation it will be found that the successful man is the man who has grown up with the business, who has been through all the various departments, from the point of production to point of selling. This is particularly necessary in the hardware business, as the diversity of the goods, the many different points in relation to the various lines which properly find a place upon the shelves of the hardware store, cannot be appreciated except by long association and much experience. For example, the hardware man must know and appreciate the points connected with a plough; he must be able to explain why a certain plough will do a certain class of work, and why another plough will not do it, although, to the unexperienced eye the two makes are identical he must be able to explain why a rip saw will not cross cut, and vice versa ; why a jack plane will not do the work of a joiner, or why a certain fertilizer does admirably for a certain section of country, while in another it is no better than so much ashes, which by the way, is a very excellent fertilizer itself for some character of soil. The hardware man must be more or less of a genius in his own peculiar way. If he is not he will be merely a machine full of routine details, as to prices, sizes and standard facts, but, far from a success as as a lesman.

A great fault is that the person upon whom the success of the business depends—namely, the salesman—does not understand his goods nor the disposition of the person buying them. A machine with a "nickel-in-the-slot" arrangement might be made to do the work of the salesman that one often meets. Turn a handle to the point marked price, drop a nickel, push a button, and all the stereotyped knowledge of the would-be salesman might be had From the office boy to the proprietor, there is a wide range for a man who has ambition and some aims higher than the clock on the wall, which marks the time, the noon-hour and the hour when the grind and worry of business ceases. There is something to be learned about every screw, nail, butt, sheet of tin, and, in fact, everything that pertains to the business. Suppose that you, in your line of business, were able to explain to your customer that the screws which he is buying are made from a long wire, that the wire goes into a machine automatically operated, and in passing through, the head is formed, the slot and threads cut, and that they come out of the other end of the machine ready for use, at the rate of eight per minute. Suppose, if he were buying tin,you might be able to explain that tin plate and terne plate, names constantly in use in the papers, are two grades of tin-coated sheet iron, the former, that which is used for the dishpan or dinner-pail, the latter that which is used for roofs. Suppose you could explain that all the axe-handles, hammer-handles, etc., are made by machine, turned on lathes with movable centres, and made at the rate of a hundred or more a day. We might go on along other lines innumerable. Do you not think such information would be acceptable, and also that in being able to impart it you must have learned much concerning the goods which you make it your business to sell ?

A good rule to have at all times in mind is : When possible excite curiosity, and then dispel it by practical explanation the result will be a lasting impression. If time is too short to allow of any detailed conversation, endeavor to make a remark that will be carried in the mind of the customer until such a time as he may find it necessary to call again. He may surprise you by referring to your remark, which has, probably,by you, been forgotten. The student of human nature, and the man who keeps his eyes and ears open, is the man who acqu'res the ability to successfully sell a bill of goods. Yes, and to do more than this, to make such a good impression that he will be able to sell another bill at some future date. Probably the successful travelling salesman is a better student of human nature than any other class of business man, and most travelling men will agree with the statement, that the art of selling goods on the road does not consist in getting an order from a man who is waiting for you. No indeed. Selling goods on the road is selling goods to men who greet you kindly, talk to some length, and finally wind up by saying that they are sorry, but they are not in need of anything at present. A long experience on the road enables a traveller to say that not over a dozen times did he sell a bill of goods to a man who said he wanted to see the traveller. This is this case, generally speaking. You may be in touch with the man, but he is antagonistic the moment you speak of an order.

Selling goods on the road and selling in the store are two very different matters. The store is the school. If you are in doubt the higher clerk, manager or proprietor stands ready to help you out. On the road, the salesman represents the house, and in fact the customer of to-day seldom becomes acquainted with the principal. He knows the house by the salesman who represents it. The salesman appreciates this, he is not only the salesman, but, to all intends he is more important than the firm. A salesman having learned the business, and by strict attention to little things having made himself as near indespensable to the firm as any one man can be, is probably in the end taken into the firm.

RUNDOWN'S BOARD OF TRADE.

The little town of Rundown lay sprawling on the plain,
A dust cloud in the sunshine and a mud lake in the rain ;
The little town of Rundown was a town of no renown,
For the little town of Rundown was a very rundown town.

But Rundown was contented, as all rundown places be ;
"What was good enough for gran'sir," said each man, "is good for me,—
Good for gran'sir, and his grand'sir, and his great-great-great grand-dad,
What upstart sacrilege, for me to say that it is bad."

There is a worthy kind of man, with cobwebs in his head,
Who lives in sweet communion with the ages that are dead :
Another says, "How happy my contemporaries be
That they happen to be living simultaneously with me."

A bold wight of this latter class, whom naught could make afraid,
Once shamelessly suggested they should start a board of trade.
So that Rundown rot no longer in its somnolent decay,
Firmly anchored to the graveyard, waiting for the Judgment Day.

Long and bitter waged the battle, epithets flew fast and free.
The dead past and the living present grappling for the mastery ;
But when to-day fights yesterday, it always wins the raid,—
And so decrepit Rundown organized its board of trade.

Then the Rip Van Winkle hamlet first began to stretch and yawn,
And above its drowsy mountains see the rosy steps of dawn ;
For the cemetery dawdlers were compelled to drop the reins,
Which were seized by modern live men with new eras in their brains.

They beckoned for the railroad, with its steeds of smoke and flame,
The railroad thirty miles away—they motioned—and it came,
And when the road came into town, with all its rush and roar,
The mediæval deadness of the place returned no more.

For twenty men of purpose a town can recreate,
A hundred men in earnest can organize a state ;
And empires of wide renown have, like a seed, lain curled,
Within a single strong man's skull—then burst—and filled the world.

As new banks, the florid arteries the blood of wealth flows through;
New papers, wise evangels of the modern and the new ;
New halls, new schools, new homes, indeed, a new and second birth,
The Rundown board of trade brought down a new heaven and earth.

And thus the town progressed apace and never ceased to thrive,
A witness to what man can do when he is once alive ;
Thus Rundown, it was rescued from its slow, decaying doom,
And in its place a city sprung the glorious town of Boom.

—[Sam Walter Foss in Yankee Blade,

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

BINDER CORD.

Crown, Red Cap, Blue Ribbon or Blue Cap.

Silver Composite.

Orders Solicited.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

Dalton & Strange have been awarded the contract for supplying hardware to the Kingston penitentiary.

The bronzed hardware for the new cathedral going up at Kingston is being supplied by Rice Lewis & Son.

James Noxon, a former manufacturer of Ingersoll, has accepted the position of inspector of hospitals and asylums.

It has been figured in the event of Brantford exempting the tools, plant, and machinery of all factories only $200,000 would be involved.

The Snooke iron mine, owned by Messrs. Richards, of Victoria, has been bonded by a wealthy Glasgow syndicate for $50,000 until June 25th.

The headquarters of M. & L. Samuel, Benjamin & Co's. English house has been transferred from Liverpool to 164 Fenchurch St., London.

The Phenix Iron Works, of Port Huron, are building a mammoth steam hammer for use in their shops. It will be sixteen feet high and will strike a ten-ton blow.

The National Conduit Company of Hamilton is obtaining samples of the best Canadian and American cements, with a view to testing the relative advantages for use in their business

We have received from the Magnolia Anti-Friction Metal Co. 74 Cortland St., New York, one of the handsome rulers with which it favors its business friends. Stamped on one side of the rule are the compliments of the Company, on the other side are the Company's trade-mark, and a list of the applications of its well-known metal, which a cut illustrates. The edge of the ruler is a strip of Magnolia metal.

The foundry of Weir & Morrison, of Stellarton, N.S, has been totally destroyed by fire the other night. Loss about $1,000, partly insured. This is the second time this firm has been burned out within a year.

A fire broke out early on Sunday morning in the engine works of J. Laurie & Bros., at 14 St. Catharine street, Montreal, and although the brigade promptly responded, damage was done to the amount of $2,500.

A number of Lake Superior capitalists contemplate the erection of a pipe foundry in Sarnia, Ont., for the manufacture of cast iron and steel and gas pipes. The capital stock of the company is $150,000.

The Stanley Works Co's. tack factory and its contents at New Britain, Conn., were destroyed by fire on the morning of June 2. The loss is 75,000, insured for $40,000. The Stanley company's works proper were not injured.

W. H. Jagger of this city has just received three shipments from abroad, one of artist's materials, one of glue and one of Paris green. The last-named was all sold before it arrived. Mr. Jagger expects to carry a stock of painter's colors next fall.

Business with the B. C. Iron Works, Vancouver, shows no signs of diminishing, and they keep over a hundred men steadily employed, while very often they are obliged to work overtime. They are at the present time engaged in making a large hot blast steam heating apparatus for drying lumber and shingles.

Tenders for heating by hot water the custom house at Peterborough are now being received and will be up to the 20th inst. The clerk of the Works Office, Ottawa, will supply specifications. Tenders will not be considered unless made on the printed form supplied. A accepted bank cheque for 5 per cent. of the amount of the tender, payable to the Minister of Public Works.

The liabilities of Imbleau, Lerouz & Co., hardware merchants, Montreal, are about $9,000. The principal creditors are Jacques Cartier bank, $1,250; Banque Nationale, $4,476.

Above a week ago Chief McKinnon, of Hamilton, gave an order to the force to warn merchants having over-hanging signs in front of their premises to remove them, as the signs were erected contrary to the by-law established. So far not a single sign has been lowered, the merchants waiting one upon the other for the first movement. On Saturday over forty summonses were issued against those who disregarded the warning and the by-law.

Harry L. Langelier was in the city last week on his way east to Montreal. He has connected himself with the International Steel Post Co., of Chicago, Ill., which manufactures a patent telegraph pole as well as fence posts for the use of plain or barbed wire. The company is offering its patent for sale in Canada. In the hands of one so favorably known as Mr. Langelier, there should be little difficulty in so doing, as it is a good thing.

J. P. Plummer, of J. P. Plummer & Son, foundrymen in Bolton, Ont., died suddenly the other morning. He went to the foundry in the evening, and not returning, the son proceeded to look for him, and found him lying insensible in the engine room. He was carried at once to his residence, but did not recover consciousness, and died at 5 a. m. He came from Oxford, England, but has lived in Woodbridge or Bolton about 30 years.

FOREIGN CORRESPONDENCE.

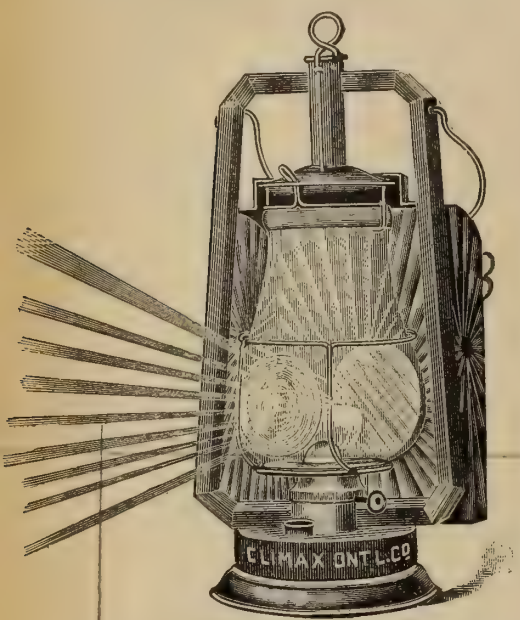
Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

NEW GOODS.

A SAFETY TUBULAR LANTERN.

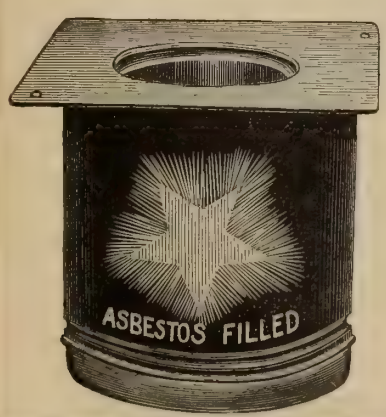
One of the latest improved safety tubular lanterns manufacturec by The Ontario Lantern Co.. of Hamilton, Ont., is shown on this page. It is specially gotten up for carriage and wagon use, being held in position by the spring on the back. It is also adapted for the storehouse, stable or yard, having a wire



loop on back for hanging on a hook or wall. They are also obtainable with colored globes for ships or city road departments use. Walter Grose, 432 St. Paul St., Montreal, is the agent.

THE ASBESTOS STOVE PIPE THIMBLE.

The Asbestos Stove Pipe Thimble, manufactured by the Asbestos Thimble Co., in this city, is a new article that is likely to take an important place in builders' hardware. It has many claims upon the approval of builders and householders that must tend to bring it rapidly into general use. The material of the Thimble is tin plate and asbestos, the liberal space between two concentric



tubes of plate being filled with asbestos, of which the most useful property is its low power of heat conduction. Between the pipe and the floor or wall the Thimble thus interposes the very strongest barrier to the transmission of heat, and thus ensures as much as possible against the accident of fire at the point of perforation. The lightness of the Thimble is a strong point in its favor in times like these when all structural material is made as light as it can be made to be substantial. There is nothing brittle about it that makes its insertion a matter of slowness, and care as in the case of the crock, and the Asbestos Thimble can be put in about one-eighth of the time necessary to put in an old style thimble. Being fire-proof it will not burn nor crack under the action of heat. The very reasonable price is a factor that works in favor of the Asbestos Thimble as much as do it its physical qualities which are appreciated by architects, builders and insurance companies. The Thimble is sold in this city by M. & L. Samuel, Benjamin & Co.

MIKADO PEARL AGATE WARE.

Manning, Bowman & Co., Meriden, Conn., and 57 Beekman street, New York, are introducing Mikado pearl agate ware. In the accompanying cuts, which show two articles made in Mikado pearl agate ware, the effect of the soft and agreeable color which is a distinctive feature of the ware is lost. The regular undulating lines, alternately light and dark in shade, produce a very pleasing effect. The ware is white porcelain inside, having a delicate mottled Mikado tint outside, with ornamental stripes and edges of cherry red. It is referred to as having the same advantages in purity as their pearl agate ware, but is not placed upon the market as any substitute for the mounted pearl agate ware.



FIG. 2. MIKADO PEARL AGATE WARE TEA POT.

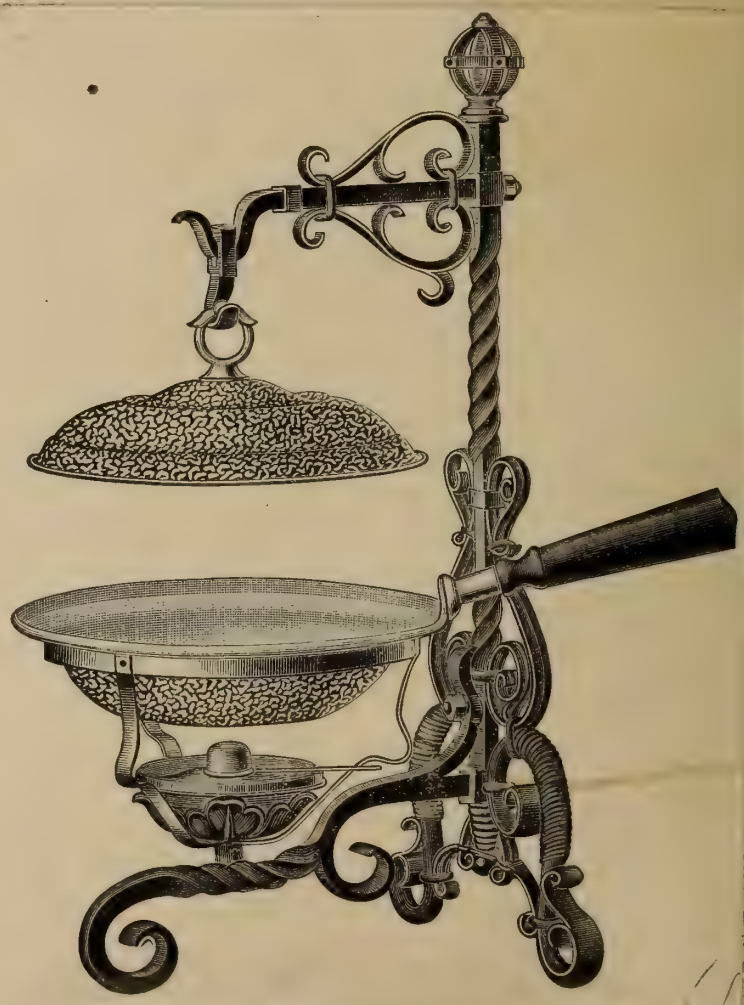
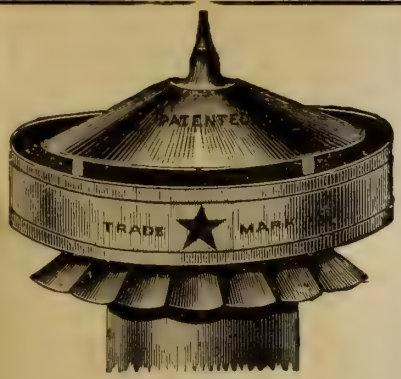


FIG. 1.—MIKADO PEARL AGATE WARE CHAFING DISH.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.



—USE THE—
STAR * VENTILATOR
For the VENTILATION of
Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Send for our book on Ventilation.

MERCHANT & CO.,
PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY

WALKERS, PARKER & CO., LTD.

Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,

Agents.

MONTREAL AND TORONTO.

PORTLAND CEMENTS

From $1.80 per cask upwards.

FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.



CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.



CLIMAX SAFETY TUBULAR LANTERNS

WITH SQUARE TUBES.

Manufactured by the ONTARIO LANTERN CO.,
Hamilton, Ont.

We make a specialty of the Lantern business, and warrant our Lanterns to give a BRIGHTER and STEADIER light than any other in the market. (Never left in the dark with the Climax.)

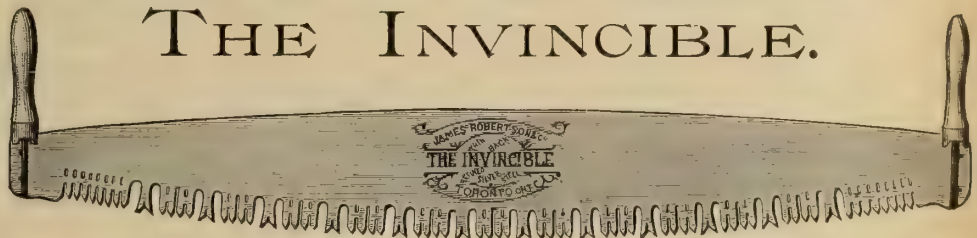
WALTER GROSE, Agent, Montreal.



Robertson's Cross Cut Saws.

The Lance, New Improved Champion, Improved Champion.

THE INVINCIBLE.

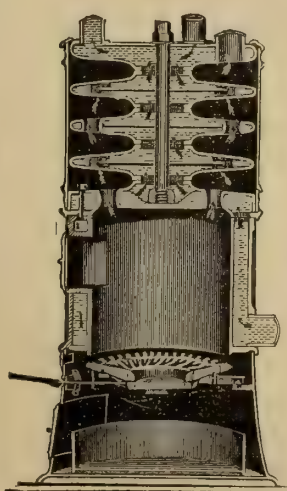


We warrant every Saw to be perfect in every respect and will replace any Saw found defective after a fair trial.

Buck Saws, Frames, Rods, Cross Cut Saws, Handles, etc., etc.

MANUFACTURED BY

JAMES ROBERTSON & CO., - TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



WIRE

Coppered Steel Spring. Tinned Mattress Wire. Broom and Brush Wire. Hay Baleing Wire. Flat Wires. Soft Coppered Wires.

Write for Catalogue. We guarantee the quality of all our Wires.

Manufactured by THE B. GREENING WIRE CO. LTD., Hamilton, Ontario.

WHERE THE JOKE COMES IN.

Mr. Larder—"Lucy, who is this man Milton that I hear you and your ma speak of?" Miss L.—"Why, father, don't you know who Milton was?" Mr. E.—"I haven't been able to learn anything about him." Miss L.—"Where did you look?" Mr. L.—"In Bradstreet's."—America.

Tommy (inquiringly)—Mamma, is this hair oil in this bottle? Mamma—Mercy, no! That's mucilage. Tommy (non-chalantly) I guess that's why I can't get my hat off.—Street and Smith's News.

Jack—I wish Miss De Rockso had a better figure.

Will—Great heavens! Isn't $3000,000 a fine enough figure to capture the heart of any man? Do you want the earth?

Money Lender—"You want to borrow a hundred pounds? Well, here's the money. I charge 5 per cent. a month, and as you want it for a year that leaves just forty pounds coming to you."

Innocent Borrower—"Then if I wanted it for two years there'd be something coming to you, I suppose, eh?"—Tid-Bits.

The deacon was snugly ensconced in his pew,
And he slept, and he snored, yet no one was disturbed,
For his wife's flower-spangled new hat was so loud
That his stertorous breathing could scarcely be heard.

Bankrupt's Wife—"All is not lost, dear; you have me left." Bankrupt—"Of course; there is no danger of any of the liabilities getting away."

Applicant—"Is there an opening here for a bright young man?"

Senior Proprietor—"What can you do?"

Applicant (confidently)—"Anything."

Proprietor—"Very well; take my chair here and tell me how to run this business on a profitable basis. We've been waiting forty years for you to be born."

Watts—"How do you think the prohibitionist ticket will run this year?" Potts—"Oh, it will run dry, of course."—Indianapolis Journal.

Mendicant (holding out his hand)—"I beg your pardon." Gent—"Don't mention it. I thought you were going to beg money."—Detroit Free Press.

Seads—"You say he left no money!" Baggs—"No. You see he lost his health getting wealthy, and then lost his wealth trying to get healthy."—Smith, Gray & Co.'s Monthly.

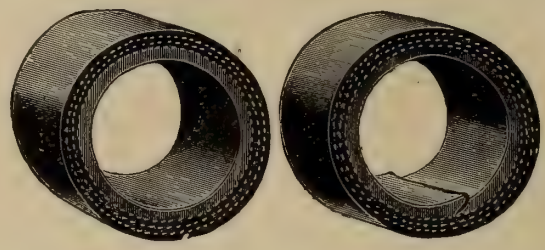
Mamma—"When that boy threw stones at you, why didn't you come and tell me instead of throwing them back?" Little Son—"Tell you? Why, you couldn't hit a barn door."—Street & Smith's Good News.

"Ah!" said the sarcastic turnkey to the prisoner whom he had discovered digging a tunnel. "That's a fine piece of work. About how much were you expecting to get out of it?" "Meself, bedad."—Indianapolis Journal.

SEAMLESS TUBE RUBBER

SEAMLESS TUBE HOSE.

New Seamless Tube. Old Lapped Tube.



GARDEN HOSE.

Who has not had bad hose returned

With a gentle warning from his outraged customer? Who has not lost time and patience by prolonged correspondence attempting settlements for such goods? Who has not had a repetition of this sort of thing season after season, until in despair he asked,

What is the Cause?

Isn't it possible to make perfect hose? We answer not so long as it is made with a lapped-seam tube. Hose so made has a crack extending its entire length, liable to open and admit water to the duck. It can be known by the uneven thickness of the tube, and by compressing the ends the crack will be detected.

What is the Remedy?

Buy SEAMLESS TUBE HOSE, uniform in thickness, having no seams, no cracks, no defects; water can't get through to weaken and rot the duck and cause it to burst under light pressure.

Every Section is Perfect.

Being made by machinery there is no variation. The tube being run like lead pipe, through a die, there is no liability to defects, and every piece is subjected to pressure test. Other hose is hand-made, and generally by piece-work, where carelessness is liable to cause defects.

What does it cost?

While it costs more to manufacture than in the old way, yet, producing it in large quantities as we do, and desiring to introduce it extensively, we shall offer it at the same price as ordinary hose.

It is the cheapest Hose to buy,

Because it's worth more on merit, because it is a new thing, because it's the greatest improvement in 20 years, because its value can be easily demonstrated, because its merits are apparent and readily appreciated even to the occasional buyer, and need no explanation.

Sales of over Two Million Feet

During the past year, distribution throughout Canada and the United States, and not a single piece complained of, justifies us in strongly recommending it.

We have Letters-Patent covering its manufacture,

And shall protect our rights against all infringers. All good things are imitated and doubtless this will be; but as all our hose is stamped with our trade mark, dealers can avoid liability by refusing to buy hose not bearing our brand.

SAMPLES SENT ON APPLICATION. CORRESPONDENCE SOLICITED.

THE CANADIAN RUBBER CO.,

CORNER FRONT AND YONGE STREETS, TORONTO.

J. H. WALKER, Manager.

BERGER'S ENGLISH PURE

PARIS GREEN

THE BEST IN THE MARKET.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson,F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.





See That Seal?

It Means Something

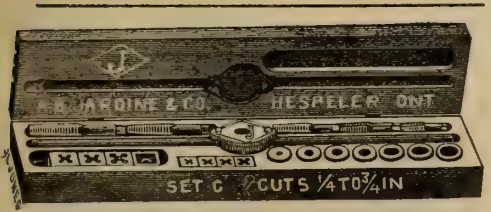


It means that wherever you find it in green on a package of Paint, Oil, Varnish, or Glass, the contents of that package is of pure quality and the highest possible grade.

Walter H. Cottingham & CO.,

Sole Proprietors of the Green Seal Registered Trade Mark.

MONTREAL.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

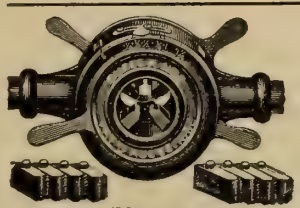
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

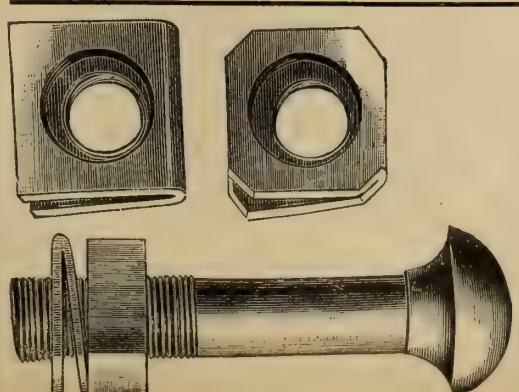
20,000 Now in Use.

Hart Manufacturing Co.

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.

CANADIAN PETROLEUM AS FUEL.

The Standard Oil Company we observe have obtained permission from the British Government to carry oil through the Suez canal in bulk in their large iron steamers built purposely for this trade. This virtually means in time, to a large extent; the shutting out of any Russian oil going to India. Petrolia oil men want to watch with great interest the movements of the Standard in the Lower Province. Once they can figure to get their oil in there in any way, shape or form then good bye to our oil industry here. We must bring ourselves down to the fact that our oil here must be used for fuel purposes, which undoubtedly anyone who has thought on the subject at all knows. Here we have a substance which contains no ashes, every portion of which can be burnt up to produce heat, and in which from its composition every pound contains more heat producing power than any other material which exists in large quantities and over wide areas with which we are conversant and with their advantages in its favor, there must be some good reason why oil has not been used more largely as a means of heat generation. A good many thousands of dollars have been expended in experiments and we now know that the crude petroleum can be burnt without any previous preparation. If the attention of producers was brought thoroughly on this subject we are of the opinion that in a short time this oil industry of ours would have an impetus that at present does not seem hardly to be recognized.—Petrolia Advertiser.

MONTREAL TRADE CHAT.

Fred Nelson, of H. A. Nelson & Sons, and family are at Valois for the summer.

Frank Steele has just returned from the Ottawa Valley. He says trade is good.

The General Mining Association of the Province of Quebec held a meeting last week at the Black Lake and Thetford mines.

J. H. Peck, of Peck, Beemy Co., will leave this week for his summer house in Metis. His wife and family go with him.

H. Sessenwein and M. Sessenwein, have entered into partnership under the style of Sessenwein Bros. to do business in irons and metals.

Jas. Cathern, of Cathern, Caverhill & Co., has sold his handsome residence at the corner of Sherbrooke and Blurey Sts. The price said to have been paid was $25000.

R. G. Dun head of the firm R. G. Dun & Co., is at the Windsor en route to New Richmond, where he will spend a fortnight salmon fishing. Mrs. Dun accompanies him.

Walter Cottingham's retail paint branch has made wonderful strides since he moved into his new store. He is now doing a nice retail trade in connection with his large wholesale trade. Business in both has increased largely on account of the prompt attention orders are given.

H. A. Demers, manufacturer, doing business alone as Demers & Co. has assigned at the instance of P. Dansereau, sole member of the firm of Thos. Wilson & Co., hardware merchants, liabilities about $2,300.

William Pilkington, Thomas Pilkington, William Windle Pilkington, Richard Pilkington, William Lee Pilkington and George Herbert Pilkington, of St. Helen's, Lancashire, England, glass manufacturers, will carry on business in Montreal as Pilkington Brothers.

Henry Baylis, founder and manager of the Baylis Mfg. Co., manufacturers of printers inks, etc., is leaving the firm to start a varnish factory in Malden, Mass. He intends to cater for the South American trade, more particularly Malden being a better centre.

In answer to the petition praying that petroleum and its products may be imported in bulk, the Department of Customs replied that as this was a matter having reference to tariff, it must necessarily be held in abeyance until such time as there were contemplated changes in the tariff. The Council are not satisfied with this, and will address the Government with regard to the matter, as the regulations objected to are not in the Custom tariff.

Mr. and Mrs. T. B. Greening, Hamilton, left on Wednesday for a trip to Europe.

W. A. Child, of the Ontario bolt works at Swansea, was married at Christ Church cathedral to Miss E. H. Harvey, daughter of the late William Harvey. After a trip to Boston Mr. and Mrs. Child will live in Toronto.

On the suggestion of the Toronto City Solicitor Ald. Bell introduced and got through all its stages an alteration to the Tax Exemption By-law which passed last week. It will be remembered that at the previous meeting of the Council a by-law was passed, on motion of Ald. Bell, exempting from taxes for ten years all plant and machinery used for manufacturing purposes. Recent legislation, however, prevented municipalities from granting exemption from school taxes, and the alterations made the other night corrected this error in the original bill.

Canada will make a remarkable display of her mineral resources at the World's Fair. The province of Ontario has determined on making a large exhibit of all the minerals found in that province, and Quebec has resolved not to be behind her sister province in this respect. Nova Scotia, so rich in Mineral wealth, is also actively engaged in bringing together specimens of her richest deposits. It is expected that the gold ores of Nova Scotia will surprise many of the visitors to the World's Fair, while the samples from her coal fields will afford some idea of the wonderful resources of the province in that particular. The asbestos, mica, plumbago and phosphate deposits will form prominent features in the Quebec exhibit; while the rich nickel ores, for which Ontario is now so famous, will receive much attention from that province. The Dominion geological survey will make a very fine exhibit, which will afford facilities for studying the mineral resources of the country, on either the limited provincial basis or from the wider Dominion standpoint.

S. J. Ritchie, of Akron, Ohio, president of the Central Ontario railway, was in Ottawa the other day and had an interview with Hon. Mr. Bowell and other members of the Government to urge the granting of a subsidy to his road for the purpose of building a twenty-mile extension from Coe Hill northwesterly. Mr. Ritchie is also anxious for the introduction of a bill this session to consolidate into one company all the projects with which he is connected—the C. O. railway, the different mining properties, the nickel mines, etc.—but Mr. Bowell informed him that in view of the many interests likely to be affected by such a measure it could not be introduced without the proper notice.

WEAK-KNEED DOCTRINE.



Fiery Orator—Yaw, shentlemens, der tie n vas ripe for making an end to der so-called righds of private property, und——

Auditor—Lend me your pipe, Hans ; you can't smoke und talk, too.

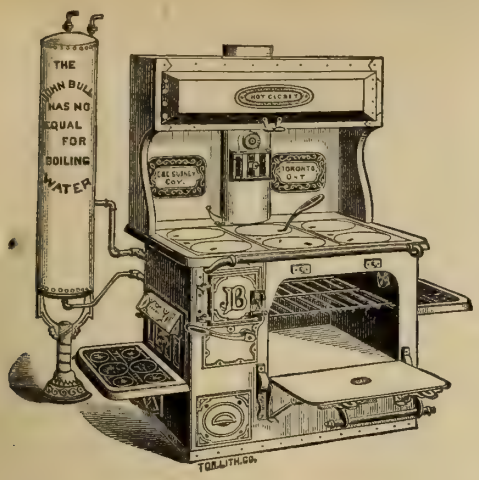
Fiery Orator (bridling)—Mine friendt, dot vas my pipe. I bought it, don'd you see !

A reputation for truthfulness is indispensable to permanent and satisfying success.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON

You can lose more than we do by not subscribing for this paper.



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry and a great variety of Show Case Goods Send for Catalogue.

THE SUPPLY CO., Niagara Falls, Ont.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, Ontario.

"IDEAS FOR HARDWARE MERCHANTS,"

JUST PUBLISHED

PRICE $1.00 POSTPAID.

This novel book is the only book ever written especially for Hardware men, and every Hardware Merchant will find it of decided help and of intrinsic value. It tells HOW TO ADVERTISE a Hardware Store. HOW TO DRESS a Hardware Store Window. HOW TO SELECT Seasonable Goods and HOW TO DISPLAY them to best Advantage. HOW TO MAKE a success with Hardware. HOW TO COMPETE with "Department Stores." HOW TO TURN a Credit Business into a Cash Business. HOW TO AVOID Bad Debts and Increase Trade. HOW TO SECURE Low Quotations from Jobbers and Manufacturers. HOW TO ARRANGE the Fixtures in a Hardware Store. HOW TO TREAT and Manage Clerks. HOW TO KEEP your Accounts with the Least Labor. HOW TO SYSTEMATIZE your Business and Arrange its Details. HOW TO ARRANGE Price Lists. HOW TO MEET close Competitors and HOW TO BE ENTERPRISING. HOW TO PROPERLY proportion Store Expenses, and thousands of practical hints for Hardware Merchants.

"Ideas for Hardware Merchants" sent postpaid upon receipt of price.

D. T. MALLETT,
P. O. Box 108, New Haven, Conn

FOR SALE OR TO RENT.

Gas and water pipe Foundry (vertical). Capacity 15 tons per day, fully equipped. Valuable franchise of free water and taxes in connection. For particulars apply to

St. Thomas Pipe & Foundry Co., Ld.
ST. THOMAS, ONT.

MICA.

I have arranged with several Canadian producers of White and Amber Mica to act as their agent. Send for samples and prices.

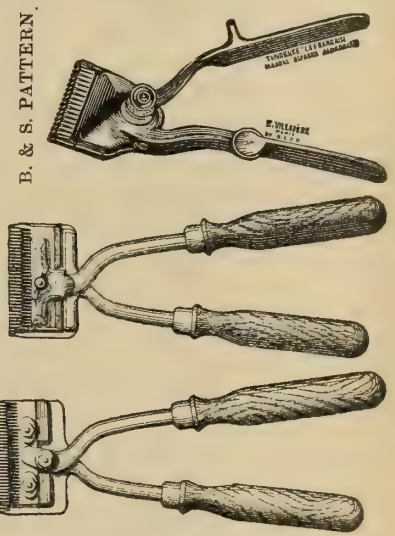
CHAS. D. CHOWN
KINGSTON, ONT.

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above.

Villadere Clippers.

INTERCHANGEABLE PARTS. B. & S. PATTERN. POPULAR PATTERNS.

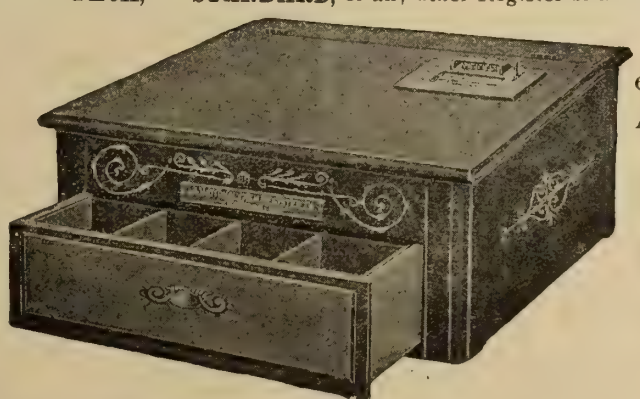


ATTRACTIVE PRICES

Sole Agents for Canada,
Painchaud, Squire & Co.
Temple Building, **MONTREAL.**

Autographic Cash Registers.

Before ordering any Autographic Register, see the **NATIONAL.** Guaranteed equal to the **PECK**, the **STANDARD**, or any other Register of this kind, and only half the price.



We make 34 different kinds of Cash and Autographic Registers

PRICES:

$15, $20, $25, $30,
$50, $60, $75,
$100, $125, $150,
$175, $200,
$225 and $250.

No. 33 AUTOGRAPHIC, with Combination Lock, $20.

Why pay others $30 or $40 for an Autographic Register when we will sell you one superior to any other made, for $15 or $20?

THE NATIONAL CASH REGISTER CO.,
DAYTON, OHIO, U. S. A.

Canadian Salesrooms: Toronto, Ontario, 63 King Street W; Halifax, N. S., 107 Holles Street; Montreal, P. Q., 174 St. James Street; Winnipeg, Man., Main and Queen Sts

MARKETS

MONTREAL MARKETS.

MONTREAL, June 17, 1892.

HARDWARE.

The condition of the iron market is not so good in tone this week as last warrants have fallen to £41 0s. 7d. during the week, and all makers brands are a trifle easier. Locally the market for iron and heavies is not very brisk and the trade doing is very small, and prices are unaffected. Ingot tin is on the boom, and a further advance has been cabled from England, viz., £2, this will have a strengthening effect on coke tin, which is very low at this stage. Cement is about the same and very much cut up it is. Chemicals, glass and oils are quiet with only a fair trade doing.

PIG IRON.

The demand for pig iron is not so good as it was last week, this is no doubt due to the warrents dropping in England. They are now quoted £41 0s. 7d. and makers brands a trifle lower all round. The local market meets with fair jobbing sales, but we do not hear of any round lots being cleared. With the low freights still ruling, the tone of the iron market will not likely improve for some time to come. Spot prices are not affected by the lower warrants. We quote Summerlee and equal brands $19, Eglinton $18.50, and Carnbroe $17.50.

BAR IRON.

We have to report the usual demand for bar iron which is being moved in small lots from makers hands. Speculative deals in above line are few and far between as this line meets with steady sales in a small way. We quote $1.85 from makers and $1.90 from jobber, and $2 in a small way.

SCRAP IRON.

A fair trade is being done in wrought scrap of which the majority is imported as the scrap picked up here is of such poor quality founders will not handle it, and what is got together is of such small quantities that it will not supply the demand. Cast scrap is quiet with a small trade doing. We quote wrought scrap at $15.50 to $16 and cast at $13 to $14, according to quality.

TIN PLATES.

The continued boom in ingot tin will no doubt affect the price of cokes, but as yet spot prices are the same. Locally trade has been of a small nature, with no large sales to report. We quote cokes at $3 30 to $3.50, and charcoals $3 75 to $4 50.

TERNE AND MERCHANT PLATES.

Terne plate is still quiet, and what sales that were made were small and for actual wants. Merchant plate seems to have struck the right market and we have to note quite a few sales. We quote terne plate $7.25 to $8, merchant plate IC. 20x28 $13.50, and IX. $16.

CANADA PLATES.

Canada plates meet with fair sales owing to the continued good demand for mixed paints, which to a certain extent makes good movement. Stocks on spot are light and prices are unchanged during the week. We quote $2.50, $2.55 and $2.60, according to quality.

COPPER, ETC.,

Copper is still firm, with a fair jobbing trade doing. We hear of a round lot being offered at 12¾c, but do not hear of any deals closed at that figure. Ingot tin has advanced in England as well as here, and is now held very firm, with further advances expected, as the bulk of the stock on the other side, which is small, is in speculators' hands. Holders on the other side say they will run the minimum price up to equal to 32c. here. Ingot went as high as that a few years ago. We quote copper 13 to 14c. and ingot tin 23½ to 25c.

NAILS

The continued good demand is all there is to note regarding nails. Regular 3-inch iron stock bring $2 35 and steel 10c. a keg higher. The demand for steel wire nails lately has been good and prices remain the same.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

GENERAL HARDWARE.

All the trade speak encouragingly of the state of trade, travellers are out and seem to be doing fairly in all lines, if the orders they are sending in are any criterion. Manufacturers agents report good orders for future delivery, and also say that this has been one of the best years they have seen for some time. In the French section of the country trade lately has been good, as all the French houses seem to wear pleasant faces. Payments have been up to the standard lately, and that makes the trade wear a better look, and from a Montreal point of view the state of trade on the whole is encouraging. The lines mentioned from time to time are still in good demand.

CHEMICALS

The chemical market is now in its quiet season, and the trade that is being done is only small and for immediate wants.

Bleaching powder,	$2 30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.28	to	0.32½
Cutch,	0.08	to	0.09
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

The local glass market is still very quiet, and the trade doing is only a hand to mouth one. Prices are however firm as cutting would do little good as regards increasing business. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.20 to $3.40 for thirds and fourths.

OILS.

The oil business is about the same as last week, with only a small trade doing. Seal oil is a trifle easier and linseed is held firmer. We quote:—Cod Newfoundland 45c.; seal, steam refined 45c.; linseed raw 56 to 57c.; linseed, boiled 59 to 60c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25; turpentine, 50 to 51c. Less 3 per cent. 30 days.

PAINTS AND LEADS.

The manufacturers still report a large trade doing in all lines of paints and leads. The retail trade say that since the last warm spell started business with them has been fine in all lines of house paints. We quote; Government standard, $5.50 to $6; No. 1, $5.00; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

Refrigerators. Ice Cream Freezers.
Oil, Gas and Gosoline Stoves.
Galvanized Eave Trough.
Water Filters and Coolers. Brass Bird Cages.

If you want a Coal or Wood Furnace, write our nearest house. We guarantee full satisfaction.

The McClary Mf'g. Co.,

LONDON, TORONTO, MONTREAL, WINNIPEG.

MONTREAL MARKETS—Continued.

CEMENT AND FIRE BRICK.

The cement people report trade quiet, and outside of small lots being shipped west at weak prices there is not much doing on spot. The contract for street paving has been given out, and this no doubt will make a rush for a while, but on the whole the cement trade is of a very unsatisfactory nature, as prices are so low dealers are barely making a living, and if an improvement is not made soon some of the small dealers will no doubt go to the wall. Firebricks are steady and in good demand. We quote as follows :—Belgian $2.10 to $2.15; Newcastle, $2.25 to $2.35; London, $2.35 to $2.50; fire bricks, $20 to $25 per 1,000 ; and off ship $17 50 to $22

NAVAL STORES.

A steady demand is all there is to note in the ship chandlers' business, which on the whole has been good up to date. We quote: Turpentine, 50 to 51c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5¼c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes. Pine pitch $2.60, pine tar $4 00, rosin $2.50 to $4.00

PETROLEUM

Owing to this being the dull season for petroleum the demand for refined stock is very small, but dealers are not complaining, as trade is as good as can be expected for the season. We note the quotations : Canadian, 11c. at Petrolia, 12¼c. in car lots at Montreal, and 14½c. for single casks ; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia ; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash ; American benzine, 23 to 25c., and Canadian, 10c. in car lots, and 11½c. to 15c. in smaller quantities.

TORONTO MARKETS.

TORONTO, June, 17, 1892.

HARDWARE.

This week shows no deviation from the course pursued by trade during the past two months, a course not particularly regular, but yielding a satisfactory average in the volume of its business Taken one day with another, the week's returns are fairly good; orders it is true are more notable for their number than their individual magnitude, but they count up. The complaint of cutting is general, and the contagion of low prices extends to lines that heretofore have by common consent been regarded as not worth handling unless they yielded a liberal profit. On such goods, the jobbers margin frequently melts down from 25 to 8 per cent. Thus, the main offset to the cutting on staples is removed, and there is little made on anything. What tends to perpetuate the practice is the very conservative buying habits of retailers, who are far from addicted to making full season purchases long in advance of stock needs. Their mistrust of prices appears to be growing, and if the concessions of wholesalers continue to be as freely granted, that mistrust will have proof that it is fully warranted. All seasonable goods are in demand. Travellers are booking forward orders and prospects are favorable for a good fall trade. Collections are better than they were a year ago. House furnishers report trade in refrigerators good, and manufacturers are having a good season in gas stoves. Tinware has sold exceptionally well since early spring, and a line that has been in unusually strong request is milk can trimmings.

BARB WIRE—The demand appears to lose none of its buoyancy, a good business having been done this week at steady prices.

BINDER TWINE—The price is unchanged, business is of small proportions, owing, it is supposed, to the competition of the Massey-Harris Co. in selling to farmers.

BOLTS—The call for keeping assortments filled is not a very heavy one. Prices are unchanged.

BUILDERS' HARDWARE—Not much progress is observable, the limitations upon the demand being evidently more than transient.

CHAIN—No feature in the sale of chain is more marked than the quiet state into which it has fallen.

CORDAGE—Is steady. Quotations are on a basis of 11¾c. for Manilla, 9¾c. for Sisal, 8¼c. for tarred lath yarn, and 6¼ to 7c. for jute.

HORSE NAILS—Jobbers quote 60 to 60 and 5 from the list, but do not report any business worth mentioning.

HORSE SHOES—These quote at $3.60 to $3.70 and are very quiet.

NAILS—Small orders are being filled every day. Prices in both cut and wire nails are very steady.

WIRE—The scarcity of No. 11 in oiled, annealed, and galvanized continues to impede business.

EASTLAKE
MANUFACTURED BY
METALLIC ROOFING CO
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL SHINGLES

METALS.

This market has little to show in the way of sales for the week just past. As usual, buyers do not want large quantities in any one purchase, but as there is an increasing call for supplies as consumers get farther into the season, metal merchants look for an improvement very soon. Prices have not shown any fluctuating tendency to note, if exception be made for a firmer tone in tin.

ANTIMONY—The transactions on this market have not been considerable or numerous enough to disturb prices, but in New York there has been some shading. We quote yet 14½c. for Cookson's and 13½c. for other brands.

CANADA PLATES—Business is expected to open up next month.

COPPER—The reports of an agreement among the mine owners on both sides of the Atlantic, for the purpose of restricting output, continue to vary. It is said that the matter has at last been definitely settled, but this may be contradicted by the next news. Prices are steady. Here business is rather quiet. Lake ingots are 13¾ to 14c., casting brands 13½c.

GALVANIZED IRON—There is some scarcity on spot and the demand is somewhat active. Shipments are late in coming to hand. The price for 28-gauge is 5¼c.

LEAD—Some slight firmness in the English market is to be reported, but the general flatness of the past several weeks is not materially relieved. The price is 3⅜c. for domestic and 3⅝c. for imported.

SHEET ZINC—Is quiet at 6⅜c. in casks and 6⅝c. in broken lots.

SPELTER—Scarcity makes it firm in England, and in a lesser degree has the same effect in New York. The demand here is strong enough to support present prices, which are 4½c. for domestic and 5½c. for imported.

TIN—The price of Straits tin in London and New York has been confirmed and slightly increased. Those who bought at much lower prices than those ruling now do not evince any anxiety to realize, which

STOVE BOARDS AND FALL GOODS.

WE AGAIN HAVE PLEASURE IN OFFERING

Lithographed Stove Boards

Which we placed so successfully on the market last year. Our designs this year leave imitations away behind.

GET OUR BOARDS.

Thos. DAVIDSON & CO.,

474 St. Paul St., MONTREAL.

MARKETS.—Continued

shows that belief in the position of the market is strong. There is little stock held locally, and prices are firm at 24½ to 25c.

TIN PLATE—There is a better demand from this side of the water, and makers of Canadian cannery supplies are bringing in orders. Prices are unchanged.

IRON AND STEEL.

Some very good sales of Summerlee have been made this week, and a few fair-sized lots of Seimens have changed hands at full prices. Inquiry for Carnbroe is developing, and orders for fall delivery are beginning to come in. The sale of United States iron shows no change, but continues to be active.

Bar iron is fairly active from $2.05 upwards. Steel plates for boilers have been in request, several good sales having been made this week. Dalzell plate going at$ 2.40 for double-crown. Scotch boiler tubes have also had good call, Wilson's having sold particularly well.

OILS, PAINTS AND COLORS.

Linseed oil has not been changed in quotation, but is in better tone outside than it was. The quotations for Toronto, Hamilton, London and Guelph are : For raw, 55½c. in 1 to 3 barrel lots, and 55c. for larger quantities. For other points 2c. is added and freight prepaid. Castor oil is down to 8 and 8½c., being lower in Calcutta on account of the decline in silver. Turpentine has gone lower, being now 44½c. on spot. The demand for Paris green is well maintained at 13 to 15c. White lead is steady at 5¼ to 5½c. All other lines are unchanged, and trade is remarkably active.

GLASS.

A fair outward movement from a basis of $1.35 is all that calls for notice.

PETROLEUM.

Trade is quite spiritless, there being little selling in a large way and prices being easy. The quotation on Canadian refined is 14 to 15c.

The Petrolia Advertiser reports : Petrolia crude $1.28½ per barrel ; Oil Springs crude $1.29 per bbl. The price of crude remains the same as last week and we might say is nominal, as very little business has been done

OLD MATERIAL.

The market for old material is perhaps slightly more favorable to sellers owing to the fact that its outlet is not clogged so much by slow call from the foundries and other manufactories. Prices firm. No. 1 heavy cast scrap 65 to 70c. per 100 ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c; light scrap brass 5½c. ; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c. ; scrap rubber, 2¼ to 2½c. ; country mixed rags, 80 to 85c. per 100 lbs. ; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c. ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

HIDES, ETC.

HIDES—Depression in the hide market at all its centres makes any falling off in the supply a matter of satisfaction to buyers. The receipts of green are probably somewhat lower this week. The prices are the same, viz. : Cows' No. 1, 4½c., No. 2, 3½c., No. 3, 2½c. Steers are 1c. higher. Cured hides move out slowly at 5c.

SKINS—Sheepskins are becoming scarce. The quotation is $1.30 to $1.50. Pelts are plentiful at 15c. Lambskins are also in freer receipt at 30 to 35c. There is no change in calfskins, except that they are somewhat less plentiful at 5 to 7c.

TALLOW—There is an ample supply. Rough brings 2c. Dealers pay 5c. for rendered and re-sell at 5½c.

WOOL—Farmers are bringing in a considerable quantity of fleece wool, which quotes at 17c. for combing wool and 20 to 22c. for clothing wool. Pulled sells slowly at 22c. for super and 25c. for extra.

AMERICAN METAL MARKET.

NEW YORK, June 16, 1892.

From the leading sources of production late advices indicate slight improvement in the market for partly finished steel, such as billets, rods, etc., but the moderate turn for the better in values has been followed by rather more anxiety on the part of producers for orders, and it is uncertain what the outcome may be, since the capacity for production in those lines is practically an unknown quantity, while crude material is plentiful and cheap. When it comes to finished productions, the experience is decidedly variable. For example, beams and other shapes for structual purposes are doing fairly well, and the business in ordinary bars, sheets, etc., is of seasonable proportions, but railroad patronage fails to improve, and the backward condition of affairs there is a more or less serious drawback.

The persistent offering of Southern brands of foundry pig iron at exceedingly low prices and somewhat peculiar concessions made by several Northern producers seems to be gradually leading to a crisis, and, unless present signs are very much at fault an application of the heroic remedy is likely to be made before the end of the present month. That is to say, those producers who experience more or less annoyance from concessions of about 25c. per ton made by near-by competitors manifest some signs of impatience, and should this condition of affairs continue a cut of 50c. possibly $1, per ton will be made on short notice. At present some prominent Lehigh Valley furnacemen are selling first-class No. 1 X foundry at a price equivalent to about $15.75 at tidewater. and seem more disposed to take orders on that basis than to curtail output. Producers of inferior iron go even lower on price, while Southern concerns are sellers at irregular rates, all of which makes the situation the reverse of encouraging to interests that are disposed to steady values. Pending developments quotations remain about as given last week. Standard Northern brands are quoted at $15.50 to $16 for No. 1 X and $14.50 to 15 for No 2 X. and $14 to $14.50 for grey forge. Southern brands about $15 to $15.50 for No. 1 foundry, $14.25 to $14 50 for No. 2 foundry, and No. 1 soft: $13.50 to $14.00 for No. 2 soft; $13.00 to $13.50 for grey forge. Scotch pig about $21.00 to $21.25 for Coltness, $20.50 for Summerlee and $20 for Eglinton. Foreign spiegeleisen remains nominally $23.00 to $23 50 for 10 to 12 per cent., and $26.50 for 20 per cent., and 80 per cent ferro-manganese about $61 00 to $61.50 delivered here.

Old material finds slow sale and prices are still rather weak. Old iron tee rails quoted at $17.50 to $18 f.o.b. cars at Jersey City ; old steel rails $15. No. 1. wrought scrap iron, $16 on lighter at New York and 17.00 on cars at Jersey City ; machinery cast scrap at $14.00 leaf spring steel at $21, and cast borings at $8 to 9 nominal.

Local agents have nothing brilliant to remark about business in steel rails. All hands in fact, report a dearth of orders for other than small lots and absence of inquiries that would encourage hope of more satisfactory experience in the immediate future. The official returns of sales are kept private at the wish of the majority of the "combine," and it is problematical whether the Association prices check business or not. The "combine" prices for heavy sections are $30 f. o. b. mill and $30 75 at tidewater.

TIN.—The clique have carried prices for Straits pig tin up to £102 10s. for prompt, and £102 for future delivery in the London market. This rise has served to bring about an advance in the local market to 22c for prompt, and 22. 10c for July delivery. On the advance less than 100 tons have been traded in here in a speculative way, but the leading operators on the "bull" side are none the less aggressive, and movement of stock into the channels of consumption is still of full volume for the season. The rise in London has somewhat excited the Straits market, and direct importations from that quarter could not have been made at much if anything under 22½c yesterday.

COPPER.--Is wholly unchanged. Some intermediaries in the trade taking their cue from head-quarters, are profuse in statements to the effect that consumers will have to buy freely during the next two or three weeks, but no sign of anything of the sort is visible at the present time, and necessary supplies are picked up at last weeks prices without difficulty. The actual trading basis is about 11.85c for Lake Superior ingot and 11⅛ to 11¼ for common casting copper. Latest London cables quoted merchant bars at £46 5s for prompt, and £46 15s for future delivery.

LEAD.—Several hundred tons of pig lead have been sold at 4.10 to 4⅛c, and the market remains in a more or less unsettled condition, with some anxiety on the part of buyers for orders for future shipment at prices on the basis of those above quoted.

SPELTER.—Is dull and prices are unsettled ranging all the way from 4.90 to 4.95c for prompt delivery, down to 4.70c for shipments 60 days ahead. Purchases are still on a moderate scale, and the demand is spiritless.

TIN PLATE.—Has been quiet, but in the absence of pressure of spot stock and future offering moderate prices remain steady.

THE OAKVILLE BASKET COMPANY,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

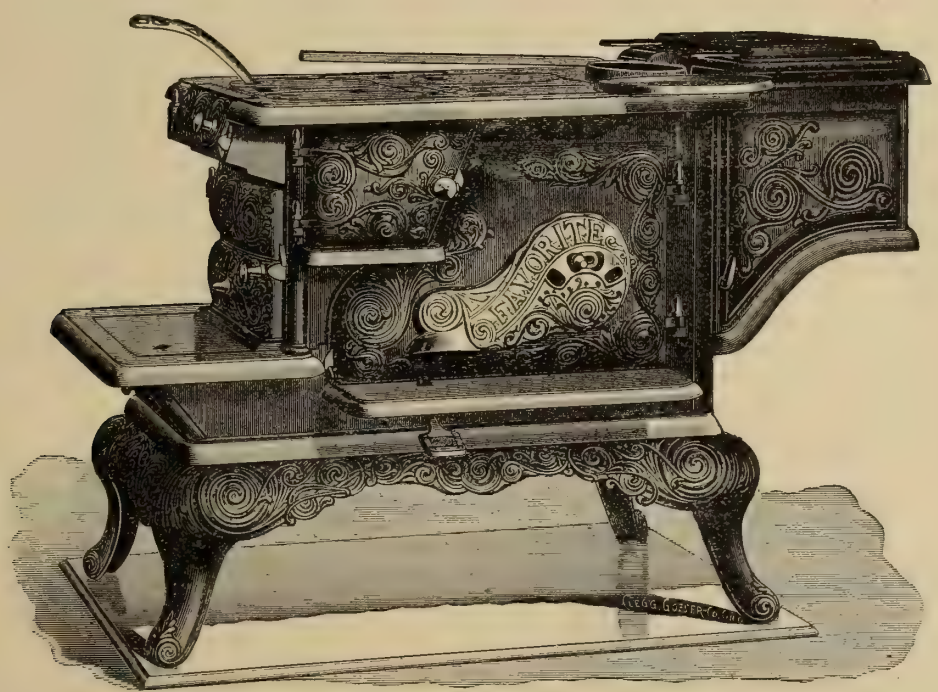
BASKETS

THE OAKVILLE BASKET CO.,

OAKVILLE, ONTARIO.

In this and succeeding issues we will present to the trade a number of lines of new cook stoves and ranges which we believe are the greatest inducement at the prices ever offered to stove buyers.

Will take much pleasure in answering any enquiries regarding our goods.



Clare Bros. & Co.,

PRESTON, ONT.

——MAKERS OF——

Fine Stoves, Ranges, Hollow-ware, etc.

SPOKESMEN FOR AN IRON INDUSTRY.

A short time ago a petition, signed by many provincial capitalists, was presented to the Attorney General of Ontario asking for Government aid towards the erection of a blast furnace in this province. The Government invited a deputation to meet them and discuss the matter, and in persuance of this invitation there waited upon the Attorney-General, Sir Oliver Mowat, on Tuesday afternoon a number of gentleman, among whom were : H. S. Howland, chairman of the deputation ; Mr. Blue, director of mines; C. Gordon Richardson ; W. Hamilton Merritt, F.G.S., H. P. Dwight, J. J. Gartshore, Lockhart Gordon, N. G. Bigelow, M.P.P., T. D. Ledyard, Mr. McCracken, L. O. P. Genereux, Elias Rogers, S. H. Janes, Robert Jaffray, F. H. Nichols, W. I. Mackenzie, John I. Davidson, Joseph Blakely, Mr. Livingston, T. McFalkner and Mr. O'Leary, Q.C., of Lindsay.

Mr. Howland introduced the deputation. Elias Rogers referred to the benefits which would accrue to the country by the development of its mining interests, and especially by the impetus which would be given to those branches of industry requiring the consumption of raw metal products. This result could be accomplished only by the erection of a blast furnace for the erection of Ontario ore, which would produce 100 or 150 tons of pig iron daily. Mr. Rogers thought that comparatively little risk would be incurred in carrying out the scheme, but in conversation with capitalists in the United States he had found that it would be impossible to capitalize the project until some further guarantee could be given of its ultimate success. This could only be brought about by the Government taking an interest in the matter and ascertaining by means of the diamond drill the extent and quality of the ore, and by aiding in the erection of a blast furnace by granting a bonus of $2 a ton on the output.

W. Hamilton Merritt presented the question from a scientific standpoint. He said that the United States produced 45 times as much pig iron per capita as we do in Canada, and as the individual consumption is about the same in both countries, the showing was not very complimentary to Canada. The Americans are obliged to import their best qualities from Spain and Cuba, while in Ontario there are deposits quite up to the standard of either the Spanish or Cuban ore. From his own personal acquaintance with the Ontario mining districts, he strongly urged upon the Government the necessity of considering a project of such importance to the industry of the country, especially since there were such unequalled natural facilities for its successful accomplishment.

T. D. Ledyard followed, and said that within 110 miles of Toronto, there were large contiguous deposits of both magnetite and hematite ore and situated near present lines of railroads. Mr. Ledyard read a communication from Norris & Bros., of Baltimore, giving evidence of the superior quality of Canadian ore. He said that ore was remarkably low in its percentage of phosphorus, which means that the high grades of iron and steel could be produced from it. Regarding fuel, Mr. Ledyard said coal could be laid down there cheaper than it could be at Chicago, which was one the largest iron manufacturing cities in America.

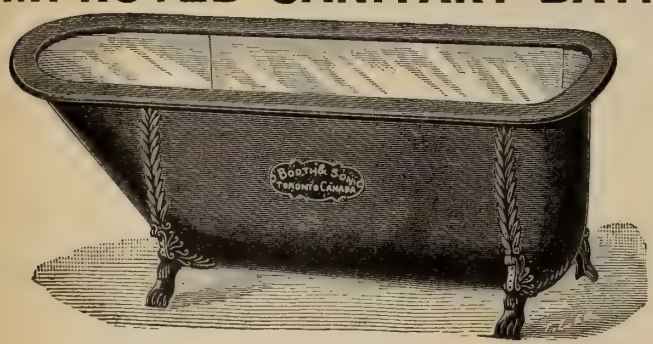
The deputation estimated the cost of a furnace at $500,000, which Hon. Mr. Fraser thought high, since he had an estimate of a furnace in Michigan, turning out 150 tons per day, which cost $150,000 ; but it was explained to the hon. gentleman that that was a charcoal furnace, and the proposed Ontario furnace would use coke, and that the actual cost of the furnace was estimated at $200,000 ; but the cost of the site, foundation, etc., would aggregate $500,000.

Sir Oliver Mowat said the question was one of great interest, and would receive his most earnest attention.

The hardware store of J. B. Crawford at Dutton was broken into by some parties, and the safe, which had been left unlocked the night before, ransacked. The thieves cut a hole in the cellar door by means of a brace and bit, large enough to admit the hand, and then removed the bar which fastened the door. The safe contained $28.65 in cash, which was taken, besides a number of pocket knives from the show case.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long ; 23 in. wide ; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

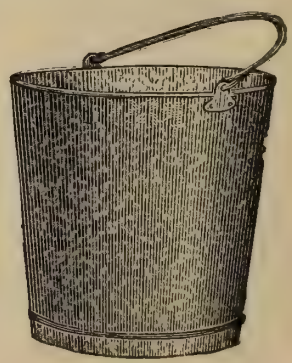
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

Galvanized Bucket.



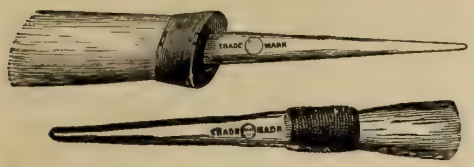
We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer.

THE BEST English Sporting Gunpowder

USE THE

"ALLIANCE"

PRIZE POWDER.

—Mane only by—

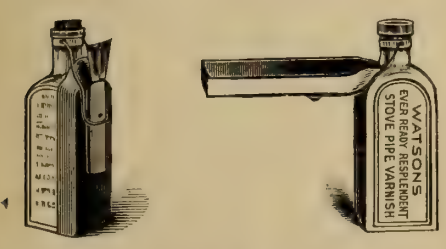
Pigou, Wilks & Lawrence, L'd.,

11 Queen Victoria St., London, E. C.

Always obtainable from

Frank S. Taggart & Co., Toronto.

The Hingston-Smith Arms Co., Winnipeg.



RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes, Piano and Furniture Polish, Stove Pipe Varnish, etc.

PARIS ONT.

IN acknowledging the very hearty support we have received from the trade since the issue of our circular of 1st March, we desire to remind all buyers in Canada that we are

THE ONLY MANUFACTURERS

Of the following registered brands of goods; that we have beyond all comparison the best appliances for their manufacture; and that good business economy will be secured only by purchasing from us.

"JOHNSON MAGNETIC" Iron Paint.
"SUN" VARNISH, for Indoor and Outdoor.
"PEERLESS" VARNISH for all purposes.
"MANHATTAN" COACH COLORS.
"O. J." & "O. J. X." VERMILIONS.

"FRENCH PEPPERMENT"
"ROYAL PEPPERMENT"
"EVERGREEN"
"MISTLETOW"
} Window Blind Greens.

"ELEPHANT" WHITE LEAD,
JOHNSON'S "DECORATORS' PURE" White Lead.

"ELEPHANT"
"JOHNSON'S PURE"
"VICTORIA"
} Ready Mixed Paints.

MODERN ANTIQUE PASTE PAINT, &c., &c.

ASSORTED STOCK HAS NOW GONE FORWARD TO TORONTO TO EXPEDITE THE FILLING OF ORDERS FOR WESTERN ONTARIO.

THE CANADA PAINT COMPANY, Ltd.,

P. O. Box 2029. 572 William Street. Montreal.

LAZY BRAZILIAN MERCHANTS

Next to indolence, the most impressive trait of Brazilian character, a correspondent writes, is morbid curiosity, and it is that which keeps him continually out of doors, perambulating a regular beat like a policeman, and which sends him to the station every morning when the train departs for Rio and every evening when it returns. Walk along any street in Brazil at any time of day, and you will observe that nearly every window is decorated with female heads and shoulders hanging over the sills, while their owners chatter with one another and minutely inspect all passersby—evidently quite as willing to be seen as to see.

Not only do women of the working classes spend most of their waking hours in this way, but the habit is universal—probably the natural outcome of the national characteristic of morbid curosity, enhanced by the Latin notion that for females "a little learning is a dangerous thing" that reading is not good for them, and that work of every kind should be left entirely to the servants. Thus, ladies of upper-tendom have not even the care of their own children to occupy their thoughts, and society ordains that they must not walk abroad unless accompanied by some male relative.

Therefore, without resources in themselves or cultivated tastes to gratify—nothing in the world to do but to eat, sleep and look as pretty as nature will allow—the poor things are driven to pass much of their useless lives lounging in balconies and hanging out of windows. The only alternative is religion and music, and in both distractions they indulge in excess without going very deeply into the whys and wherefores. Day after day, year in and out, one may hear them strumming over and over again the same lightest of French, Spanish and Portuguese operas, until the wonder grows that in crowded communities—the windows and doors being always open—the neighbors are not driven stark, staring mad; as, perhaps, they would be were not the noise partially drowned by that they are making themselves—the same airs being continually rattled on every piano all up and down the street.

Shopping in Brazil is by no means the pleasant occupation one may find it in New York. Everywhere in this country you will find the merchants blocking their own doorways, even during the busiest hours of the day, by standing in them, gazing into the street—not because they expect anything to happen, but merely from an overweening desire to see what other people are doing—the same instinct which impels them at the heatre to turn their backs upon the high-priced performance and spend the time staring at each other. If you insist upon buying something, and succeed in pinning the unwilling shopkeeper behind the counter, you cannot infuse into him any apparent interest either in your business or his.

He treats you with an air that plainly says your patronage is nothing to him. In reply to your inquiry for some desired article he is quite as likely to say he has it not, though it may be in plain sight; and should you point it out he will smile and elevate his eyebrows as if to say: "What persistent bores these foreigners are." Or perhaps, if you ask for a particular thing, he will direct you to the case or drawer where it ought to be and leave you to search for yourself while he hurries back to his street, gazing and gossiping.

No matter how much or how frequently you buy, there is never any discount, and if you object to an extortionate price the merchant smiles politely, shrugs his shoulders, and turns his entire attention to the cigarette he has all the time been smoking, as if glad to be rid of you on any terms. And then it is so exasperating to take a long walk in the broiling sun to find the shops closed, as they are about two-thirds of the time (always excepting Sundays), because it happens to be some saint's day or patriotic anniversary, or because the alleged business hours have not begun, or maybe they are over for that day, though the streets are yet thronged with possible customers.—Philadelphia Telegraph.

IS CHEAPNESS A BENEFIT?

All the staples which enter into the cost of living are selling today cheaper than ever before in the history of this country, and still the cry is for cheaper goods, from the halls of Congress and the homes of wealth down to the humble cottage and frugal fireside of the day laborer. From the halls of Congress it is the cry of the demagogue for the political effect; from the homes of wealth it is the voice of arrogant selfishness which thinks that the lavish dollars of wealth should have a greater purchasing power than the scanty dollars of toil and penury; from the humble cottage of labor it is the pleading of necessity. The universal trend of all business interchange is toward cheapness, and to-day there is scarcely an article of necessity or luxury that is not being produced and sold at less cost than ever before known in this country. A dollar to-day has a greater purchasing power in either the necessities or luxuries of life than at any time since its adoption as a measure of values.

Is this cheapness beneficial? Does it really contribute to the prosperity and comfort of the people? Does it really add to the prosperity of that class of our citizens who are supposed to be the most benefitted by it, namely, the consumers and laboring class? Is this nation as a whole, in a more prosperous condition by reason of this era of cheapness? We know that upon the impulse of the moment these interrogatories would be answered in the affirmative and that the negative proposition would seem almost a paradox yet we believe that the latter proposition would be the correct one and that the era of cheapness is being carried to too great an extreme at the present time for the good of the masses and the general business prosperity of the country at large. We believe that if profits were heavier and more assured in all lines of manufacture and business than they are at the present time that labor would be better employed and command a higher wage than it does now and that there would follow as a result a greater prosperity to all lines of business and to all classes of citizens than the country enjoys at the present time.

There is a distinction between cheapening cheapness. The former implies the lessening of price withot materially affecting the profit, while the latter indicates a lowness of price that affords little or no profit above the actual cost of production. The first may result from various causes, such as cheaper raw material, new and improved methods of manufacture, producing in larger quantities without a corresponding increase in labor and expense, etc. The second signifies the reduction of price by a reduction of the established cost of production and a sacrifice of reasonable profits. An article may be cheapened without affecting the price of the labor employed in its production, and is therefore detrimental to the prosperity of the people when its tendency becomes general.

Cheapness tends to inferiority, not only in the quality of the article produced, but also in the labor necessary to its production. It is this tendency to cheapness that has created the demand for Chinese, convict and pauper labor, and introduced child labor and the "sweating process" into the labor element of manufacture. This same tendency to cheapness leads the retail merchant to employ cheap and inexperienced help in his store, and the result is that cheapness in manufactured articles tends towards a general reduction of the price of labor.

Inferiority in the quality deceives and defrauds the customer and as a rule makes the cheap article more expensive to the purchaser, in the end, than the dearer article of better quality would have been. Cheapness always offers a premium upon inferiority and adulteration so that the consumer in the end is generally cheated more in the quality than he is benefitted in the price. Because of these results cheapness is not always desireable or beneficial.

The commercial trusts and monopolies of the present time are, we believe, largely the natural results of the tendency to cheapness that has permeated all commercial transactions.

We believe that to-day there would be a greater degree of prosperity among all classes of citizens, and a more vigorous and healthy tone to all branches of business, if the prices of all manufactured staples were not forced down so close to the actual cost of production. Cheapness may be a benefit to those who already have the dollar with which to purchase, but to him who has to acquire the dollar first, it is a detriment in that it lessens his opportunity for earning that dollar. As the latter class predominate in the citizenship of the country, therefore we take the position that cheapness is not beneficial.—Omaha Trade Journal.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

SHOVELS--Fenerty's.

We know whereof we speak. We claim we are giving the best value of any makers in the Dominion.

LOTS OF TESTIMONIALS.

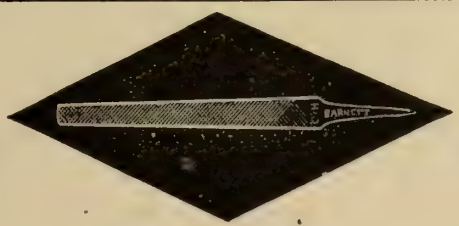
DEALERS, BUY THEM, AND LET YOUR CUSTOMERS TRY THEM.

CRAIG, MacARTHUR & CO., Toronto.
JNO. PETERS & CO., Halifax.
JAS. E. CHIPMAN, Vancouver.

CAN TELL YOU ALL ABOUT THEM.

HALIFAX SHOVEL CO., Ltd., Halifax, N. S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

We are now in position to name prices on 1, 4 and 6 piece

ELBOWS, STOVE BOARDS,

Paper and Wood Lined, Crystalized and Embossed.

Patent Stove Pipe, Coal Hods, Fire Shovels.

WRITE FOR PRICES.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: 164 Fenchurch St., LONDON.

Business Changes

SALES MADE OR PENDING.

H. A. Muirhead & Co., ship chandlers, Chatham, N. B., have sold out.

H. Beese, general merchant, Mildmay, Ont., is selling out and removing.

The general store stock in the estate of S. K. Holmes, Parrsboro, N.S., is sold.

James A. Sinnott & Co., general merchants, Apohaqui, N.B., have sold out.

The stock in the general store of T. A. Jones, Northfield, B. C., has been sold by assignee.

C. F. Bennett & Co., general merchants and fish dealers, St. John's Newfoundland, have sold out.

Thomas Brownlow's stock at Winnipeg was sold to Mr. George Clements for 49½ cents on the dollar.

Falconer & Martin, hardware and stove dealers, Deloraine, Man., have sold out their Melita branch to Morse & Bradfield.

CHANGES IN NAME OR COMPOSITION OF FIRM.

James H Buckley, general merchant, Guysboro, N. S., has registered consent for his wife, M. J. Buckley, to transact business.

Auld & Woodyatt, manufacturers of lawn mowers and general hardware, Guelph, Ont., have dissolved, A. R. Woodyatt continuing.

M. C. Grant and W. Marshall Black have retired from the firm Black Bros. & Co., wholesale and retail hardware dealers, Halifax. Geo. J. Troop and Gilbert S. Troop continue the business under the old style.

REMOVALS AND DEATHS.

Wm. Chadsey, general merchant, Chilliwack, B. C., is succeeded by A. B. Irwin.

FIRES.

F. S. Harrison, general merchant, Portland, Ont., is burnt out. Partially insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Leon Larochelle, general merchant, St. Henri (Levis Co.), Que, has assigned.

L. O. H. Langlois, general merchant, St. Hughes, Que., is asking an extension.

J. G. Wegenast & Co., general merchants, Plattsville, Ont., is offering to compromise.

E. N. Levallee, general merchant, St. Phillippe de Nery, Que., has assigned to H. A. Bedard, Que.

In the insolvency of E. E. Mills, Kinmount, who assigned in this city, an offer has been made of 60c. in the dollar, which will probably be accepted.

The creditors of T. A. Wilson, general dealer, Brantford, met at Richard Tew's office under an assignment made last week. No offer of composition was made, but an adjournment was ordered to allow the debtor to make proper arrangements to repossess the stock. The liabilities reach $7,000, with assets $3,000.

FOR SALE.

A SNAP—HARDWARE AND TIN BUSINESS established thirty years for sale. Store and stand finest in Toronto. Stock, $4,000. Roseburgh & Sons, 278 Queen St. W. 25

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

TRAVELLER WANTED, IN A FEW months hence, a travelling salesman, one who understands the stove, tinware or hardware trade throughout Manitoba and the North West. Give particulars as to past employment, also salary received. State whether married or single, age, etc. Correspondence confidential. Address, "North West," care HARDWARE.

SNIDER RIFLES WANTED.

WE WANT HALF A DOZEN SECOND-HAND Snider-Enfield Rifles—military pattern—any kind will do if they are complete and the price be low Address, Snider-Enfield, care HARDWARE. tf.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

WHY NOT ADD
ELECTRIC BELLS
BATTERIES AND
PUSH BUTTONS
To Your Stock, and Make Money?

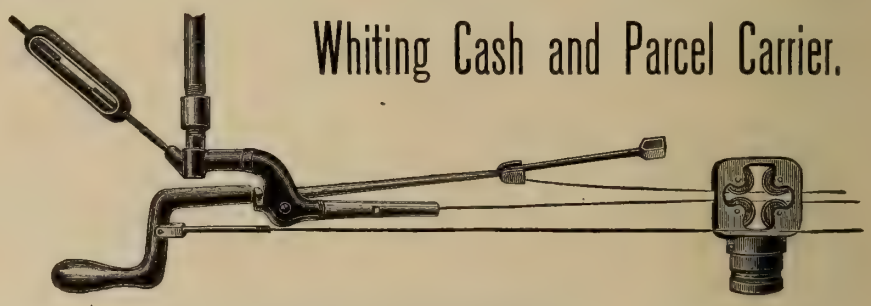
The Cheapest Wholesale Electrical Supply House in Canada is that of

T. W. NESS,
749 Craig St., MONTREAL.

We carry a large stock, ensuring prompt shipments.

Our new book, "Instructions for Amateur Electricians," sent Free to applicants.

Whiting Cash and Parcel Carrier.

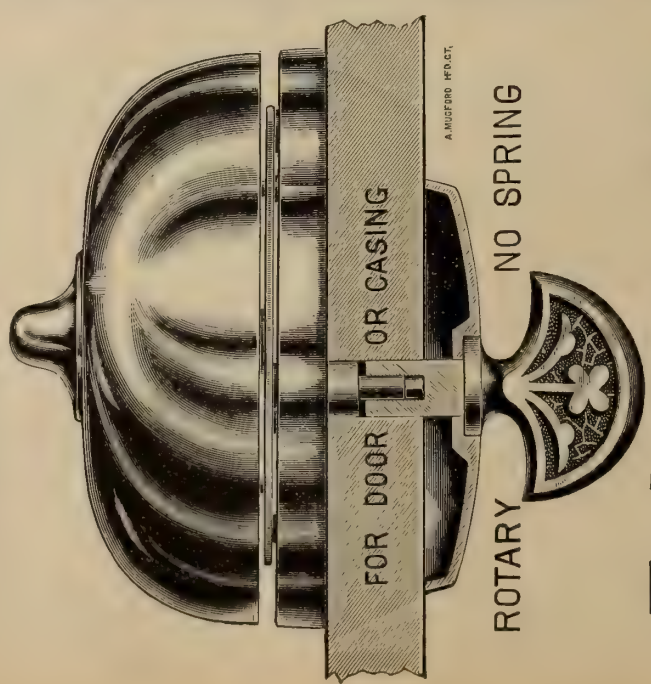


SIMPLICITY SIMPLIFIED.

The most perfect system on the market, no cords or springs to get out of order. Can recall as well as despatch the car from either end, neat in appearance, silent and swift in action, moderate in price. Can be leased or bought outright. Send for descriptive circular, price list and testimonials to

W. H. E. WHITING, Patentee and Manufacturer, London, Ont.

NEW DEPARTURE "ROTARY" DOOR BELLS.



Incomparable!
NO SPRING!
Best Tone, (Sure)
Superior Finish!
Bronze Trimmings!
COMPACT!
CHEAP!

For Circulars, address
THE NEW
Departure Bell Co.,
BRISTOL, CONN.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co., Toronto.

STAINED GLASS.

Stained, Embossed,
Wheel Cut, Sand Blast,
Fancy Leaded Work,
—FOR—
Churches, Halls, Private Houses,
Crests, Monograms,
Advertising Signs, etc.

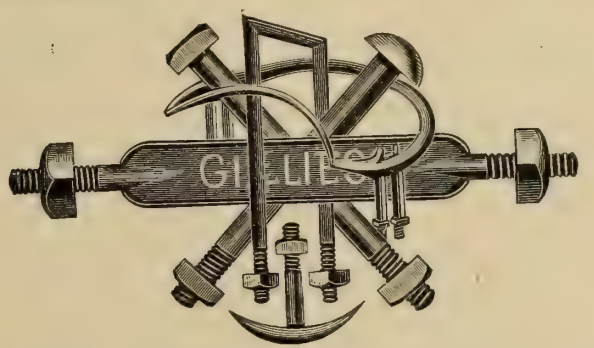
A. RAMSAY & SON,

Established 1842.

MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

Best in the World.

Wrapping Paper.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. Send for samples.

The Price Low.

CUTLERY AND SPOONS.

Best value in all kinds of English Cutlery from stock or for import. See our samples before placing orders.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

To the Trade :

OUR NEW CATALOGUE

—OF—

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

J. L. Goodhue & Co

DANVILLE, QUE.

For the convenience of Western trade a full assortment of Staple sizes of our Leather Belting is now kept by our Western Agent,

H. D. SIMMONS,

74 York St., Toronto,

TELEPHONE 2164.

Send in your orders.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 24, 24½
Strip " 25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
Bradley M.L.S.		
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 50	8 75
D.C., 12½ x 17	4 00	4 25
D.X.,	5 00	5 25
D.X.X. "	6 00	6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 00	8 25
I.X. Terne Tin	10 50	10 75
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½	6¾
26 "	7	7¼
28 "	7½	7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½	bright	2 90 3 00
Abercarne			3 00 3 10
Alloway			3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14	0 14½
Lake Superior	0 13	0 13½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in	$0 22	$0 25
" round & square 1 to 2 in	0 2	0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16½	0 17½
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17½	0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20	0 22
" 35 to 45 " "	0 19	0 20
" 50 lb and above per lb	0 18	0 19

Boiler & T. K Plts.

Plain Tinned per lb	0 21	
Spun " "	0 25	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 25	0 27
From 20 gauge, up	0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21	0 23
" " 27 to 30 "	0 23	0 25
" " 30 and up	0 26	0 28
Sheets, hand-rolled 2x4 ft	0 23	0 25

Zinc Spelter.

Foreign, per lb	0 05½	0 06
Domestic "	0 05¼	0 05½

Zinc Sheet.

5 cwt casks	0 06⅝	0 06¾
Part casks	0 06⅞	0 07

Lead.

Imported Pig, per lb	0 03¾	0 04
Domestic "	0 03¾	0 04
Bar, 1 pound	..	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00	5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75	5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17	0 19
Standard	0 16	0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½	0 15
Other makes "	0 13½	0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb		5½ 5¾
No. 1 Do	"	0 5
No. 2 Do	"	0 4½
No. 3 Do	"	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1	10
2nd qualities "	0	90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35	1 40
" " (J.F.L.S.) " "		2 75
Venetian Red (R.C.2) " "		1 50
Ven. Red, Cookson's "	1 80	1 90
English Oxides per cwt		3 25
American " " "		2 25
Canadian " " "		1 75
Paris Green, per lb	0 13	0 15
Burnt Sienna, per lb		0 08½
Burnt Umber "		0 05
do pure		0 08
Drop Black "		0 09
Chrome Yellows "		0 12
" Lemon pure, 8 lb. tins, per lb		0 19
Chrome Greens "		0 12
Golden Ochre		0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 55½
Boiled "	0 58 0 58½

Turpentine (in bbls)

Selected Packages, per gal	0 44½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal	0 48

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 13
Cabinet makers	0 17	0 18
White	0 16	0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 10 p.c.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 80
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45

Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross... ... } 7 25 8 00
" Sewing, " ... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... ... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " .... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... .... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.75 per doz.

Faucets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches.				
16 to 25	1.35	2.60	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4 50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled. Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes.

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. o 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only from 4 to 5 dy 2 90
3 dy. (lath)..... 3 30

3. Canada Pattern Only from 4 to 5 dy 2 80
3 dy. (lath)..... 3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p.c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stanley & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾

Rakes.

Cast Steel and Malleable, Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9¾ 10	11¾ 12½
¼, 5-16, ⅜ in.....	10½ 12½	13 13½
3-16 in	11 11¼	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 75 0 80
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ½ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz ..... 1 [illegible] 2 5[illegible]

Tinner's Shears and Snips

P.S. & W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " " } 4¼ 4¾
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & Co.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager



E. G. GOODERHAM, Manager. JNO. C. COPP, Sec'y-Treas.



How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING Co. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods.

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

SISAL Binder Twine

W. S. McGREGOR,
11 and 13 Front St. East, Toronto.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

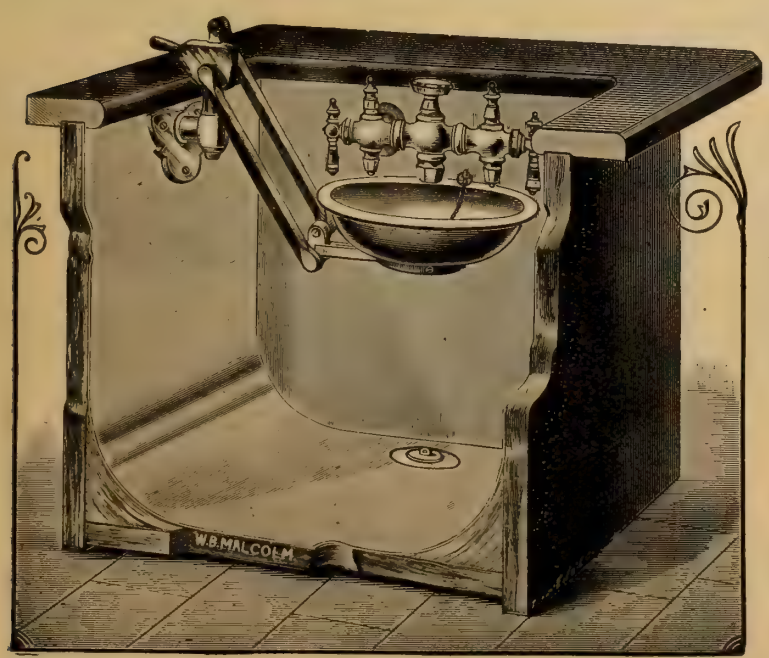
McCausland & Son,

72, 74, and 76 KING ST W., TORONTO.

Telephone 1112.



Malcolm's Patent Adjustable Basin Stand.



Unique, Durable, and Cheap. Nothing like it in the Market.

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" " 23	Lake Superior..	" " 11
" " 30	Lake Winnipeg	" " 18
" May 7	Lake Ontario...	" " 25
" " 14	Lake Nepigon..	" June 1
" " 21	Lake Huron	" " 8

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The Saloon Staterooms are Roomy and all outside, admitting of perfect ventilation.

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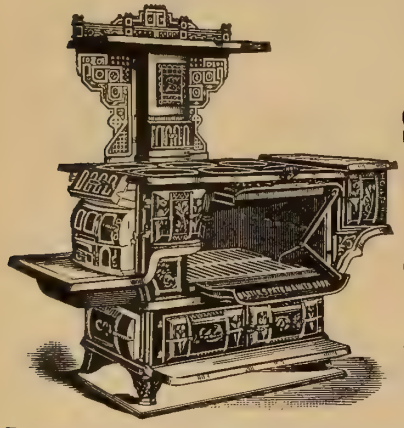
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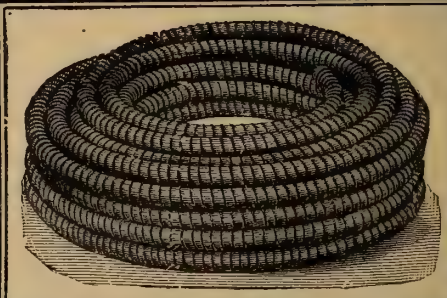
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CANADIAN
HARDWARE
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VOL. IV. TORONTO, JUNE 25, 1892. No. 26.

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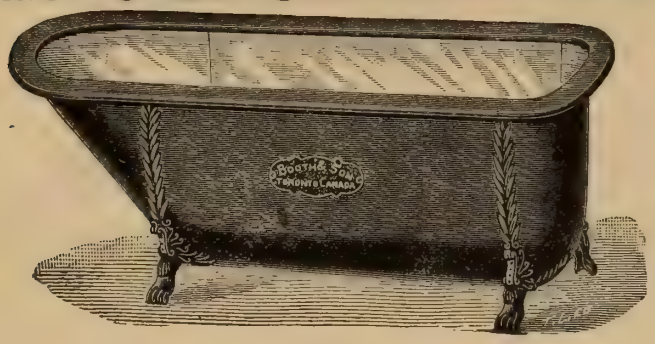
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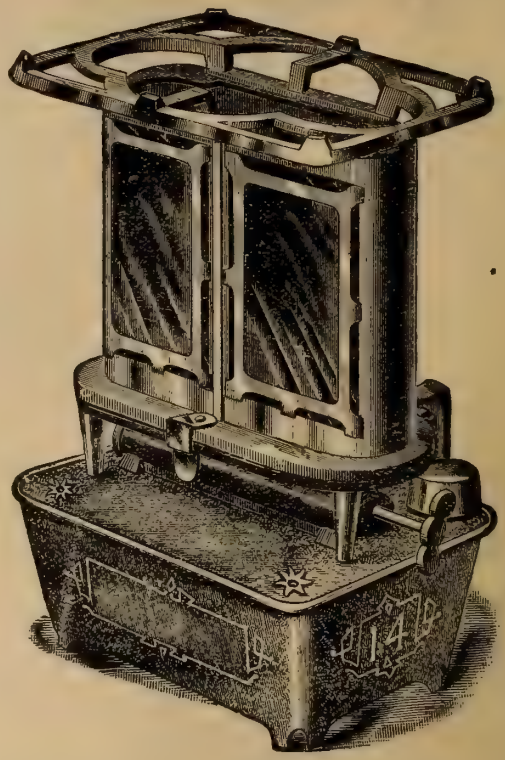
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OIL STOVES

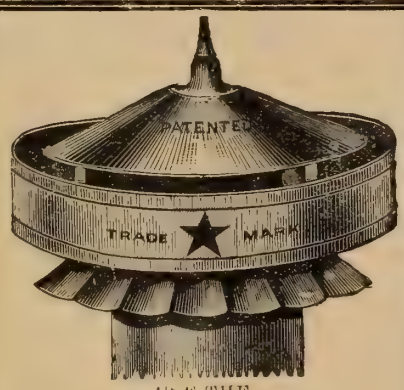


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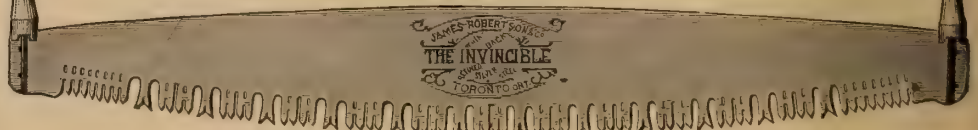


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Vol. 4. TORONTO, JUNE 25, 1892 No. 26

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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THIS WEEK'S MOTTO:

Live and let live.

Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

Last summer the trade in garden hose was so brisk that stocks were exhausted before the season was half through, and manufacturers were unable afterwards to overtake the demand. This summer the demand has apparently recoiled to the other extreme, for trade has been remarkably dull in garden hose. It must be remembered of course that last summer's supply, as far as it went, would go to extinguish the demand for at least one summer ahead of the time of buying, but the great hindrance to trade is the abundance of rain that has fallen since the hot season opened. There is little use for hose in weather that yields almost a daily shower. The slack demand occurs also at a time when the supply is particularly full.

* * *

Plate glass was never before so low as it has been for the past few months. Effects of depression were pointed to in a former issue, in the stoppage of works in England, of which the immediate cause was the advance in coal consequent on the strike at the northern collieries. This advance would scarcely have sufficed to cause so indefinite a cessation on the part of works that closed down if other circumstances had not tended to make production unremunerative. The Continental manufacturers—those of Belgium, Germany, France—have been keeping up their output and making more glass than is needed at the moment. The United States demand has fallen off enormously, so that the export business from England and the Continent has not afforded the same relief that it did in former years. The United States demand is becoming more and more tributary to the United States manufacturers, some of whose works, having been established about ten years, ought to be now equal to furnishing an acceptable product for domestic use. The English glass is still far superior to the American, but the American is of just sufficiently good quality now for the tariff to discount any advantage in merit that its foreign rival has. As late as last year the tariff did not avail to dissuade a great volume of business from going to English and Belgian account. Up to a year ago American manufacturers could not make a plate good enough for silvering; now there is scarcely any French plate sold in that country. There is better glass and more of it produced this year in the United States than there was last year. As to the present state of prices in England, manufacturers do not care to go on selling at a discount on cost, and so have withdrawn quotations; they prefer to keep their glass to selling it in the present state of the market. Following this step Canadian importers have advanced prices 20 per cent. They are selling at present at 30 per cent. off the list of March 1890, though prices a short time ago were 40 and 5 off, and in some cases lower.

* * *

Other importers have had a better experience with the season's receipts of turpentine than some whose losses were the basis of remarks in these paragraphs last week. One or two report exceptionally good measure. Some loss is considered to be an inevitable incident of shipping, and not more than the usual gallon or two to the barrel has been the shortage in the shipments of the more lucky buyers. The cause of loss, where there is any in weight, is due to leakage, and leakage is the indirect consequence of water that it is impossible to expel completely from the turpentine. About a cup of water always manages to evade the most careful process of separation. This being of greater specific gravity than turpentine finds its way to the bottom of the barrel, and acts upon the glue of the barrel as turpentine would not, that is, softens it. Leakage is the result. But leakage is not the sole cause of loss in measure. It must be remembered that the turpentine is shipped from a climate where the temperature is much higher than it is here, and 20 or 25 degrees of fall in temperature will cause a shrinkage in volume for which some allowance must be made. Of course the weight will be the same if there is no loss through leakage or evaporation.

* * *

The sale of oil stoves shows an increase this summer, notwithstanding that gas stoves are supplanting them so rapidly in the cities. The oil stoves are finding new fields to conquer in the towns and villages as well as in country places, where the comfort of using fires during only the minimum time necessary for cooking is appreciated as much as in cities traversed by gas pipes. The cheapness of petroleum further assists to enlarge the demand, which manufacturers find it hard to keep pace with.

* * *

It is just as well for dealers who want stoves in quantity to take due note of the facts that were drawn attention to last week. There may be a disposition to hold back orders, with the expectation of advantages from the free competition that now exists among makers, and which worked so much in favor of buyers last year. But the coming fall's trade will hardly be a duplicate of last fall's in that respect, for the reason that there will be no such volume of stock on the market. There is little stock in manufacturers' hands now, and that little will melt rapidly away when shipping begins at the opening of next month. There is a chance that buyers who do not get early delivery will be without stoves late in the season.

CHEAP POSTAGE AND RAILWAY FARE.

It is probable that it will not be very long until letters will be carried for one cent from any point to any other point in the United States. That low rate of postage is being agitated, and the idea is of course popular. Two cents has been the rate for several years in the United States, and a penny has been the rate in England since the days of Sir Rowland Hill. Why is it that letters are taxed three cents in Canada? For a long time an agitation was kept up by Canadian newsdealers and booksellers to get the postage on periodicals reduced from 4c. to 1c. per lb., the latter being the price in the United States and that concession was granted the other day. But the reason that was made most of by the Post-office department during the time it contained that rate, was the necessity to make all the revenue it could from the carriage of such matter, to offset in some degree the heavy expense of carrying newspapers ever since they have been handled free of charge by the postal service of the country. Probably that reason would be advanced in support of a 3c. postage on letters. The postage account of any house that does a considerable business is a very considerable item in the year's expenditure, and would mean in many cases the saving of hundreds of dollars. It would take a very considerable burden off business if all the letters sent from both ends of the trade connections were sent at a third less than they now cost. The saving for the year ending the 30th June 1891, would have been $705,628, if all letters carried during that year for three cents had paid but 2c. The bulk of this would have been divided among a comparatively few, as the mass of the people do not send a very large number of letters; hence business correspondence would have felt the benefit very perceptibly. As to post cards, nobody uses them for any purpose that information is necessary to. The net revenue from the Post Office Department last fiscal year was $2,515,823.44. It would have been still close to two millions if there had been no more letters carried and the rate had been 2c. instead of 3c. on letters. It is probable that the revenue would have been increased, however, as the result of such a change, owing to the impulse given to corresponding by the reduction in the postage.

The postal service in some countries, notably in England and Germany, is an important distributing system. The parcel post of the latter country is both cheap and efficient, and bulky packages which would be considered out of all reason as postal parcels in this country are carried all over the land at a trifling cost. Delivery vans are provided by the Government in Germany for the purpose of carrying the goods right to the house of the buyer. Of course this is an extension of the postal system that is scarcely possible in a country where express companies exist and are willing to do business on a reasonable margin. And perhaps it is not desirable that postal carriage should thus compete with private carriers. Such a development of our parcel postage system would aggravate a result that the railways have already brought about to a considerable extent—namely, the concentration of trade at leading centres of commerce, and tend still urther to draw business away from interior points. But a more liberal parcel post than we have would facilitate and cheapen the transportation of small parcels that the trader has now to pay full charges on. Many times in the year a retailer would send in for some little article if it could be forwarded at a reasonable rate by mail: whereas now he waits till he wants something else, or pays the express charges on the single article.

The member for East York, J. F. McLean, proposes an amendment to the Midland Railway Bill, defining the maximum passenger rate on that branch of the G. T. R. at 2c. a mile. Mr. McLean thus aims to get the thin end of the wedge inserted, and if successful in effecting the change on that line, he will follow up the advantage by moving that the amendment shall apply to every railway bill that comes before the House. He aims also to have the same clause incorporated in the bill now before the House for the amendment of the General Railway Act. Mr. McLean in his speech upon the 2c. postage question cites the experience of New York State and of England, and of course has a powerful argument in the record of the New York Central. It is undoubted that a reduction to a 2c. maximum rate would give an immense impulse to railway travelling and would benefit business. There would be much more going to and fro between country and city on the part of retailers, if the 2c. rate were generally adopted, and every trader knows it pays him well to visit the market frequently. Freights have fallen remarkably during the last score of years, and the result of every reduction has been a huge gain in the volume of the business done by the roads. The same effect would follow the lowering of the passenger rate by one-third, and a very material part of the advantage would accrue to mercantile interests.

The Methodist conference, by the stand it took on Saturday early closing, out of regard for the better observance of Sunday, has put its influence on the side of the early closing movement to that extent. There is need of reform here. Saturday is a day of slavery to the majority of employes who serve in a store that does a business of any magnitude. The hours of labor are from 8 a. m. till 10 or 11 p. m., and often till midnight on that day of the week, in stores where they keep open on Saturday night. This is calculated to make of Sunday a day of rest surely, a day so wholly given up to physical restoration that there can not be time or disposition for anything else. Church synods, assemblies and conferences would do well to discourage this practice, as business can as well be kept within reasonable hours on Saturday as on any other day. The legislative committee of the Toronto Trades and Labor Council has endorsed the action of the Conference in this matter.

THE LABORER IS WORTHY OF HIS HOLIDAY.

The industrial dispensation we are living under at this end of the century makes an annual holiday a necessity with a very large body of workers. Half a century ago commerce might be said to wait on men: to-day it hurries men along, and waits on nobody. It is like a new physical force called into being and applied to the social system, a force gaining in momentum every year. The steam engine, the telegraph, the telephone, the wide extension of railroads, the progress of invention, have brought the forces of nature under man's service to minimize or almost nullify time and distance, and now man no longer fixes the pace, but the agencies that he has called into his service do so. Hence the pace is a stiff one, and he who keeps it up at any point where the pulse of trade is strong lives fast. All the labor saving devices that have been invented in recent times have been taken advantage of, not to save work but to multiply power to do work, and the amount of effort expended in industry to-day makes the total labor of the hard manual workers of a generation ago sink into insignificance. Men were slaves in those days, they did not spare themselves, but they had not learned where to place the fulcrum to do the most effective work. We do not tackle the same tasks they accomplished, but we have to submit to the high pressure that is moving everything around us. There has to be despatch in business nowadays, and it has to be kept up all the year round. We are out of the era when vessels took six months to go to China and return with a cargo of tea, and when the tea had to be paid for at prices agreed upon before it was grown. Storm and drought would have ample time to destroy a crop while vessels were making their slow way toward the shores of production in the days before steam became a force in navigation. Even after steam was in use for some time, the machinery was so crude that the quantity of coal necessary to be carried over long voyages made it impossible to carry very large cargoes of anything else. But the instrumentalities of production, distribution and commerce have undergone a revolution in the last quarter of a century such as the world never saw the like of before. It has wrought a vast difference in the methods of retail traders, who have to be on the alert to take every advantage of the commercial mechanism. Retailers can no longer content themselves with buying twice a year. They must be alive to every break in the market, and must never

be hampered so as to be unable to take full advantage of it. Worry, unceasing work and constant study to run his business at a minimum of cost, keep the trader steadily engaged year in and year out.

The holiday is therefore a part of the system. It makes an opening in the year that is like the safety valve in the engine, and prudence requires that the force shall be blown off once in a while. A man must rest, or in other words diversify his occupation, once in the year, if he is an earnest worker and if he wants himself to last. Custom is bringing its powerful influence to bear on the side of holiday-taking, and that is good, for custom usually prevails more than reason. Nobody needs a demonstration of the value of a holiday for arduous all-the-year-round workers. They know it themselves. The employer should take a jaunt and spend the time as he wills, and when he returns should send away his assistant for a week or a fortnight. The pay that goes on during the time of absence does more good than if it were given for services rendered during the same time in the store. The same everlasting tread-mill sort of existence makes machines of people, unless they can get away from it once in a while to see life under some other conditions. Nothing so benumbs a man's faculties, so narrows and cramps his mind, and so unfits him to enjoy life and therefore do acceptable service, as unbroken and unvarying routine.

OVERHANGING SIGNS.

The police authorities in Hamilton started a crusade against overhanging signs a short time ago, and only stirred the depths of a commercial sentiment that looked smooth and tranquil, but turned out to be deep and strong. The traders cherished their signs as if they had been shrines, and no desecrating axe should be laid to the props which held them up. The old Covenanters were not more ominously quiet on the eve of resistance than were Hamilton's traders when the last straw just appeared about to be laid on the patient camel's back, and they were notified to hew down the abominations. The streets of Hamilton without their signs would be like the woods of Killingworth without their birds, and the stout burghers wouldn't like anything so desolate. Their sullen refusal to do away with their signs had its way, and the public find the spot still marked where each man sells his wares.

Overhanging signs may be dangerous and may not be picturesque, but they have a value in the trader's eyes that counterbalances all this. A merchant wants his whereabouts to speak up for itself, and therefore wants his sign to be seen from as many points of view and at as great a distance away as possible. A sign placed on the plane of his shop-front appeals to the eye only of people across the road, and perhaps is not seen from that standpoint if the street is narrow. The wide-awake merchant feels that his name must be prominently marked on his premises if he is to look for more than chance trade, and rightly studies how to make his sign read from all directions. A sign with but one aspect does not give the name all the prominence it should have. Where a customer can look down the street and see the name directing him, he will be certain to go there, if he has had previous satisfactory dealings there. The sign is a valuable property to a good stand, and civic by-laws do more than demolish so much wood work when they sweep signs away. They might as well attack a man's goodwill as suppress his sign. The signs are the ancient landmarks, and ought not to be removed without compensation to the owner.

The overhanging sign ought to be secure, however. The public have a right to protection, and it does not console a man to know that in case he is killed by one of those projections, damages can be collected by his representatives from the trader whose sign did the mischief. It is prudent for the trader to provide against the liability to be put in for such damages, and the best provision he can make is to put good strong braces and bolts in the framework of his overhanging sign. It is due to the people who have the use of the streets that they should not be exposed to danger to life and limb through any loose work in the hanging.

A BANKER'S OBSERVATIONS ON TRADE.

In the course of his address before the last annual meeting of the Merchants' Bank, the General Manager, George Hague, made the following references to some features and phases of current trade :

"The day has gone by forever when almost anybody could make money or make a living by opening a store and selling goods. It can't be done. Men only waste their time and energies in carrying on the business of storekeeping without previous training. But even with this thorough knowledge of the goods he sells, the retailer often splits on the rocks of giving too much credit. After doing an apparently successful business for years, he finds himself brought to a stand because his books are full of uncollectable debts. The most successful retail merchants are those whose rule is to do business for cash, and who make credit an exception."

"The axiom that, competition is the life of trade must be taken to refer to such as is legitimate. There is a style of competition both in general business and banking, which does not serve the public, but injures it. When there are too many traders in a given town or locality, their competition in cheapening goods generally leads to extravagance on the part of purchasers, or, if it leads to giving longer credit, to their customers getting deeper and deeper into debt. Many a private individual has been impoverished for years by this style of competition, and many a farmer has become overloaded with debt and lost his farm. Too many bankers in a given district produce a greater mischief still. The result is a cheapening of the rate of money, which leads to extravagance in the use of it, undermines economy, introduces loose habits of business, and is responsible in many instances for bankruptcy.

"When, under the influence of bank competition, extended credit is given to persons of small capital, they are generally induced to attempt more than they can profitably manage, to erect too expensive buildings, or to launch out into a speculative style of business, to the detriment of their prudent neighbors who trade within their means. There are localities in Canada which were almost ruined for a series of years by the lavish style in which money was spread abroad by bank managers, who were bent upon extending business at all risks. The losses of the banks from this style of competition have amounted to millions, and left traces of devastation behind them which have taken years of industry and economy to efface.

"The experience of Scotland in this matter is worthy of consideration. Many years ago the evils of reckless bank competition were such that the banks were compelled to devise means to protect themselves and the community from it. After thorough discussion a plan was matured by which, under mutual agreement, a number of branches were closed in places where they were redundant and measures taken to prevent the establishment of unnecessary branches in the future. A committee was formed under whose regulations all the banks in Scotland have worked their business, from time to time, with uniform rates for deposits, discount, and exchange, according to the circumstances of the money market. This arrangement has been in force for years, and has given satisfaction. Its operations have been beneficial to the community. No man desires to go back to the days of unlimited competition, and it cannot be denied that the producing, manufacturing, and trading classes of Scotland are as prosperous as any community of similar size in the world. There is competition, but it is the competition, not who shall scatter the most money, or take the poorest securities, but as to who shall be the most attentive, courteous, and vigilant in carrying on his business. This competition benefits all parties concerned. But of the other kind Canada has had far more that enough, and has lost millions of money by it."

"All our leading exports are in articles of prime necessity, and the expense of handling is small. The risks of the business are in the fluctuations of the market. In giving credit there is rarely loss. The masses of bills that we handle in connection with the export trade are almost invariably good. In the importing trade the fluctuations in the value of goods are slow, but the expense of selling them, as compared with the export trade, is probably 20 to 1, and is increasing. Then there is the never-ceasing liability to loss by giving credit. It is certain that the bulk of our wholesale merchants in the leading lines of imports, but especially in dry goods, have made slender profits in the past few years. It is increasingly true that no man can hope to succeed in the importing trade without adequate capital, thorough knowledge of business, close buying in the best markets, together with incessant industry, sharp economy in details, and above all, rigid supervision of credits. Every failure that has taken place of late years had its origin in neglect of one or more of these matters. The attempts made to curtail unreasonable credit are worthy of all support by bankers. But until we have such a continued scarcity of money as to compel heavy curtailment of discounts, we can scarcely hope that anything we can do will have much effect."

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

The Nail and Tack Association will meet in this city on the first of July.

The hardware for a branch of the Bank of Commerce that is being erected in this city is to be furnished by Rice Lewis & Son.

The McClary Manufacturing Co., London, are putting on the market a line of new lithographed stove boards that are very attractive.

The Steel Works Company at New Glasgow are at work on the foundation of a large building, to be used as a machine shop and foundry.

Aikenhead & Crombie, of this city, have taken the agency for the sale of Spooner's Phenyle Germicide, disinfectant and deodorizer, Bannerman's patent.

The Whiting Cash and Parcel Carrier is being placed in the principal business houses throughout the Dominion, and is invariably giving satisfaction. See ad. in next issue of this journal.

The Patrons of Grant Township, according to a Port Huron contemporary, have disorganized after passing a resolution that the order was fruitless of benefit to the members of that particular lodge.

J. M. Clark, Smith's Falls, is making a very attractive front to his hardware store by putting in several 8x10 plate glasses. This should be a good advertisment for his stand, and should lead to increased business.

The first barge of English coal laid down in Ottawa arrived in the canal basin from Newcastle on Saturday. This coal was imported via Quebec, and can be put on the market at lower rates than all-rail American coal can be offered at.

M. & L. Samuel, Benjamin & Co. are the Toronto agents for Kearney & Foote's horse rasps. The manufacturers of these rasps offer to replace any that do not give satisfaction, and the high reputation the tool has acquired shows that their confidence in its worth is warranted.

W. G. Scott, of W. G. Scott & Co., Mount Forest, while in the city on Saturday did not forget to visit HARDWARE, one of whose steady subscribers he has been since the paper started. Mr. Scott gives a very good report of the state of trade in Mount Forest, and says present prospects for a prosperous fall are encouraging.

W. H. Rowley, manager of the E. B Eddy Co., was in the city on Tuesday on his way back from Banff, where he went to drink in health. His looks indicate that he has got that thirst pretty well quenched. Mr. Rowley needs a good measure of physical strength, for his place when he is at work is right in the vortex of affairs.

The Waterous Engine Works Co., Brantford, issue a neat little pamphlet on their Patent Grip Pulley, that ought to be perused by all machine men. All the claims put forward in favor of this mechanism are backed by the testimony of manufacturers in whose works it has been used.

The City Travellers have completed arrangements for their excursion. The date is the 27th of July, and the trip will be by boat to Buffalo and Niagara Falls. No pains will be spared to make it an occasion of genuine enjoyment, and it is to be hoped no conditions will be lacking to make the general cup of happiness full for every one of the pleasure seekers.

On Saturday morning McMullen's woven wire fence factory in Picton, Ont., was burnt. It was constructed of dry, heavy timbers, built in 1818, and was the first Methodist church erected in that town. The building and contents were totally destroyed; insured for $8,000 in the Ætna. There will be a heavy loss aside from that, caused by stoppage of business.

The brass workers of Montreal held their pic-nic in Cushing's grove on the 18th inst. They had a very enjoyable time. The management of the matter was in the hands of the following committee:—W. D. Burns, chairman; Joseph C. Brison, secretary; J. Kenny, treasurer; E. Ford, E. Daoust, L. Corby, T. Griffiths, S. Windsor, A. Blanchard, F. Fugere, H. Cooper and J. Ford.

Pilkington Bros., the famous plate glass manufacturers of St. Helens, England, will open a depot in Montreal this autumn for the convenience of Canadian importers. Here there will always be kept a full supply of all the lines manufactured by that house, so that an experience of scarcity in certain sizes, such as hampered trade somewhat last spring, will not be repeated. Attention is directed upon another page of this issue to this company's glass in the advertisement of the Toronto Plate Glass Importing Co., the main distributor of Pilkington's glass in Canada.

The Montreal Commercial Travellers' association have completed arrangements with the railroads for their annual excursion. They go to Portland this year, leaving by special train on the C. P. R., at 10 p. m., June 30th, and returning by the G. T. R. The tickets have been placed at the low rate of $6 return, and are good up to July 5th. The C. P. R. have arranged that the trip will be made slowly through the White mountains, thus affording everyone a splendid opportunity of viewing this grand scenery under the most favorable conditions. Observation cars will be attached to the train. The Maine Travellers' association will look after the excursionists and a very pleasant time is assured. The trip can be made from Portland to Boston and return for $2 and a number will take advantage of this to spend Sunday and the Fourth of July in Boston. Special rates have been made with the hotels in Portland. Tickets are not confined to commercial travellers alone, and it is expected a large number of citizens will avail themselves of the trip.

LOW-PRICED TURPENTINE.

There has not been a time, within the past ten years, when spirits of turpentine could have been bought at such low prices as those which have been accepted by holders during the last week or ten days. It is true that the market is now somewhat firmer than it was a week ago, but that is the result of temporary causes, and unless some unforseen circumstances should arise to check the downward movement, it is not improbable that the lowest prices on record will have been touched before the end of the current season.

The reason for this is simple. The very great depression in all branches of business in the South, this year, following the disastrous results of the over-production and extreme low prices of cotton, has induced not only capital but labor to seek new sources of profit, and as the turpentine industry has offered one of the greatest inducements in this direction it has attracted most of the surplus money and labor. With two large crops, in the seasons of 1890 and 1891, and a market weakened by over-production, the outcome of the increase in production this year could not fail to be disastrous to those engaged in the business of making and marketing turpentine.

Efforts have been made to regulate the production and market values, but they seem to have been abortive, as since the beginning of the present season the tendency of prices has been almost steadily downward. Receipts at the various ports have been heavy and stocks are piling up, while even the abnormally low prices are no inducement to either home or export buyers to take more than they actually need to fill their orders. No speculative interest whatever is manifested, dealers and consumers both here and in the South buying in a hand-to mouth manner, in the full confidence of their belief that whatever wants they may have to fill later in the year, will be supplied at equally low if not lower prices than those now prevailing.

Considering the dullness in all collateral branches of trade, there is no prospect of any improvement in the position of spirits of turpentine so long as production keeps up to the present limit, and there is no indication that the output is to be curtailed so long as the sap will flow.—Oil Reporter.

Goods conveniently located save time, money and temper in showing.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

BINDER CORD.

Crown, Red Cap, Blue Ribbon or Blue Cap.

Orders Solicited. Silver Composite.

THE POSITION OF SPELTER.

One of the anomalies of the hour, which is sorely exercising the minds of producers, more particularly in the Midlands, is the rising tendency of metals in the face of diminishing consumption. Commodities of nearly every other kind, and especially manufactured goods, have fallen heavily during the past six or eight months, but metals, on the contrary, have advanced. Chili bars have risen from £45 17s. 6d. in November last to something over £47. Straits tin, which was quoted £90 6s. 3d., six months ago, is now over £97. Even Scotch pig has recovered a few points from its March minimum. Lead is the only metal which has gone back, and that reaction appears to be of a temporary character. On the other hand. manufactured iron, brass, and copper, are all cheaper, as might naturally be expected from the general slackness of demand and the special curtailment of consumption in Durham, South Wales, and other places where trade is affected by strikes and labour disputes. Perhaps the greatest anomaly, however, is that furnished by the position of spelter, which enters so largely into the composition of brass and galvanised iron. But a few months ago, the metal might be described almost as "a drug in the market" at the low price of £21 10s. It is now scarce at £23 7s. 6d. in Birmingham for English, and £23 12s. 6d. for Silesian. Yet the consuming trades upon which spelter is dependent were, probably, never in a more depressed condition. In all these cases, doubtless, combination and speculative influences go a long way to explain the discrepancy between business and prices, but Midland consumers confess themselves fairly puzzled by the course of spelter, and the subject has lately given rise to a rather voluminous correspondence in the Birmingham papers. Consumers complain, not only that prices have risen out of all proportion to market requirements, but that they cannot obtain the metal even at quoted prices. The London market quotations, they say, are misleading. There is always a difference of 12s. 6d. per ton between London and Birmingham delivery, to cover the cost of carriage; but even when this difference is allowed for, they say, the actual price of the metal is from 5s. to 7s. 6d. above that quoted in the market reports. In other words they charge the London dealers with endeavoring to "bear" the market for their own ends. This is a subordinate matter which the London and Birmingham metal-houses may be left to settle between them; but it is of real importance to the trade to know what are the causes of the artificial dearness of spelter, and whether it is likely to continue. On this point all that can be positively affirmed is that an agreement was entered into some time back by the principal European producers to limit the production of spelter to the quantity produced in 1884 plus 15 per cent., and that the Rhenish and Silesian producers have concluded among themselves a separate agreement to sell no spelter under £23 12s. 6d. delivered in Birmingham. Uuder cover of this arrangement, the Belgian and British smelters have been able to raise their price to within 5s. of the German minimum without losing any of their trade. The all-important question for consumers, and especially galvanizers, is: Will this high price last? Will the Silesian producers adhere to their resolution to sell nothing under £23 12s. 6d. in Birmingham; and if so, is there any reasonable prospect of obtaining supplies elsewhere? On these several points the information at present forthcoming is by no means reassuring. The Silesian agreement for a minimum price is made for six months at a time, and it expires at the end of next month. If the supplies of Belgian and British spelter were adequate to the requirements of the English market, the Silesian producers could hardly be expected to adhere to a minimum which must give the virtual monopoly of our trade to their competitors. But experience has shown that even in these dull times we cannot get on without a certain quantity of Silesian spelter, and that quantity must increase as trade revives and British supplies become exhausted. It is by no means certain, then, that the Silesian spelter producers will abandon this minimum. It might pay them better to do a small trade at a high price than a large business at a lower figure, more especially as the reputation of their metal stands high, and they have a practical monopoly of their own market If the minimum agreement is renewed next month, it will govern the price of spelter till the end of the year, unless, indeed, the Americans, who have lately been sending some experimental consignments to this country, can see their way to increase their output and to undersell the British and Continental producers. Midland consumers are now discussing the practicability of a counter combination among themselves to produce the spelter needed for their own requirements, so as to be independent of foreign "rings," and though there are unquestionably great difficulties in the realization of such a scheme, the contingency is one which neither foreign nor British smelters can afford to leave out of account.—Ironmonger.

CARTRIDGE FACTORY EXPLOSION.

A despatch from Lachute, Que., says:—At 3 o'clock on Tuesday afternoon a terrific explosion occurred at the Brownsburg cartridge factory, four miles from here. The explosion took place in a building set apart from the factory for the purpose of loading detonators. Fortunately only four persons were at work in this building at the time, and, although the explosion thoroughly demolished the detonator workshop, the other buildings and their occupants sustained nothing more than a shaking up. The detonator building was literally blown to atoms, and nothing now remains of it but a mass of ruins. Nobody seemed to know how many people were in the building at the time of the accident, and it was not until William Burke, who was blown through the door, and who was the only one who got out of the building alive, was brought to consciousness, that the real state of the case was known. Three men were killed and one badly injured.

NEW GOODS.

THE NEW FAVORITE DIAMOND RANGE.

Clare Bros. & Co., Preston, Ont., are prepared to give the trade some good stock this season, with accompanying price-inducements that cannot fail to develop business of themselves. Their Favorite Diamond Range, of which a cut is given in fig. 1, with reservoir, base and high shelf, is a magnificent looking stove, one sure to command sale wherever exhibited, and sure to be commended by its service.

The Favorite Ranges cost no more than good cooking stoves of corresponding sizes, bottom, fire back, and front fender, making as desirable a fire box for this fuel, as if made for wood only, and taking as long wood as any range with corresponding size oven. Central draft to the fire box, making a quick fire, and the additional advantage of a large broiling door, and ash pan. Ovens ventilated with both hot and cold fresh air, producing ovens superior to all others for baking and roasting. An oven too hot is as objectionable as an oven not hot enough to produce perfect results. As the ovens in these ranges can be properly regulated, bread will rise nicer and bake more evenly. Meats will retain their natural juices and enabling the door to be opened to any point desired, where it will remain. It can be opened and closed by a slight touch, and when down, or entirely open, forms a large shelf in connection with bottom of closet. The closet can be easily removed from the high shelf, and the change made in a few minutes. The most valuable feature in the construction of this closet and shelf is the arrangement for heating the closet. This is accomplished successfully by extending the sheet iron stove pipe to the collar on range top, and, leaving a flue between the pipe and cast plate supporting the high shelf and closet, air is admitted through holes at the bottom of this plate (as shown in cut) and passes through the flue between the stove pipe and cast plate, and through large holes in bottom of high shelf into the closet, heating it as hot as an oven, thereby utilizing heat wasted in other ranges, and making a perfect "double heater" attachment.

The tea shelf is furnished with every range, and included in the price of the range. This tea shelf can also be used on top of high shelf, making a handsome cornice and finish. Large nickel panel on oven door, consisting of name plate, register and handle. Nickel tea pot stands that fit both the tea shelf and high shelf. Nickel towel rack and knobs. The carving and ornamentation molds and blacks beautifully. The castings, mounting and crating are the highest order of stove workmanship.

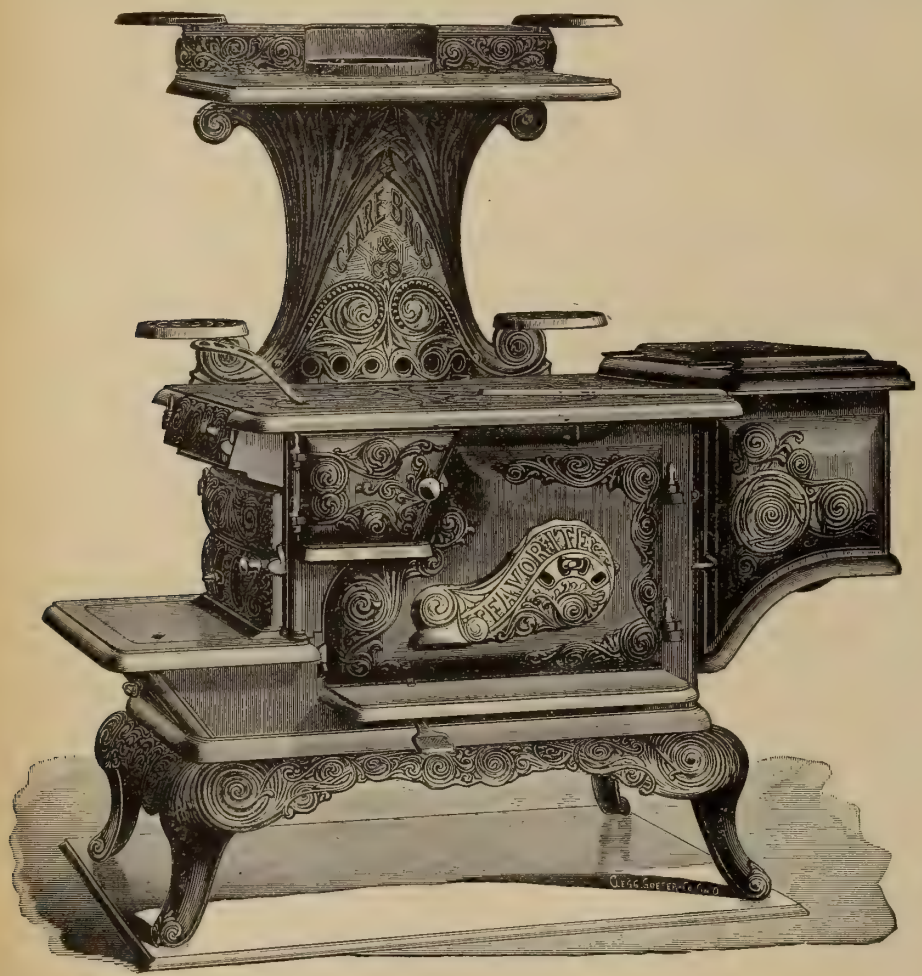


FIG. 1.

and are superior to any cooking stove in many ways. The heat is more equally distributed over the oven, one side more being heated, increasing the heating capacity of the range oven 33⅓ per cent. more than a cooking stove. One small flue strip extending diagonally in bottom flue equally distributes the heat over bottom of oven, causing all parts of the oven to bake equally. The fire box for coal is thoroughly ventilated, and oval in shape, making the fire back, front grate, and end linings concave on the inner surface, the best possible shape to resist the action of the fire. This range is supplied with either the duplex grate or the firm's new patent flat, shaking and dumping grate. The fire box for wood, consisting of false fire have a better flavor. Delicate cakes and puddings can be baked without the use of cloths or propping open the oven door. Broad adjustable oven racks. Tin lined oven doors. Shelf under oven door. Foot oven door opener. Smooth hearth. Sheet iron pan with cast frame well bailed. Arch ribbed covers and centers that fit perfectly, and guaranteed to be the finest and most durable in existence. The long centre is made in two pieces and has a supporting post. Top made in four pieces. Large copper reservoir, with hard baked japanned lids and frames. The manufacturers guarantee that water can be boiled in the reservoir. The high closet is novel and beautiful. The large closet door is controlled by a weight,

FAVORITE DIAMOND STOVE.

This stove is also manufactured by the Clare Bros. & Co. It is intended for coal or wood. Its system of ventilating is shown in Fig. 2.

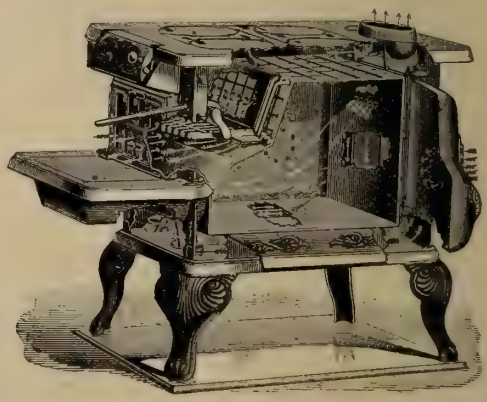


FIG. 2.

Heated fresh air is admitted into the oven through holes in the front oven plate, and behind the fire back, which also ventilates the fire back and prevents it from warping and burning out. The exit from the oven is through holes in the back oven plate, through which all the fumes from the oven escape to the stove pipe. Registers in the oven doors admit cold fresh air, and regulate the temperature of the oven, making the best baking and roasting oven. Bread will rise nicer, and bake more evenly. Meats will re-

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."

BRITISH SHEET GLASS
P.B.

These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

From $1.80 per cask upwards.

FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

WALKERS, PARKER & CO., LTD.

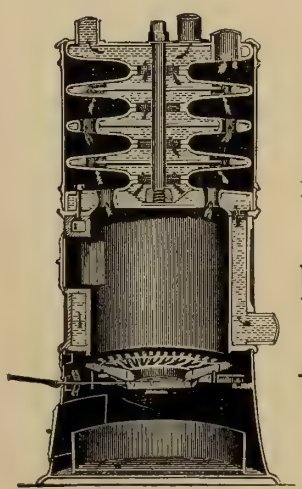
Lead Smelters,

London and Newcastle.

CABLE QUOTATIONS SUPPLIED ON APPLICATION.

James Hutton & Co.,
Agents.

MONTREAL AND TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

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TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
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WIRE

Coppered Steel Spring. Tinned Mattress Wire. Broom and Brush Wire. Hay Baleing Wire. Flat Wires. Soft Coppered Wires.

Write for Catalogue. We guarantee the quality of all our Wires.

Manufactured by THE B. GREENING WIRE CO. LTD., Hamilton, Ontario.

tain their natural juices, and have a better flavor. Delicate cakes and puddings can be baked without the use of cloths or propping open the oven door.

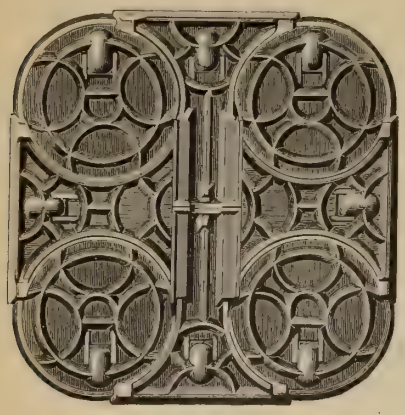


FIG. 3.

Fig. 3 shows the side of the covers and centres exposed to the fire. The arch ribbed braces, the thickness and superior quality of iron used in their manufacture, make them the very smoothest and most durable covers and centres. The makers guarantee them to last four times as long as double covers and centres. They have abandoned the use of double covers, and consider the arch ribbed covers and centres illustrated above to be superior to all others.

A CHAPTER ON NAILS.

Nail dealers are somewhat surprised that the market for the cut variety should be so firm, while that for the wire is maintained with difficulty. Both parties have lately had their meetings, both have adopted their scales of prices, but both are not meeting with the same result. The positions of the two are, however, somewhat different. The wire nail has been, ever since its introduction into this country, a well advertised and a very popular article, and in many localities it crowded out the cut nail almost entirely, as in the State of Iowa, but for some purposes the latter has many uses, and there seems now to be an adjustment in consumption going on between the two varieties. That point gained, and the two will move in unison so far as prices are concerned. At present there are also some minor factors at work with regard to the cut nail. The industry has been so prostrated in the past that in the East many mills have suspended operations, reducing production considerably, and this has enabled manufacturers to maintain a more determined front. This is also true in the West, and the bugbear of that section dumping its surplus on the East is not so imminent as it naturally would be in a normal condition of affairs. It may be that the nail market for both varieties will be firm from this time on. The country has been visited by disastrous floods, and old-timers in the business say that the consumption of nails is something remarkable after such occurrences. The cause, of course, is apparent to all, the magnitude of the demand being the subject worthy of remark, the volume of current consumption being for the time simply doubled. After so long a depression in these articles, it is hoped in some quarters that a standing ground has been found from which an advance can be made that will be permanent.

A curious evolution in the consumption of nails has been going on for several years. At the close of the War the prudent man carefully saved his old nails, and they were used again. Contractors of buildings have been known in the past to employ a man for the sole purpose of following up the mechanics and picking up the nails that had been dropped. This is not done in these days of low prices, simply because it does not pay. The nail when it comes out of the place where it has performed its duty is now dropped on the floor or in the street, and is finally carted off as so much refuse. With lower wages for mechanics, or in the finding of employment for the immigrant, the preservation of these nails may again be a factor, but at present it is not considered. The extent of this waste can be tested by anyone who will care to note the number of nails scattered on the sidewalks in the business portions of the city. The pin and the nail seem to be analagous in the method they take to disappear ; they are loath to be used twice, the nail, however, more so than the pin.—New York Hardware.

THE COPPER COMBINATION.

There is a good deal of misapprehension abroad as to the nature of the copper combination—now, apparently, an accomplished fact. In the first place, the combination will not effect a reduction of the output. The impression which has gained ground that the combination had the object of keeping the output of copper in future 5 per cent. below that of 1891 is altogether erroneous ; in fact, the agreement that has been arrived at contemplates an annual production of copper some 8,500 tons in excess of the 1891 output. Negotiations, it is well known, have been in progress for a long time to bring about a restriction of the output of copper, and the last information circulated was to the effect that two members of the European group of copper producers—the Tharsis and Boleo Companies—hung back. At length, these companies have come in—on terms ; but there is not a ring, in the strictest acceptance of the word. Some of the American companies are prohibited by the laws of their States from joining any organisation in restraint of trade, and some of the French companies are in the same predicament. These companies cannot, accordingly, become formal parties to a deed. The position is that most of the great copper producers have given an honorable undertaking to endeavour to keep their production within certain limits—which is not so much of a combination after all. It works out as follows :—

	Tons.
Last year's production of the American group	117,310
Production of the American group, as per arrangement	125,215
Showing an increased production by the American group of	7,905
Last year's production of the European group	84,400
Production of the European group, as per arrangement	84,954
Showing an increase in production by the European group of	554

The production of the various mines scattered over the world which do not join the arrangement was last year 77,979 tons. If this remain at the same figure, there will yet be an increase in production, under the combination, of 8,459 tons over the production of 1891.

What effect the combination will have on the course of the copper market it is difficult to say. It is certain that, for a long time past, in anticipation of a combination, the Americans have been accumulating large stocks of copper, and also making speculative purchases on the London market. When they see fit to realize they may bring about a fall in price ; but, apart from this consideration, will the combination ultimately bring about an improvement in the position of the metal? The consumption of copper in England and France seems to be steadily decreasing. During the first five months of 1890 it was 59,906 tons, during the first five months of 1891 it was 53,340 tons, and during the first five months of 1892 it was 42,934 tons. Less copper is used for every purpose except one ; the demand of the electrical construction companies is growing daily. One has but to walk through the streets with his eyes open to see this. But, then, it is idle to suppose that the growth of the demand for copper on this account will make up for the diminution under other heads. It is even conceivable that electrical enterprise may, by some stroke of invention, so greatly reduce the cost of manufacturing copper as to completely revolutionise the industry. Meantime, the supply of copper is greatly in excess of the demand, due mainly to the extraordinary powers of production shown by the American mines, and particularly those of Lake Superior and Montana, the increase from those sources of supply during 1890 and 1891 amounting to 22,500 tons, although the closing of the Anaconda Mine for seven months caused an estimated reduction of 19,000 tons in its output. It is noteworthy that the Americans give no absolute guarantee as to reducing their output, and, even if the figures be kept to the limitations given in the table above, the world's supply of copper will be still in excess of its consumption. While this is the case it is evidently useless to look for a substantial improvement in the price of copper. It is probable that the combination has gone as far as any combination can in the way of putting a limit to the output. It now remains to be seen whether the consumption of copper can overtake the supply. No doubt, the growth of the demand for electrical appliances will do something towards achieving this result ; but a general revival in trade would do a great deal more.—Financial News.

BERGER'S ENGLISH PURE

PARIS GREEN

THE BEST IN THE MARKET.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

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W. H. Cross, F. C. A.
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Edward Still.

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It Means Something

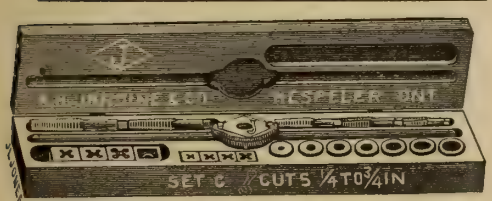


It means that wherever you find it in green on a package of Paint, Oil, Varnish, or Glass, the contents of that package is of pure quality and the highest possible grade.

Walter H. Cottingham & CO.,

Sole Proprietors of the Green Seal Registered Trade Mark.

MONTREAL.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools, and Tube Expanders.

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Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

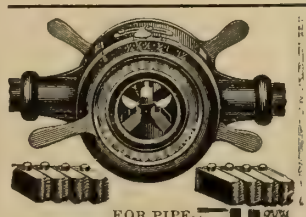
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

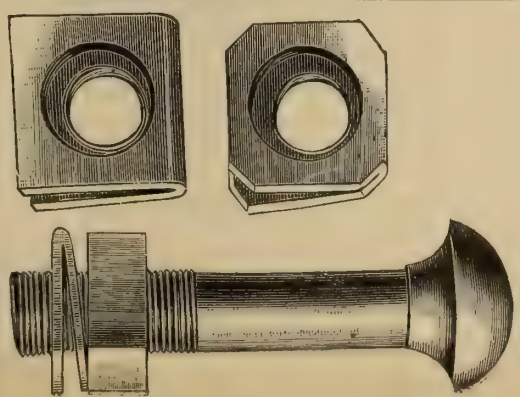
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.

PATRONS AND PATRONIZING TRADERS.

EDITOR HARDWARE:

SIR,—Harvest is approaching and the Patrons of Industry, who are very numerous in Brant county, are in good shape for testing the value of their peculiar organization in that field of operation, which is the raison d'etre of their existence—the breaking down of prices. And just here the remarks of HARDWARE anent "Sawing off Prices" come in. Trickery and Judas Iscariot were the combination applied to the dealers who are "cutting prices and strangling themselves and their neighbors by injudicious competition." Just now in Ayr and Galt there are samples of men to be found who are running their legs off to secure the P. of I. custom, selling clover seed at cost price, binder twine without profit (unless the granger can be fooled on the quality, as was done hereabouts last year), coal oil five cents a gallon below their neighbors, nails at a few cents more than cost, machine oil ditto, barbed wire at barely sufficient to pay freight; in fact, a "butchering business" all around. Even the harnessmaker's trade and the tinman's specialties have been invaded, and death and destruction to all profit has been the result. Where the margin comes in, the man with the lantern has not yet been able to discover, and expenses of living and interest on capital used must have come out of the bowels of the earth, for their origin is not visible to any one in the trade. But it is safe to assume that some one must suffer. The Patrons of Industry may make up their mind that the philanthropic gentlemen are trying to get even with them somehow. A good story is told here of a miller who is at the same time a very plausible politician, who succeeded in coming up on the blind side of the Grangers. As the farmer's vote is of considerable importance, and especially tells heavily on his political persuasion, he very early sought to win the favor of the Patrons. He had won his seat by very loud professions of temperance, when an anti-liquor law was agitating the country, and when the ardor of the parsons and the ladies cooled down he looked around for some other question which would enable him to pose as a public benefactor. He scored a point on the question of the millers' toll. He fancied last fall that wheat might jump up to $1.25 or $1.50 per bushel. The legal toll is one twelfth, and one twelfth of $1.50 is 12½ cents. He would grind their wheat at 10 cents per bushel. As a Scotchman would say "They jumped at it like a cock at a groset," and the P. of I. gave him a long certificate showing him to the farmers benefactor, etc. Well, wheat has never passed the dollar, and now ranges about 86c. so Mr. Politician managed to gain the ear of the farmer and come out ahead. He "cut the price" to some advantage that time.

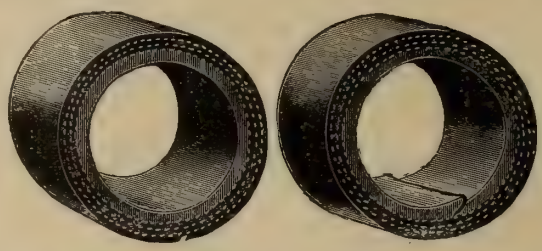
SOUTH DUMFRIES.

[Traders sacrifice more than profit, they sacrifice principle, when they resort to such means of winning trade. The very knowledge of the existence of such a body as the Patrons is all some men want to make them prodigal of offers to sell at the merest film of addition to cost. There is happily something indecent about such a method of doing business, and this tends to restrict it within narrow bounds. But this grade of business pride has always to be competed against by self-respecting traders. Its sinister influence on trade would manifest tiself in some other way if there were no Patrons to buckle to.—EDITOR.]

SEAMLESS TUBE RUBBER

SEAMLESS TUBE HOSE.

New Seamless Tube. Old Lapped Tube.



GARDEN HOSE.

Who has not had bad hose returned

With a gentle warning from his outraged customer? Who has not lost time and patience by prolonged correspondence attempting settlements for such goods? Who has not had a repetition of this sort of thing season after season, until in despair he asked,

What is the Cause?

Isn't it possible to make perfect hose? We answer not so long as it is made with a lapped-seam tube. Hose so made has a crack extending its entire length, liable to open and admit water to the duck. It can be known by the uneven thickness of the tube, and by compressing the ends the crack will be detected.

What is the Remedy?

Buy SEAMLESS TUBE HOSE, uniform in thickness, having no seams, no cracks, no defects; water can't get through to weaken and rot the duck and cause it to burst under light pressure.

Every Section is Perfect.

Being made by machinery there is no variation. The tube being run like lead pipe, through a die, there is no liability to defects, and every piece is subjected to pressure test. Other hose is hand-made, and generally by piece-work, where carelessness is liable to cause defects.

What does it cost?

While it costs more to manufacture than in the old way, yet, producing it in large quantities as we do, and desiring to introduce it extensively, we shall offer it at the same price as ordinary hose.

It is the cheapest Hose to buy,

Because it's worth more on merit, because it is a new thing, because it's the greatest improvement in 20 years, because its value can be easily demonstrated, because its merits are apparent and readily appreciated even to the occasional buyer, and need no explanation.

Sales of over Two Million Feet

During the past year, distribution throughout Canada and the United States, and not a single piece complained of, justifies us in strongly recommending it.

We have Letters-Patent covering its manufacture,

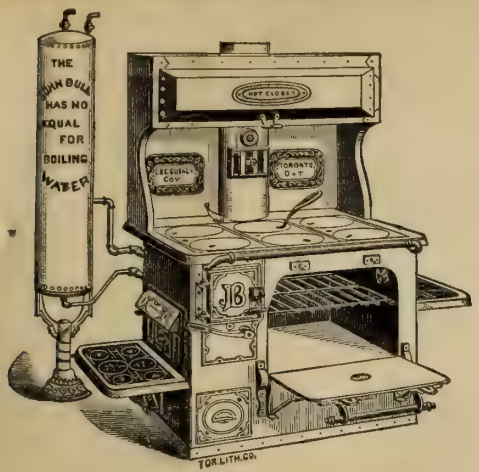
And shall protect our rights against all infringers. All good things are imitated and doubtless this will be; but as all our hose is stamped with our trade mark, dealers can avoid liability by refusing to buy hose not bearing our brand.

SAMPLES SENT ON APPLICATION. CORRESPONDENCE SOLICITED.

THE CANADIAN RUBBER CO.,

CORNER FRONT AND YONGE STREETS, TORONTO.

J. H. WALKER, Manager.



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry and a great variety of Show Case Goods Send for Catalogue.

THE SUPPLY CO., Niagara Falls, Ont.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, Ontario.

"IDEAS F. R HARDWARE MERCHANTS,"

JUST PUBLISHED

PRICE $1.00 POSTPAID.

This novel book is the only book ever written especially for Hardware men, and every Hardware Merchant will find it of decided help and of intrinsic value. It tells HOW TO ADVERTISE a Hardware Store. HOW TO DRESS a Hardware Store Window. HOW TO SELECT Seasonable Goods and HOW TO DISPLAY them to best Advantage. HOW TO MAKE a success with Hardware. HOW TO COMPETE with "Department Stores." HOW TO TURN a Credit Business into a Cash Business. HOW TO AVOID Bad Debts and Increase Trade. HOW TO SECURE Low Quotations from Jobbers and Manufacturers. HOW TO ARRANGE the Fixtures in a Hardware Store. HOW TO TREAT and Manage Clerks. HOW TO KEEP your Accounts with the Least Labor. HOW TO SYSTEMATIZE your Business and Arrange its Details. HOW TO ARRANGE Price Lists. HOW TO MEET close Competitors and HOW TO BE ENTERPRISING. HOW TO PROPERLY proportion Store Expenses, and thousands of practical hints for Hardware Merchants.

"Ideas for Hardware Merchants" sent postpaid upon receipt of price.

D. T. MALLETT,
P. O. Box 108, New Haven, Conn

FOR SALE OR TO RENT.

Gas and water pipe Foundry (vertical). Capacity 15 tons per day, fully equipped. Valuable franchise of free water and taxes in connection. For particulars apply to

St. Thomas Pipe & Foundry Co., Ld.
ST. THOMAS, ONT.

MICA.

I have arranged with several Canadian producers of White and Amber Mica to act as their agent. Send for samples and prices.

CHAS. D. CHOWN
KINGSTON, ONT.

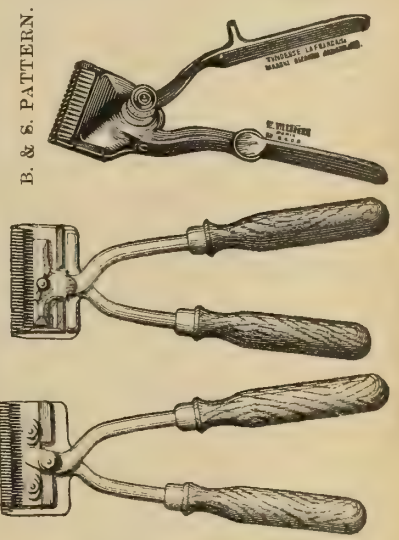
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Before ordering any Autographic Register, see the **NATIONAL.** Guaranteed equal to the **PECK**, the **STANDARD**, or any other Register of this kind, and only half the price.



We make 34 different kinds of Cash and Autographic Registers

PRICES:

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No. 33 AUTOGRAPHIC, with Combination Lock, $20.

Why pay others $30 or $40 for an Autographic Register when we will sell you one superior to any other made, for $12 or $20?

THE NATIONAL CASH REGISTER CO.,
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MARKETS

MONTREAL MARKETS.

MONTREAL, June 24, 1892.

HARDWARE.

The tone of the iron and heavy material market is pretty much the same as it was last week. Pig iron has shown no change, and the business doing is of a very small kind. Tin, terne and Canada plates are in fair demand, especially the former, as an advance is expected, owing to the advance in ingot tin, which will more or less affect tin plates. Chemicals are in their dull season, and the trade that is being done is only a hand-to-mouth one. Paints and leads are the only lines that are going to any extent, and sales in them are good. Cement is still quiet.

PIG IRON.

The demand for pig iron still continues small; the business doing on spot is only small. The arrivals of pig to this market so far have been light, and the sales made of new stock have been very moderate; the trade seem to wait for better prices. We have to note a few small sales during the week, but they are so small figures would not look well on paper. Warrants in England are the same and prices on spot are unchanged. We quote Summerlee and equal brands $19, Eglinton $18.50, and Carnbroe $17.50.

BAR IRON.

The tone of bar iron is about the same as last week with nothing new to report. Sales on spot have been fair and prices are not affected. We quote $1.85 from makers and $1.90 from jobber, and $2 in a small way.

SCRAP IRON.

A fair jobbing trade at old prices is all there is to note in the scrap iron market. Wrought being in the best demand at this point. We quote wrought scrap at $15.50 to $16 and cast at $13 to $14, according to quality.

TIN PLATES.

The canners seem to be taking hold more freely this week on account of the advance in ingots, which is sure to make tin plates advance. The business during the week, however, has been in small lots. Prices at this point are now held firm. We quote cokes at $3.30 to $3.50, and charcoals $3.75 to $4.50.

TERNE AND MERCHANT PLATES.

The terne plate market is about on the same footing as last week, and the business doing is only a small one. Merchants plate are in good demand with the roofers, and now that building operations are in full force seem to meet with favor. We quote terne plate $7.25 to $8, merchant plate IC. 20x28 $13.50, and IX. $16.

CANADA PLATES.

The only thing of interest to note in Canada plate is a few sales made ex wharf, but they were in small lots. The local business in this line is on the whole very quiet. We quote $2.50, $2.55 and $2.60, according to quality.

COPPER, ETC.,

Copper is still firm at old prices, and outside of the lot offered at 12½c. last week to induce business there has been nothing but a small trade doing. Ingot tin has shown no further advance but is being held firm. We quote copper 13 to 14c. and ingot tin 23½ to 25c.

NAILS

The demand for iron nails has not been so good the past week and sales made have been small. We however quote the old figures, viz., $2.35 for ordinary 3-inch and steel 10c. a keg higher. Steel wire nails meet with good enquiry.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

GENERAL HARDWARE.

The general hardware trade during the week has been very fair, all the travellers out sending in fair reports of their work. The manufacturers' agents report good prospects for fall business, and also say that spring trade with them has been of the best kind. The lines that are in the best demand are builders' supplies, such as hinges, locks, and other builders' requisites. Harvest tools are to a certain extent enquired after, but the business in them is about over. All other fine lines are also in good demand.

CHEMICALS.

In chemicals there is nothing new to note outside the closing down of a number of concerns for the first-half of the year. Locally business is dull with only a small trade doing.

Bleaching powder,	$2.30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2.75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.28	to	0.32½
Cutch,	0.08	to	0.09
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

The local glass market is very quiet, and although it is reported that some of the houses are cutting, it does not seem to induce business. Prices at this point are about the same. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.15 to $3.40 for thirds and fourths.

OILS.

The oil business at this point is quiet. Some lines are firm, such as turpentine and linseed, although prices have eased off in turpentine during the week, but owing to light stocks here dealers are said to be holding off for an advance. We quote ar follows:—Cod, Newfoundland, 45c.; seal, steam refined 45c.; linseed raw 56 to 57c.; linseed, boiled 59 to 60c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25; turpentine, 49 to 50c. Less 3 per cent. 30 days.

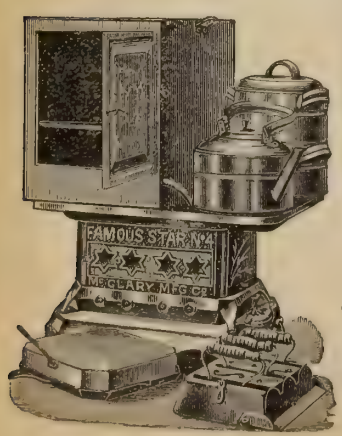
PAINTS AND LEADS.

The paint business is still booming and manufacturers are still sending out large orders. The wholesale trade say this has been one of the best years they have had for some time. The same remarks apply to lead. We quote: Government standard, $5.50 to $6; No. 1, $5.00; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

CEMENT AND FIRE BRICK,

Ontside of the western business that is being done there is not much doing on this market. The city contracts have been given out,

Lithographed Stove Boards.



Original designs and in highest style of the Art. See our samples before ordering.

Refrigerators. Ice Cream Freezers.
Oil, Gas and Gasoline Stoves.
Brass Bird Cages.

If you want a Coal or Wood Furnace write our Nearest House. We guarantee Satisfaction.

The McClary Mf'g. Co.,
LONDON, TORONTO, MONTREAL, WINNIPEG.

MONTREAL Markets continued

but as yet operations have not been started owing to the wet weather we are having. Firebricks are meeting with fair sale at steady prices. We quote as follows :— Belgian $2.10 to $2.15; Newcastle, $2.25 to $2.35; London, $2.35 to $2.50; fire bricks, $20 to $25 per 1,000 ; and off ship $17 50 to $22

NAVAL STORES.

The ship chandlers still report a fair jobbing trade in all lines, while business is not over brisk, but is thought up to the average. Turpentine is lower this week, but is held firm under light stocks. We quote as follows: Turpentine, 50 to 51c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5¼c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes. Pine pitch $2.60, pine tar $4 00, rosin $2.50 to $4.00

PETROLEUM

The demand for refined petroleum is still small. While Canadian oils are quoted at 12½c. Montreal sales are being made at 12¼c. Canadian benzine is still very strong. Crude oil is quoted at $1.28. We quote :— Canadian, 11c. at Petrolia, 12¼ to 12½c. in car lots at Montreal, and 14c. for single casks ; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia ; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 12 to 12½c. in bulk Petrolea: 16c. in car lots, Montreal.

TORONTO MARKETS.

TORONTO, June, 24, 1892.

HARDWARE.

The story of buying and selling is more than usually prosy this week, being devoid of incidents to relieve the monotony of repetition that must figure largely in reports between seasons. For one fact, trade is on the decline. That surprises no one, as the demand has lasted longer and continued stronger than it usually does. Wire has had a particularly good season of it, but it appears to have exhausted the demand at last. The trade is now quite general, but is, of course, strongest in harvest goods and other seasonable lines. Ice-cream freezers are in stronger demand than they commonly are, and a very good business is kept up as well in refrigerators. Garden hose is backward owing to the abundance of rain that has fallen of late. The coming in of the preserving season is opening up the demand for brass kettles and general hollow ware. The prosecution of fall business is beginning to show returns in very good orders, but there is experienced the same old difficulty of getting orders without guaranteeing prices. The lowness of prices in everything apparently only makes mistrust of them the deeper, instead of encouraging purchases upon the confidence that prices will mend rather than grow worse.

BARB WIRE,—Shipments are beginning to decline, as the season of demand is pretty well over for the present. Prices are unchanged.

BINDER TWINE.—Prices are unchanged and are given in Prices Current. The same limited amount of business is reported by the jobbers.

BOLTS.—A call of considerable volume for carriage bolts has furnished motive power for business this week.

BUILDERS' HARDWARE.—This department of business is duller rather than brighter, and is becoming very flat.

CHAIN.—Some additional receipts are reported this week, but trade is in considerable.

CORDAGE.—A degree of activity rather higher than is usual at this season is reported. Manilla is half a cent lower, quoting now from a basis of 10¼c. Sisal is steady from 8¾c., tarred lath yarn from 8¼c., but jute is higher, quoting at 7½ to 7¾.

HORSE NAILS.—Sales are few and light, and the discount remains at 60 to 60 at 5 per cent from the list.

HORSE SHOES—The price is $3.60 to $3.70 and trade is of small moment.

NAILS.—An easy demand continues. Wire and cut participate about equally in what trade there is. The manufacturers meet on the first of next month.

WIRE.—The sales continued good up to the beginning of this week but have since fallen off.

METALS.

The extent of the week's trade in metals has been larger than for some time past for any equal period, and larger lots have been even more the rule than have numerous orders, though in respect of both the week shows satisfactory progress. Fluctuation has not played a part of any consequence in the week's business, but tin has held its own and recorded some gain in both London and New York. Values weakened in New York on Friday and Saturday on account of a quite general movement to realize profit, but the strength of London quotations has kept up and caused a turn of strength again on this side.

FIRE PROOF
ROOFING
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co
MANUFACTURERS. TORONTO

ANTIMONY—Some movement in from 2 to 3 ton lots and similar sized parcels has taken place. The prices at which jobbing is done are 14½c. for Cookson's and 13½c. for other brands. Round lots of course change hands at a shade below these figures.

CANADA PLATES — Orders are being booked.

COPPER—A considerable quantity of lake ingot has been sold for melting, lots ranging from one to five tons having been quite freely taken. The price of ingots is 13¾ to 14c., and of casting brands 13½c. Dulness appears to be in the ascendant in New York, despite the expectation that the agreement to limit output would mend matters.

GALVANIZED IRON — Some good sales have been made of galvanized iron for roofing, troughing and many other purposes, lots varying from 4 to 50 cases having been handled this week.

LEAD—The dulness is as deep as ever and comprehends all centres. Domestic pig is 3⅜c., and imported pig 3⅜c.

SHEET ZINC— Fresh shipments are arriving just as interest in fall trade is beginning to be worked up. It has been scarce for some time. The price is unchanged at 6⅜c. in casks and 6⅝c. in broken lots.

SPELTER—The stock on spot is on the small side. Sale has been made in large quantities lately, some fifteen ton lots figuring in the transaction. The price at which it is jobbed is 4½c. for domestic and 5½c. for imported.

TIN—The upward movement was checked for a moment in New York but has prevailed over the inclination of holders to realize. The price is very firm at 24½ to 25c. There is some stock arriving, and it is much needed.

TIN PLATE—Little business is doing, sorting orders being rather backward. Cokes are $3.65 to $3.75. Charcoals are $4.25 to $4.50 for IC., with $1 added for each cross.

STOVE BOARDS AND FALL GOODS.

WE AGAIN HAVE PLEASURE IN OFFERING

Lithographed Stove Boards

Which we placed so successfully on the market last year. Our designs this year leave imitations away behind

GET OUR BOARDS.

Thos. DAVIDSON & CO.,

474 St. Paul St., MONTREAL.

MARKETS—Continued.

IRON AND STEEL.

Transactions in pig iron do not amount to much on this market for the week just past. Low prices for United States iron consequent on the sharp competition between the North and South benefits consumers here. Production has not been limited yet to any very appreciable extent at United States furnaces. Scotch iron goes slowly and usually only for mixing. Prices are steady.

Bar iron keeps on its quiet way, the price continuing at $2.05 and upward. Steel has but limited sale.

OILS, PAINTS AND COLORS.

The paint trade begins to show signs that it is past the hey-day of its season, and less activity is generally reported. A fair amount of shipping continues to be done, however. Prices show but little change. Turpentine advanced 2½c. on Tuesday at the primary market, but is still obtainable here at from 44½. Some houses have advanced to 46c., however. The stock on spot is but moderate, the sharp run for supplies under the pressure of low prices having cleared away a very large quantity of stock. Linseed oil is unchanged. The quotations for Toronto, Hamilton, London and Guelph are:—For raw, 55½c. in 1 to 3 barrel lots, and 55c. for larger quantities. For other points 2c. is added and freight prepaid. White lead is steady from 5¼ to 5½c. All paints and colors remain unchanged.

PETROLEUM.

No acceleration to the pace of business for refined is to be expected when daylight is at its longest. Prices are remarkably steady at 14 to 14½c.

The Petrolia Advertiser reports:—Petrolia crude $1.27½ per barrel; Oil Springs crude $1.28 per bbl. No new features of special interest have been developed since our last report, and the general market continues to present a quiet appearance, with transactions largely in accordance with actual requirements. A little spirit of business during the past few days has served to stimulate the expectations of a few manufacturers of refined oil, and to lead them to believe that a better condition of things were at hand, but a little enquiry shows that the purchasing that has been done lately is simply to cover small requirements. There is no disposition shown to buy in a large way for a couple of months to come, yet on the other hand there is no anxiety among the stronger refining firms to take long running contracts for oil, at least so far as opinions have been expressed. There are several firms who are willing to take all the business they can get at certain prices, but their figures are a little above the market. For choice brands good prices can be obtained and very good orders can be had; for anything else there is a fluctuating demand. We must not overlook the fact that our refiners here to a certain extent are dependent on the Oil Springs crude to mix with our own for distillation. Oil Springs oil has and rightly should have a slight premium over Petrolia oil as it is a lighter gravity and is much clearer oil for distilling, yielding when run by itself a larger percentage of number one distillate.

GLASS.

The price is steady at from $1.35 up. Stocks are very full now, the last shipments having been received.

OLD MATERIAL.

Trade is featureless, and prices are steady. They quote as follows. No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES—Stock goes out about as fast as it comes in, but there is a very slender margin to anybody, green being worth 4½c. for No. 1 cows' and a cent off for each one of the two lower grades. Steers' are a cent higher than this scale of prices. Cured are 5c. in car lots, a car a day being the rate of shipment.

SKINS—There are no sheepskins. Pelts are up to 20c. Lambskins are 35c. Calfskins are 5 to 7c.

TALLOW—Rough is plentiful at 2c., and rendered is bought at 5c. and sold at 5½c.

WOOL—Combing fleeces are 17c., clothing fleeces 20 to 22. In pulled wool, super is 22c., extra 25c.

AMERICAN METAL MARKET.

NEW YORK, June 28, 1892.

The condition of affairs in the market for manufactured iron and steel is still more or less unsatisfactory to all hands interested in that line, and, while no worse than it was a week ago, the movement in crude materials is by no means satisfactory. Some of the railroad companies have placed orders for rails and track materials, and accompanied as they have been by more purchases of track material, the sales in that line afford a certain degree of encouragement. In some lines of structual material, such as beams, plates, etc., business is fair; and billets, slabs and rods are moving quite as well as they were a week ago, trade in those departments being stimulated in a certain degree by the tendency among some consumers to be prepared for any unfavorable results of pending negotiations for new wages basis in the Western section. Operations in pig iron and old material are of very limited proportions, however, and the demand reflects no tendency to depart from the extremely conservative policy that consumers have followed during the past month or two.

The Pennsylvania Railroad Company has mills, with the price fixed on the basis of placed orders for about 30,000 tons of heavy section steel rails, distributed among several $30.00 f.o.b. mill, or $30.75 tidewater delivery. Apart from this none but small, unimportant orders have been booked, and the demand continues backward. Manufacturers assert positively that the combine rates for standard sections are maintained, but the old report is again in circulation that commissions are allowed to some buyers.

The pig iron market is positively dull. Eastern consumers have been led to believe that something will be dropped by the Thomas Company about July 1st. probably the price of Thomas iron, and orders are placed with more than usual reserve in consequence. Meanwhile competitors compete more or less vigorously, and the market at present is unsettled. Standard Northern brands are quoted at $15.50 to $16 for No. 1 X and $14.50 to 15 for No 2 X. and $14 to $14.50 for grey forge. Best Southern brands about $15 to $15.50 for No. 1 foundry, $14.25 to $14 50 for No. 2 foundry, and No. 1 soft; $13.50 to $14 for No. 2 soft; $13 to $13.50 for grey forge. Scotch pig about $21.00 to $21.25 for Coltness, $20.50 for Summerlee and $20 for Eglinton. Foreign spiegeleisen nominally $23.00 to $23 50 for 10 to 12 per cent., and $26.50 for 20 per cent., and 80 per cent ferro-manganese about $61.00 to $61.50 delivered here.

Old material meets with moderate sale and prices are still rather weak. Old iron tee rails quoted at $17.50 to $18 f.o.b. cars at Jersey City, with sales of about 500 tons at the latter price; steel rails $14.50 to $15. No. 1. wrought scrap iron, $16 on lighter at New York and $16.50 on cars at Jersey City; machiery cast scrap at $14.00 leaf spring steel at $21, and cast borings at $8 to 9 nominal.

TIN.—The "bull" movement in pig tin has received a serious setback. In point of fact, the clique seems to have withdrawn all the props with which they have supported the market latterly, and even rendered some assistance to "bear" operators who ventured on the aggresive. Whether the change of tactics is due to inability to keep to the old pace, or to force of circumstances is not clear. In any event, it is a matter of record that prices for Straits tin have dropped during the past three or four days from 22c down to 21¼c in this market, on transactions involving about 300 tons. In the London market a decline of about £3 10s. has taken place, the latest cables quoting £100 for prompt and £99 for future delivery.

COPPER.—Copper has undergone no change during the past few days. Some of the leading producers quote 12c. for Lake Superior ingot and 11¼c. for casting brands, but on actual business 11¾c., and 11c. respectively are the more common prices. In fact, the offering at those figures exceeds the outlet, and the market presents a flat appearance. Values are lower in the London market also, latest cables quoting merchant bars at £45 2s. 6d. for prompt and £45 10s. for future delivery.

LEAD.—In pig lead business has been stagnant, and the market is entirely bare of new feature. At 4.10c sellers seem to be anxious for business, but consumers rarely bid above 4.05c, and better offers than 4c are the exception.

SPELTER—Spelter has remained dull, and market value of the metal is uncertain. Sellers quote 4.85 to 4.90c. for early and 4.80c. for distant shipments, but orders are extremely few and the business passing is insufficient to fairly establish market values.

TIN PLATE—Remains quiet, but sellers' offerings of prompt and future deliveries is reserved, and prices remain steady.

John Cameron left last Tuesday morning for all points of Western Ontario, where he purposes for the next two months to push his canvas for HARDWARE of Toronto, with his usual energy. Already he has met with the most gratifying success, and so rapidly has the circulation increased, that the firm has it under their consideration to send him across the continent to British Columbia to represent their interest there. We wish Mr. Cameron every success in his work.—Durham Review.

A reputation for truthfulness is indispensable to permanent and satisfying success.

No young man can possibly have mistaken his calling who finds in it what the world wants done

SITUATION WANTED.

FIRST-CLASS STENOGRAPHER WITH seven years experience, three last years in wholesale hardware Highest business and personal references Address, Miss E., care HARDWARE 29

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

TRAVELLER WANTED, IN A FEW months hence, a travelling salesman, one who understands the stove, tinware or hardware trade throughout Manitoba and the North West. Give particulars as to past employment, also salary received. State whether married or single, age, etc Correspondence confidential. Address, "North West," care HARDWARE.

You can lose more than we do by not subscribing for this paper.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

WHY NOT ADD
ELECTRIC BELLS
BATTERIES AND
PUSH BUTTONS
To Your Stock, and Make Money?

Th Cheapest Wholesale Electrical Supply House in Canada is that of

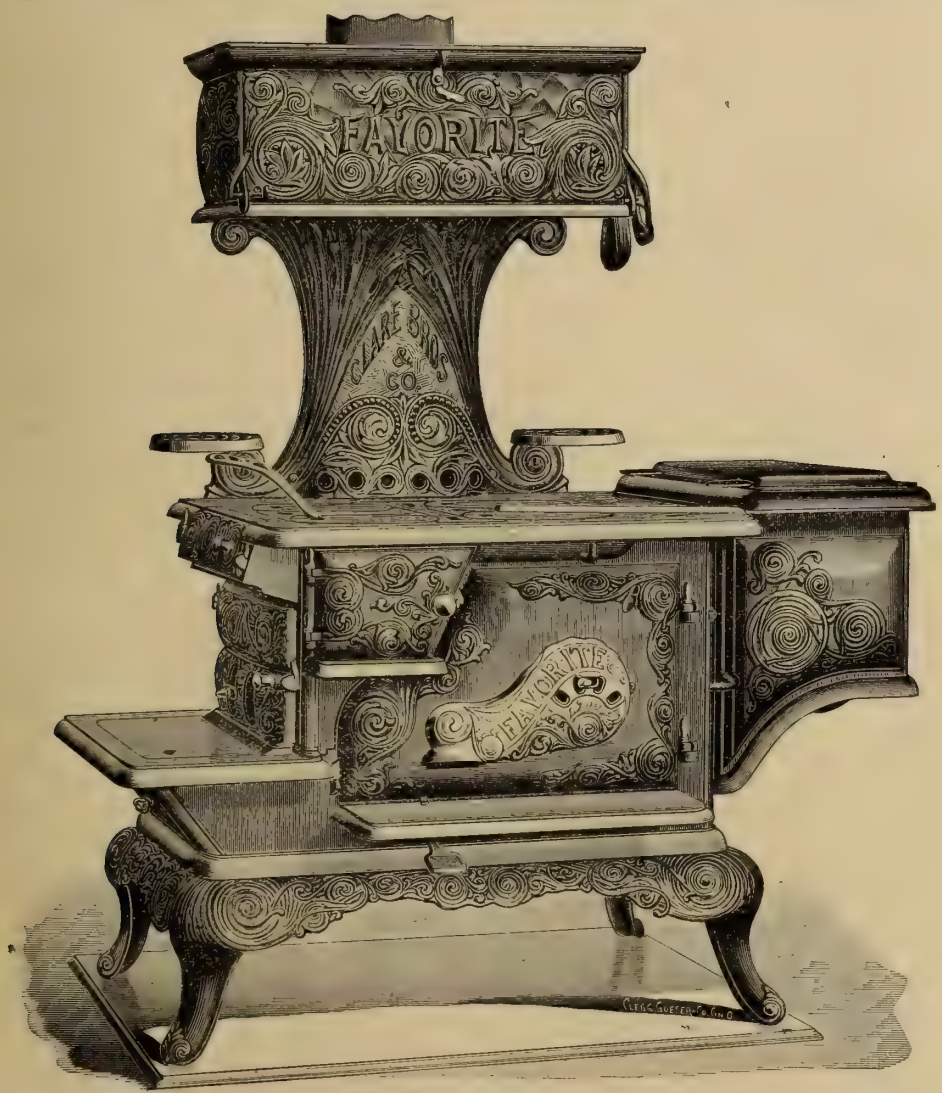
T. W. NESS,
749 Craig St., MONTREAL.

We carry a large stock, ensuring prompt shipments.

Our new book, "Instructions for Amateur Electricians," sent Free to applicants.

Errors Located in Book-keeping to Page and Account,
Without re-checking or copying entries, by Goldman's advanced system, which saves from one day to one week every month.
P. CORRIDI,
Accountant, Auditor, Etc.
Authorized Representative for Toronto Partnership Accounts Adjusted. Books opened. Statement of affairs prepared.
Office, York Chambers,
9 Toronto Street.

The Art Metropole
131 YONGE STREET, TORONTO,
IS HEADQUARTERS FOR
Artists' and Decorators Colors in Tubes, Artists' Canvas, Academy Boards, Brushes and Materials of every kind, being direct Importers from every manufacturer of repute in Artists' supplies, and giving our entire attention to this special trade.
If you handle this line of goods, it will certainly pay you to get quotations.



As stated in last week's issue, it is our intention to present to the trade a number of lines of **New—— Cook Stoves and Ranges** in succeeding issues of HARDWARE.

The accompanying cut will serve to illustrate our line of **Favorite Diamond Ranges** which possess many new and special features, particulars of which we will be pleased to mail upon application.

Clare Bros. & Co., Preston, Ont.
MAKERS OF FINE STOVES, RANGES, ETC.

NOTES ON LUBRICANTS.

The laws regulating lubrication, the action which the various articles used as lubricants have upon metals and the chemical changes that are brought about by differences of temperature have never received the consideration due them. Of late years, however, they have been treated more seriously by owners of machinery, and a writer in the Boston Journal of Commerce has compiled from various sources facts which users of machinery and engineers will find useful.

Competition among manufacturers, to-day, demands that the utmost caution be taken to reduce the wear and tear on the machinery, to avoid loss of time and, above all, to save fuel. In almost every case the correct use of proper oil will be found the precaution necessary.

A lubricant may apparently do good work and keep the part cool, but in reality the acid formed by the friction and heat of the journals is daily damaging the surface of the metal and will ultimately do great damage.

Consumers have for years been accustomed to rely upon the salesman, whose knowledge of the goods he sells is usually found to be very deficient. Nor can every engineer's report on an oil be relied upon; many are really ignorant, while others are personally interested.

"Some months ago I engaged a salesman," says a writer in the American Engineer, "an active and intelligent engineer who professed to know something about oils, and whose general ideas about lubrication seemed sensible. Upon canvassing a part of the district allotted to him with success so far as he went, the firm received a letter from him saying: 'I used to think I knew something about oil, but have come to the conclusion that my knowledge will not extend beyond the outside of the barrel.' This is what nine-tenths of the engineers would come to if their knowledge were put to a practical test.

'A good oil should be used as sparingly as the nature of the bearings will permit. The amount of resistance (friction) generated by the bearings depends upon the number of revolutions a minute a machine is capable of making and the amount of power necessary to run it. In the use of oil uniformity of distribution is as important as the regularity of supply. A dry spot on a bearing will at once cause heating, and if allowed to continue cutting will be the result.

"There is no department in a factory more important than the engine room. As the diminishing of friction will naturally result in gain of power it is to the consumer's interest to learn by careful experiment the oils that are best adapted to run his plant, and to make the necessary tests of density, fire test and viscosity. By so doing he can be certain to receive exactly what his machine requires, and run it at the lowest possible cost.

"'Poor oils,' says an eminent engine builder, 'are a prolific source of injury, and often defeat the purpose for which a machine was intended.'

"If a machine is not properly lubricated it will bind, heat and then cut, and the percentage of work added to the already overtaxed Corliss is sure to injure the engine, and certainly needs an extra dip now and then into the coal pile.

"No oil has been made that can economically lubricate all the journals of a mill. An oil running a heavy engine would not do to run a spindle or a fast revolving dynamo. The former runs slowly and has great pressure and strain on its journals, and consequently requires an oil that will not spread too quickly, but with low gravity and high viscosity. The latter needs a pure mineral oil, viscous and quick spreading, to enable it to enter into the closest parts of the bearing as rapidly as the speed at which it revolves necessitates.

"In making an oil for a specific purpose, the speed, power, pressure upon the journals, mode of application and temperature at which it has to run should be known. This information in hand an oil can be made to suit.

"The numerous tests that have been made by learned men at various times within the last twenty-five years tend to show that mineral lubricants or compounds of mineral and animal are the safest and produce the best results.

"Professor Thurston remarks: 'Vegetable and animal oils are compounds of glycerine with fatty acids. When they become old decomposition takes place, acid is set free and the oils become rancid. Rancid oil will will attack and injure machinery. Mineral oil does not absorb oxygen, whether alone or in contact with cotton waste, and cannot therefore take fire spontaneously; animal and vegetable oils do. Mineral lubricating oils are used on all kinds of machinery; they are the safest and cheapest lubricants and are generally superior to animal and vegetable oils and greases.'

"According to experiments by Galletry and Coleman it was found that 'mineral lubricating oils diffused through textile cotton do not take fire even at a temperature at which colza oil ignites, and that fatty lubricants to which 20 to 50 per cent. of mineral oil was added were thereby prevented from igniting.'

"Spon says: 'A mineral oil flashing below 300° is unsafe. The best oil is that which has the greatest adhesion to metallic surfaces and the least cohesion ia its own particles. In this respect fine mineral oils stand first. No oil is admissable which has been purified by means of mineral acids. Mixed oil, if properly compounded, possesses the special advantages of both classes.'

"The blending of mineral and animal oils does not merely consist in shaking them together, as is supposed by many, but, as they are of different gravity, the globules of each must be broken and run into each other by agitation and heat, so that the oil will become one body. If this is not done the animal oil will become separated, and standing in a heated room, the bad qualities will become manifest, and later, when used, the oil cannot do its work, and at once the quality is condemned.

"I had a case where a large mill owner was using oil said to be 1 part sperm and 3 parts paraffine, of heavy gravity. The price was lower than I knew it could be made for. Upon analyzing a sample drawn from the barrel I found it contained 60 per cent. of sperm and 40 per cent. of paraffine, showing that the oil was separating. The sperm oil, being lighter, was coming to the top, being lighter, was coming to the top. Such oils cannot give satisfactory results.

"If you have any stipulated formula have it made up for you by people who understand the business, and who have the facilities and appliances for doing it properly.

"Mr. Allen's experiments have shown that that gumming is due to the action of free acid upon the metal bearings of machinery.

"The corrosion of bearings by oils has not received the attention it deserves, as the wear and tear of the metals and thickening of the oils has been attributed to other causes. Liquid oils corrode metals very evenly, so that the effect is not readily observed. Mineral oils contain no acid, unless they have been carelessly refined.

I. J. Redwood says: 'Mineral lubricating oil has the least action on metals; none on iron or brass. Tallow oil has most action on iron; castor, olive and lard oils have most action on brass. Rapeseed has most action on copper.'"

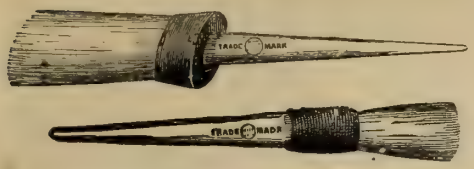
ILLUSTRATED TESTIMONIALS.



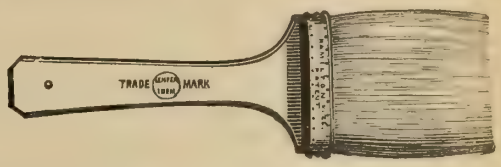
"Tokay Rope Co. Gentlemen—I was present at a trial of your new-style hemp rope It worked admirably. Yours truly,

"LEFT HANGING."

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer.

THE BEST English Sporting Gunpowder

USE THE

"ALLIANCE"

PRIZE POWDER.

—Mane only by—

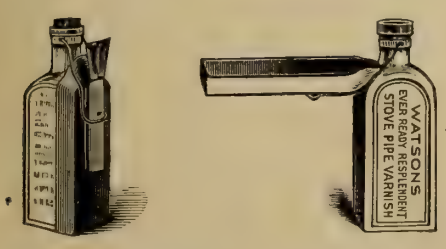
Pigou, Wilks & Lawrence, L'd.,

11 Queen Victoria St., London, E. C.

Always obtainable from

Frank S. Taggart & Co., Toronto.

The Hingston-Smith Arms Co., Winnipeg.



RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes, Piano and Furniture Polish, Stove Pipe Varnish, etc.

PARIS ONT.

IN acknowledging the very hearty support we have received from the trade since the issue of our circular of 1st March, we desire to remind all buyers in Canada that we are

THE ONLY MANUFACTURERS

Of the following registered brands of goods; that we have beyond all comparison the best appliances for their manufacture; and that good business economy will be secured only by purchasing from us.

"JOHNSON MAGNETIC" Iron Paint.
"SUN" VARNISH, for Indoor and Outdoor.
"PEERLESS" VARNISH for all purposes.
"MANHATTAN" COACH COLORS.
"O. J." & "O. J. X." VERMILIONS.

"FRENCH PERMANENT"
"ROYAL PERMANENT"
"EVER—GREEN"
"MISTLETOE"
} Window Blind Greens.

"ELEPHANT" WHITE LEAD,
JOHNSON'S "DECORATORS' PURE" White Lead.

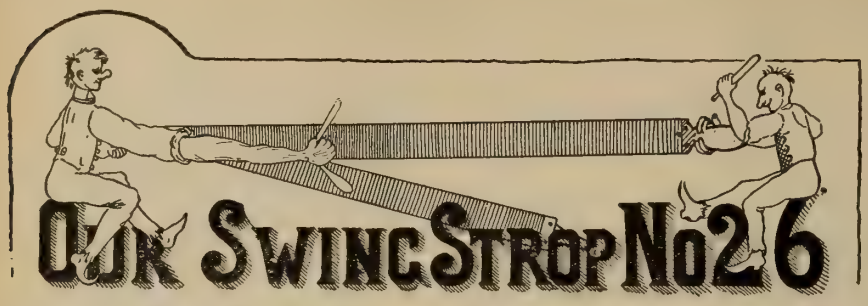
"ELEPHANT"
"JOHNSON'S PURE"
"VICTORIA"
} Ready Mixed Paints.

MODERN ANTIQUE PASTE PAINT, &c., &c.

ASSORTED STOCK HAS NOW GONE FORWARD TO TORONTO TO EXPEDITE THE FILLING OF ORDERS FOR WESTERN ONTARIO.

THE CANADA PAINT COMPANY, Ltd.,

P. O. Box 2029. 572 William Street. Montreal.



Is so constructed that the razor cannot cut the edges. The Leather and Webbing are made specially for this strop. The best value ever offered in Canada.

The Hemming Bros.' Co., Ltd.,
76 York St., Toronto.

SUMMER HOTEL AT KINGSVILLE.

The mammoth hotel at Kingsville, built by Walker & Sons of Walkerville, will be opened very shortly for the season. This magnificent structure on the shores of Lake Erie, has been painted and decorated throughout by the Messrs. Walkers' own staff of painters in a high class manner. The paint and colors, many tons of which were used on the building are from the works of the Canada Paint Company (Limited), of Montreal. A brilliant season is anticipated.

PRIZES FOR PAINTERS.

The autumnal meeting of The Institute of British Carriage Manufacturers (Incorporated), will be held at Bath, England, early in September. Messrs. Wm. Harland & Son, varnish and japan manufacturers, Merton, Surrey, offer a prize of £5 for the best painting of a Coat of Arms with supporters, and a second prize of £2. The coat of arms to be not less than 8 inches high, measuring over all, and painted in oil on a panel 18 inches by 12 inches. Also a prize of £2 for the best painted crest and monogram, and a second prize of £1. The crest and monogram to be of a total height of not more than 2½ inches high, and painted in oil on a panel 12 inches by 12 inches. The competitors in both competitions not to be more than 25 years old on January 1st, 1892. The prize panels to become the property of Messrs. Wm. Harland & Son. The Council has drawn up the following general conditions in regard to prizes offered under their auspices, which conditions will form a useful precedent for future years.

1. The articles for competition to be sent carriage paid to the town at which the Autumnal Meeting of the Institute is held; every care will be taken of them and they will be returned after the meeting, but the Institute undertake no responsibility in case of injury to any article sent.

2. Every article must be distinguished by some private mark or motto, and will be disqualified if the name of the competitor is upon it.

3. The name and address of the competitor, together with a certificate from his employer that he is engaged in a carriage manufactory, must be sent to the Secretary of the Institute in an envelope marked "Competition No.——," bearing on the outside the same private mark or motto by which the work is distinguished.

4. The Judges will be appointed by such members of the Council as may be present at the Autumnal Meeting.

The secretary is Andrew W. Barr, Copthall House, Copthall Ave., London, E. C.



E. C. GOODERHAM, Manager.

JNO. C. COPP, Sec'y-Treas.

A QUEBEC EARLY CLOSING BILL.

A bill is before the Quebec Legislature which is a very thorough-going effort in the behalf of early closing. It is rather too much so in fact, and is a case of applying law where free will should prevail. It proposes to require that shops in cities and towns of more than three thousand inhabitants shall be closed every evening except Saturdays from 6 o'clock p.m. till 7 o'clock a.m. from the 1st of October till the 1st of April, and from 7 o'clock p.m. till 7 o'clock a.m. during the other months of the year. It provides for the imposition of a fine or imprisonment upon any merchant or clerk who, contrary to the proposed act, under any circumstances, sells any goods in any shop or its dependencies. There is no need of anything so drastic as this, nor anything so impracticable, for convictions under such an act would be certain to be reversed by the courts. Such laws as this savor of the days of paternal legislation, of times when the degree of legal encroachment upon personal liberty was a matter of tyrannical caprice. There is no analogy between such a measure and a factory act, or any law passed for the protection of employes. People must not put their faith in law for the amelioration of everything in their condition. It is desirable that an early closing hour should be established, but it is not desirable that law should take away the right of trading citizens to do as they please about conforming to an early closing hour.

The Cleveland and Stamping and Tool Company have recently organized in Cleveland, O. They are now building some very large stamping machinery and expect to be in shape to stamp out anything from an article the size of a thimble to one as large as a bath tub, and they will have ready for the fall trade a full line of the finest solid steel hollow ware made. Mr. Judd fitted up the plant of the Avery Stamping Company for making the Never-Break hollow ware. The company intend to be in shape to do any special pressed, dropped or drawn sheet metal work in small or large quantities on or about September 1.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S

Butcher Knives

and Steels,

Farriers' and

Shoe Knives

Are the best in the World.

Trade Mark.

SHOVELS--Fenerty's.

We know whereof we speak. We claim we are giving the best value of any makers in the Dominion.

LOTS OF TESTIMONIALS.

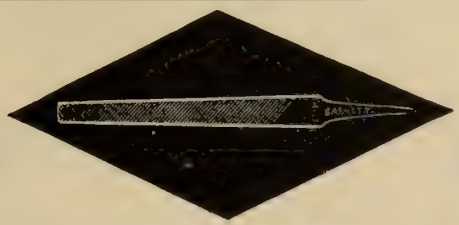
DEALERS, BUY THEM, AND LET YOUR CUSTOMERS TRY THEM.

JNO. PETERS & CO., Halifax.
JAS. E. CHIPMAN, Vancouver.
CRAIG, MacARTHUR & CO., Toronto.
Stock carried at Toronto Branch.

CAN TELL YOU ALL ABOUT THEM.

HALIFAX SHOVEL CO., Ltd., Halifax, N. S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

We are now in position to name prices on 1, 4 and 6 piece

ELBOWS, STOVE BOARDS,

Paper and Wood Lined, Crystalized and Embossed.

Patent Stove Pipe, Coal Hods, Fire Shovels.

WRITE FOR PRICES.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: 164 Fenchurch St., LONDON.



SALES MADE OR PENDING.

John Craig, hardware merchant, St. John's Newfoundland, has sold out.

The stock, plant, etc., of A. W. Brice, machinist, Hamilton, is advertised for sale.

The stock of A. J. Winch, general merchant, Sutton West, Ont., is advertised for sale on the 28th inst.

The general store stock in the estate of P. G. Marentelle, Amherstburg, Ont., was advertised to be sold by auction.

CHANGES IN STYLE OR COMPOSITION OF FIRM.

Walker & Co., general merchants, High Bluff, Man., have dissolved partnership.

Smalley & Chantler, general merchants, Westbourne, Man., have dissolved, A. E. Smalley continuing.

G. C. King & Co., general merchants, Calgary, Alberta, have admitted Mr. Leaky under the style King, Leaky & Co.

FIRES.

Mrs. C. T. Hill, general merchant, Eldorado, Ont., is burnt out.

Wier & Morrison, founders, Stellarton, N. S., are burnt out. Insured.

Hiram Chapman, general merchant, Northport, N.S., is burnt out.

REMOVALS AND DEATHS.

W. H. Bishop, general merchant, Port William Station, N. S., has removed to Port William Village, and is succeeded by E. D. Bishop.

Mrs. Thomas Brown, general merchant, Keenansville, Ont., has been succeded by W. & C. Brown.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

George Latour, dealer in bankrupt stocks, Joliette, Que., has assigned.

L. O. H. Langlois, general merchant, St. Hughes, Que., has assigned.

Alfred Hardman, tinware dealer, New Westminster, B. C., has assigned to J. B. Cherry.

E. M. Stewart, general merchant, Kinburn, (Constance P. O.) Ont., has assigned to Edgar Sampson, Toronto.

C. Davidson & Co., wholesale saddlery and carriage hardware, Toronto, have assigned to Chas. Langley, Toronto.

THE READING OF TRADE PAPERS.

Comparatively few merchants give proper attention to the reading of trade papers, says the Minneapolis Commercial Bulletin. The failure to read trade papers is probably due largely to the habit. Merchants have not accustomed themselves to the system that ought to prevail in trade matters. They have become used to indifferent methods and are inclined to underestimate anything that treats of trade matters or how business should be carried on. The condition is much better than a few years ago, however. Many dealers have learned that the trade paper can be made of great value to them in the conducting of their business, and they are giving more attention to it than ever before. It often happens that the trade paper is hurriedly scanned when it comes into the office, and thrown down without a thorough reading. It is impossible to derive any practical benefit from this course. There are some portions of the paper that are read with regularity, but there is plenty of evidence to show that a large part of the paper goes without reading, and this is the most important part, as it is liable to deal with trade methods and matters bearing on general business, but not possessing any new feature.

SOUND BUSINESS METHODS.

We have often heard merchants express unbounded admiration for business men who have made a large amount of business by one stroke. Yet the method by which the money was made was of the most questionable character. If the adventure had not been successful, the very men who praised him most would have been loudest in their denunciations. It has been said that success or the possession of money hides a multitude of sins, and we have no reason to doubt the truth of these axioms.

A successful merchant, and one—although now dead—is held up as an example of all that is honest and just, acknowledged to having once given a check for a pretty large sum of money, yet at the time he did not have sufficient money in the bank to meet it. He got the sum in the meantime and, just at the time the check was being presented, he entered the bank by a side-door with sufficient money to meet the demand. Had he not have met his check, his credit and, to a large extent, his character, would have been damaged to a very considerable extent. It just hung upon the question of whether he could obtain the balance, and the amount was obtained only by accident.

No doubt this very same method has been adopted by hundreds since and will be adopted by hundreds in time to come.

Suppose, however, the check is not met, "there's the rub." The character and credit of the merchant is lost, yet the method in both cases is exactly the same and the crime against sound business equal. In the one case the luck of obtaining the money was against the one merchant while it favored the other. It was the success which covered the sin and made the merchant an honorable one.

Sound business methods are, however, by all means the most honorable and, as a rule, achieve the ends much more quickly and certain. Where a few men succeed in the questionable methods there are many who fail. Risks are always attended with greater liability of failure than are honest, straight dealing. Perhaps the money may not at first be made as quickly or as easily but in the long run the sound and safer means are best.

There are, however, a class of merchants who appear to believe that the best and easiest way to get rich is to do something of a questionable character and make money easily. Nine out of ten of this class of men are sure to come to grief. They do not last. Something or other of an unexpected nature turns up at the wrong time and knocks their plans silly. The very nature of their operations breeds bad luck or liability of failure just at a time when it is least expected.

We do not mean to say that no risks should be run, but we do maintain that it is far better not to run risks when there can be no earthly reason to justify them. Yet there are scores of merchants doing this very thing to-day. But it is a great error, and in every case a blunder. Again, it is much more pleasant to be on the right side even if the earnings are somewhat smaller. Happiness, contentment and a full enjoyment of this life are much more easily attained by honest methods than by trickery.

While there is every reason for the honest merchant with his honest methods to expect a hard struggle, he will be recompensed by the freedom from the worry attending the trickster. The fault of many of our young men is that they try to get rich too quickly. It is much better not to run before you know how to walk. Besides it being by far the safer, it is without doubt the surest way to the end. Much depends on how a man starts his business—indeed, it is pretty nearly all in the start. While we may have brilliant hope to succeed now and then, we must not overlook the old story of the tortoise and the hare. Those who succeed best are, as a rule, those whose ambition is not too big, not too flighty. A ship without ballast can never weather a storm, nor can a business man whose methods are questionable. In all business undertakings it is best for the merchant to keep in the "middle of the road."—Exchange.

Restore goods to their proper places as soc after using as possible

A feather duster disperses but does not remove the dust from the store.

Every line of goods embodies a history and a cience worth years of study to understand

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

A customer secured is a promise of greater salary in time.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co., Toronto.

Crystographs.

TO REPRESENT

Stained Glass Windows.

A new and original process easily applied.

Cheaper than any imitation stained glass windows.

A LARGE ASSORTMENT.

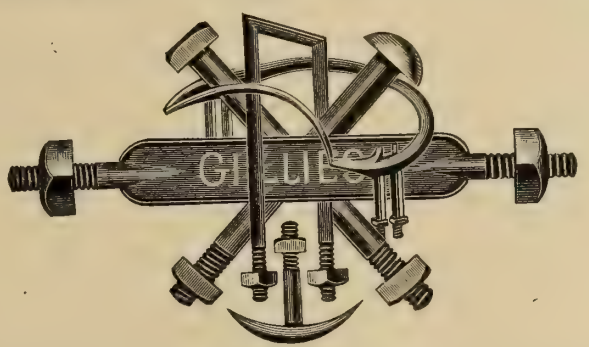
A. RAMSAY & SON,

Established 1842.

MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of a kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

Best in the World.

Wrapping Paper.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. Send for samples.

The Price Low.

CUTLERY AND SPOONS.

Best value in all kinds of English Cutlery from stock or for import. See our samples before placing orders.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

To the Trade :

OUR NEW CATALOGUE

—OF—

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

J. L. Goodhue & Co

DANVILLE, QUE.

For the convenience of Western trade a full assortment of Staple sizes of our Leather Belting is now kept by our Western Agent,

H. D. SIMMONS,

74 York St., Toronto,

TELEPHONE 2164.

Send in your orders.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 24½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Iron, per 100 lb	$2 05 2 15
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 50 2 65
Hoop " "	2 60 2 65
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 12
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2½, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright 2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5½ 6
" ¼ " "	5½ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4¾ 4¾
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¼
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior "	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16½ 0 17½
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17½ 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06½ 0 07

Lead.

Imported Pig, per lb	0 03½ 0 04
Domestic "	0 03½ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.c wt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 55 0 55½
Boiled "	0 58 0 58½

Turpentine (in bbls)

Selected Packages, per gal	0 44½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 10 p.c.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 3 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross... ... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, eacn 2 00 5 00

House.

American, per lb..... .. 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex ....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches.	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.35	2.60	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled.
Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.

Bronze, Berlin, per doz ..	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava "	8 75	10 00
Shutter, porcelain, F & L screw, per gross	$1 30	4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass "	4 00	4 50
All glass, "	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

Locks—*Door.*

Canadian, dis. per cent..	....	50
Russell & Erwin, per doz	2 90	7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. o 33⅓ per cent.

Padlock.

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp't'rs', hickory "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

	per gross	
Square, round and octagon	3 38	4 00
Diamond.....	12 00	15 00

Oil.

Canada Refined Oil (Toronto)	14	15
Carbon Safety "	0 17	0 18
Canada W.W. "	0 20	0 22
American W.W. "	....	0 25
S. R Seal .....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz	19	50
Zinc and Tin, dis. 50, 50 and 10.		
Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50
Malleable, dis. 25 per ct.		

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

Picks

Per doz.....	6 00	9 00

Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, "	40	1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p. c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz.....	55	1 00
Axle.	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c

Punches

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set....	....	72
" hollow, per inch	....	1 00

Putty

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot....	3	3½
Sliding Door, "	3½	3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz	1 25	3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33½ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9¾ 10	11¾ 12½
¼, 5-16, ⅜ in.....	10½ 10¾	13 13½
3-16 in	11 11½	14
Cotton, per lb.....		22 25
Russia Deep Sea, per lb..		13½ 16
Jute ..... " ...		08 08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	0 75	0 80
" N P. "	1 00	1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.

Emery, per quire.....	55	90

Sash Cord

Per lb.....	22	50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb.....	1¾	2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each....	1 75	2 75
" frames only		75

Saw Sets.

Per doz.....	1 65	9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz	2 10	4 50
Foot, "	40	3 50

Screens.

Window, patent, per doz	6 00	7 50

Screw Drivers.

Sargent's, per doz	65	4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.

Bench, wood, per doz....	3 25	4 00
Bench iron per doz.....	4 25	5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ...	77	1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned,	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, "	1 80	2 25

Snaps

Harness, German, p. gro.	1 65	5 50
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Soap

Sapolia ¼ gross boxes.....	3 25
" ½ and ¼ gross boxes per gross net cash	12 00

Soldering Irons.

Per lb.....	0 28	0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00
Dessert " ..... "	21 00	.....
Table " ..... "	30 00	30 00
Dessert Forks.... "	24 00	.....
Medium " .... "	27 00	.....
Table " ... "	36 00	.....

Squares.

Iron, per doz	1 65	2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.		
Try and bevel, dis. 50 to 52½ per cent		

Staples.

Fence, galvanized, per lb	4¼	4½
Wrought Iron, dis. 75, 75 and 10 per cent.		
Stocks and Dies, Amer. dis. 25 per cent.		

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		0 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz	1	2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz.....	0 35	1 50
Rat "	2 00	4 50

Trowels.

Disston's, discount 10 p.c.		
German, per doz	4 75	9 00
Brade's "	00	10 50
S. & D., discount 35 p.c.		

Triers.

Butter, per doz	6 25	9

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap.....	.....	0 11½
" Crown.....	.....	0 10½
" Silver Composite	0 09	

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50½
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz.....	4 00	8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in.	3 38	6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	4½ 4¾
" 4 " 4 & 6 " "	
" Plain twist, 2&3 wires	
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.... 0 04½
Ditto Glidden 2 point	.... 0 04½
Galvanized Barb, "Lyman," 2 to 4 points.....	..... 0 04½
Steel staples	0 04½ 0 04½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.

Painted Screen, p. 100 sq ft	1 90	2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33½, 35 p. c.

Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

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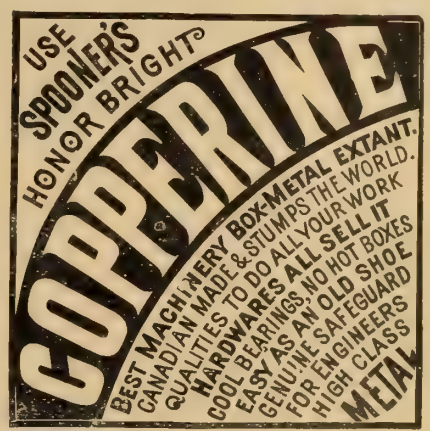
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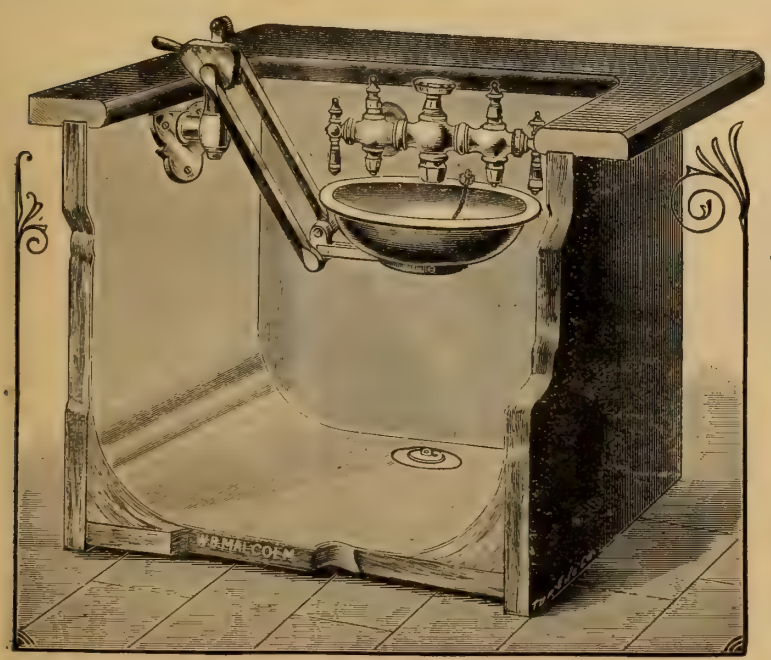
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Unique, Durable, and Cheap. Nothing like it in the Market.

It is easily adjusted to any position; is filled from the bath-taps, and when filled, can be raised to the desired height by the user, or swung to the outside of the bath by either adult or child, and will remain where placed.

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From Liverpool.	Steamships.	From Montreal..
Sat'y, April 16	Lake Huron....	Wed'y, May 4
" " 23	Lake Superior.	" " 11
" " 30	Lake Winnipeg	" " 18
" May 7	Lake Ontario...	" " 25
" " 14	Lake Nepigon..	" June 1
" " 21	Lake Huron ..	" " 8

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Each steamer carries a duly qualified surgeon and experienced stewardess

Rates of Passage, Montreal to Liverpool.

SALOON, $40 and $50..... } According to Accom-
ROUND TRIP, $80 and $90 } modation.

The $40 and $80 rates are per Lake Nepigon only.

INTERMEDIATE, $30. STEERAGE, $20.

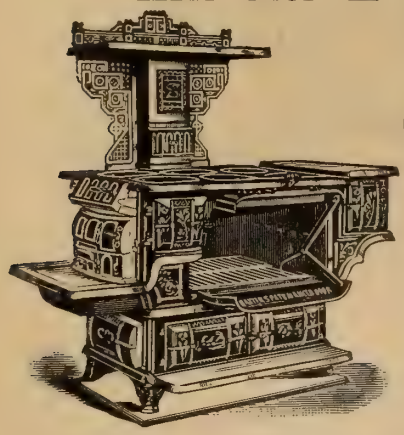
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A complete line of oval, round and square fire pots, for coal and wood.

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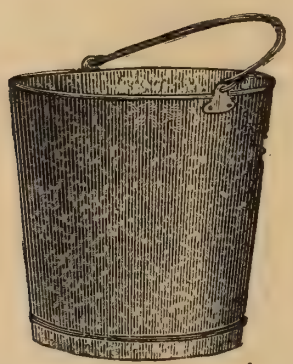
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Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

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ONLY RUBBER FACTORY IN ONTARIO.

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The Gutta Percha & Rubber Mfg. Co., Ltd.,

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Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

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Puritan Coffee Pots,
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HARDWARE
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VOL. IV. TORONTO, JULY 2, 1892. No. 27.

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"Big 4 Babbitt," - - 14c. " " " "
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For DOMINION DAY Celebrations.

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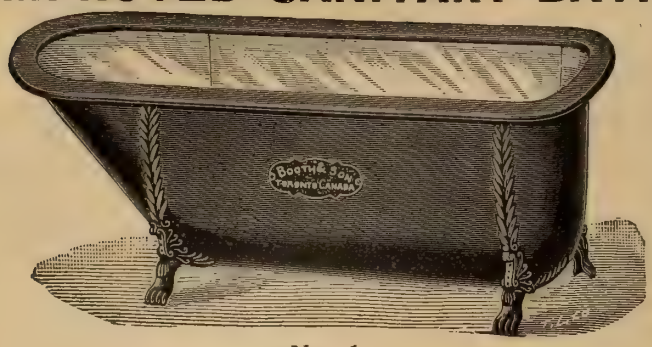
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General HARDWARE **Merchants.**

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IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

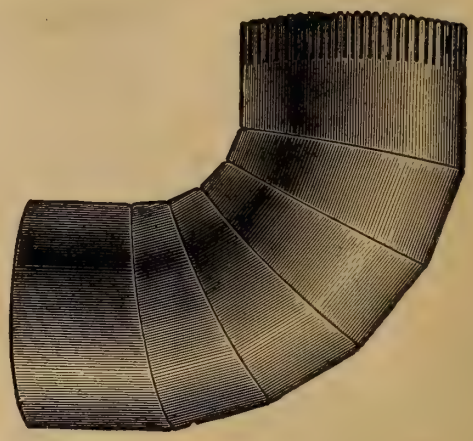
Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.



Elbows, Stove Boards, Coal Hods, Etc., Etc.

On **all Fall Lines** see our samples and get our prices before buying.

KEMP MANUFACTURING CO.,

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American Roofing Plates

We are offering our Plates to those who wish American Plates of good quality, and at prices equal to the cost of Imported Plates of an equally good quality of material and coating.

Our experience and success thus far has determined us to IMPORT no more Plates of our Celebrated Brands of

"Merchant's Roofing" and "Alaska,"

but in future to manufacture these Brands IN PHILADELPHIA, UNDER OUR PERSONAL SUPERVISION, giving the most rigid guarantees for same, and under no circumstances will any WASTERS of these carefully assorted Brands be put on the market.

MERCHANT & CO.,

PHILADELPHIA. NEW YORK.
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TEMPLE BUILDING, MONTREAL.



CLIMAX SAFETY TUBULAR LANTERNS

WITH SQUARE TUBES.

Manufactured by the ONTARIO LANTERN CO.,

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We make a specialty of the Lantern business, and warrant our Lanterns to give a BRIGHTER and STEADIER light than any other in the market. (Never left in the dark with the Climax.)

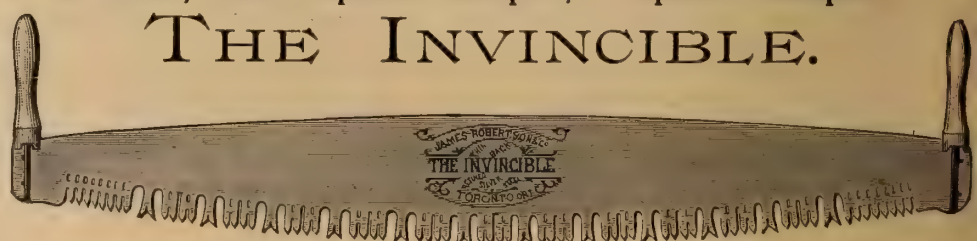


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Robertson's Cross Cut Saws.

The Lance, New Improved Champion, Improved Champion.

THE INVINCIBLE.



We warrant every Saw to be perfect in every respect and will replace any Saw found defective after a fair trial.

Buck Saws, Frames, Rods, Cross Cut Saws, Handles, etc., etc.

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JAMES ROBERTSON & CO., - TORONTO.

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ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

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Vol. 4. TORONTO, JULY 2, 1892 No. 27

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Learn to do a thing well, then quickly.

Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

The reports of sales made to consumers by jobbing houses on manufacturers' lists are as frequent as ever. No objection is made to these jobbers doing a retail business if they choose to do one; in all cases where they have a retail department their competition with retailers is overt, and if it is not popular, it brings its own penalties in diminishing the trade that is done between those retailers and the wholesale department. But what retailers do object to is, not the descending of jobbers into the business of retail traders, but the elevating of consumers to the buying status of retailers. They rightly denounce the practice of conceding to consumers the same discounts that they are given. There is no object in being in business if consumers are to rank as retailers in the title to full discounts. It is noticed that these special concessions are made upon goods that are under manufacturers' limited prices. The jobbers in question seem to have concluded that since they cannot cut the wholesalers' price to retailers, they will cut the retailers' price to consumers. It is at the retailers' expense they will operate, instead of as formerly at the expense of their fellow-wholesalers or the manufacturers. The retailing jobber fills an important place in trade, and one that no fault can be found with as such. But when a retailing jobber considers himself at liberty to cut off the full margin between the current retail price and the price he is privileged to buy at in virtue of his being on a manufacturers' list, he is taking an advantage that ought not to be long in his option to use. Manufacturers score a jobbers' name off their lists when he sells at forbidden prices to retailers; they should dispose of him in the same way when he does the same thing in a more roundabout way by cutting prices to consumers betow the line of retail profit.

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At the time of the formation of the Linseed Oil Jobbers' Association in this city, steps were taken to unite the importers and wholesale dealers who handle spirits of turpentine, in support of a common scale of prices, terms and discounts for that commodity. But unanimity in these matters was found not to be feasible at that time, upon the lines proposed in the scheme then under consideration. The motives for renewing the attempt are now strong. In the first place an Association of Spirits of Turpentine Jobbers has existed in Montreal since last February, and has shown that the trade can be regulated when only fair profits are aimed at; in the second place the strong competition that has been maintained here has made turpentine an almost profitless article. The jobbing trade are therefore beginning to gravitate once more to a common centre, and it is expected that they will agree upon a basis that will make the sale of spirits of turpentine a better paying business. Though retailers like to buy low, they want to know when they have touched bottom, so that they can govern themselves according to the quotations of competitors. They cannot know whether a rival has bought at an advantage or whether he is selling at a loss, when he offers goods at prices lower than their lowest. If they had assurance that nobody could buy below certain figures they would not be so nervous in the face of abnormal competition, and would hold on to profits. The proposed Association has got pretty well through the process of formation. The terms are expected to be net cash in 30 days, but it has not transpired what the opening price will be. The agreement establishes common conditions to govern the jobbers in this city, and covers the territory west of the 79th meridian. On the east side of that line the Montreal Association's terms and prices hold, and each Association is to agree to conform to the other's schedule in all business its members do beyond the line of demarcation agreed upon.

* * *

Though flies have not been numerous this summer, the sale of wire cloth and window and door screens has been unusually large. Last summer there was a much lower demand, though it would appear that the need for fly-screens was much greater than it is now. Prices have been easy, however, and that fact may fully explain why more wire cloth is sold in a cool summer than was sold in a rather hot and generally dry one.

* * *

It is important for the hardware merchant to know whether he has any unused selling capacity. There are many traders who are paying for services they are not getting, services in the form of help, rent, storage, and custom. For, a trader pays for his custom, or the opportunities his stand gives him to sell goods, in the form of both extra rent and taxes. Taxes as well as rent are levied on an assessment that puts a good round value upon the position and surroundings of a store, circumstances that are supposed to swell its trade. There are certain expenses that have to be borne whether the volume of business is large or small. It is as well therefore for the trader to be on the lookout to get the fullest returns from these expenses. If he is not exerting his full selling force—that is the time of his employes and himself, the space of his premises, the resources of his capital—he ought to ask himself if he is saturating the full buying capacity of his district. If he concludes that he is selling all the goods that can be sold from the assortment of wares carried, he should next inquire if there is a demand to be quenched in some line he does not carry, but which stocks naturally enough with such goods as he does carry. For example, Is there not a demand for house furnishings that he could supply? Are electric appliances wanted in his neighborhood? Are there not men who could ride bicycles if they had them? Is there not a stream near by to fish in in summer and to skate on in winter? Are guns not likely to sell? Wouldn't cheap clocks find sale? There are many lines that could be taken into stock to keep service engaged and make expenses productive of returns, if it were found that the demand warranted their addition to stock. The big department stores have no selling capacity going to waste, and therefore can make more on small profits than other stores can. A store which has three salesmen engaged and is open twelve hours a day seldom shows full returns for the mere work done. Thirty-six hours' work is paid for even if only thirty hours' work is done. It may be that one employe less would leave too much for the others to do, so the best plan is to try to so work up business that full service may be supplied for all. To keep men tidying shelves when the shelves do not need tidying brings no returns from salary paid. The wheeling of stone from one place to another by convicts, who are required to wheel it back again to keep them toiling is as fruitful of economic return.

TRADE PROSPECTS AND TENDENCIES.

The following extracts from the speech of B. E. Walker, general manager of the Bank of Commerce, before the last annual meeting of that institution, have a pertinence for traders that makes them worthy of reproduction: In the egg trade the prices paid by shippers were too high, being not very much lower than before the McKinley tariff. Still there is no longer any doubt as to our ability to send Canadian eggs in prime condition to Great Britian and to sell them at a fair price. The distance has been proved to be no pratical difficulty. But the business apparently requires great skill and more capital than many of our shippers possess, and it is to be hoped, in the interest of such an important trade, that it will be conducted hereafter mainly by men of tried capacity. The check caused by the United States tariff is very considerable, exports having fallen from an average, for several years, of thirteen to fourteen million dozens to eight million dozens. If the farmer can however make a profit at the prices being paid this season, the volume should soon rise to the old figures. Our manufacture of cheese again exceeds any previous season. For the year ending 31st March our export reached 111,000,000 lbs., valued at nearly $11,000,000, an advance on the last season of a million and a quarter dollars. This was again accompanied by a falling off in the exports from the United States, amounting this year to nearly a million dollars in value. The season's operations were profitable to both factories and shippers. The experiments intended to demonstrate that butter-making may be carried on profitably during the months unsuitable for cheese-making have been, I understand, a success, and if in the counties in which cattle-grazing, cheese-making, and the fattening of hogs, interests closely allied, are now successfully carried on, we can add a large manufacture of high-class butter without diminishing the output of cheese, a distinct forward movement in Ontario farming will have been made."

"We are suffering all over North America from the waning of a wide-reaching real estate boom. The sudden decrease in building operations has thrown large numbers out of employment, and the supposed profits from real estate operations have in many cases disappeared. Many people are clearly not so well off as they imagined, and a general indisposition, and in some cases inability, to spend money as freely as heretofore is the natural result. Not only have the imaginary profits of past speculations disappeared, but there are at the moment no captivating suburban ventures, nor can the dealers in city lots trade with that certainty of a steadily rising market which has been so much the cause of activity in business during late years. We have danced, and we must pay the piper with what grace we may.

There is also another grave reason for the dissatisfaction in some quarters with the results of business. There are too many people in business. This is getting to be an old story, but it seems necessary to draw attention to it until the remedy is applied. Small villages complain that their business is going to the larger towns, and the towns complain of the cities. Small manufacturers complain at the consolidations and so-called monopolies, which are becoming as marked a feature in Canada as elsewhere. Retail shopkeepers complain at the great establishments now common in many cities, where almost anything may be bought at a margin of profit which is ruinous to the smaller dealer. Unfortunately some people view these changes as abnormal, and seem to be waiting for a return to former conditions. In the meantime the merchant, manufacturer, or shopkeeper who finds himself at a disadvantage tries to meet the situation by the same old method of too long and too large credits, prices which leave too slender margin for profit, and added expenses in trying to meet his better situated competitors. But these changes, which have concentrated business in larger centres and stronger hands, are but a part of the great centralization in commerce, labor, and so many things, which is one of the most prominent developments of the last decade or two. We have applied the wonderful machinery of the age to the better organization of trade, and as this goes on with remorseless strides the small centres of the world lose their importance, and, distance being practically lessened, the area controlled by larger cities or larger business organizations is enormously increased. The farmer's wife does not so often ride in a wagon five or ten miles to the nearest village to make her purchases, but with a Saturday half-ticket goes by rail twenty or thirty miles to the nearest town or city, and with less loss of time and greater ease. The merchant or manufacturer orders his merchandise from the uttermost parts of the earth, by cable if he chooses, with certainty as to the time of its arrival. The farmer raises food on the Western prairies with no thought as to who will eat it, and thus furnishes food for outlandish folks thousands of miles away, of whom he has never heard.

This is a state of things which has brought too much ruin to individuals to warrant one in saying that it is an unmixed good, but it is a change permanent enough to demand that we should meet it with a more ready change of front than we at present offer. We talk vaguely about over-production as the source of many evils in trade, but there are many varieties of over-production. We have produced thousands of new houses in Toronto, clearly not required by the population, but it may not be these which are left vacant eventually, but the older and less attractive houses. In the same way we have a distinct over-production of shopkeepers and other men in business, and the men with the newest methods are apt to drive the others out. If business men find their trade or profits going from them, hard as it may be, they should meet such a state of affairs promptly by turning to some industry in which there is not over-production at the moment. All grumbling to the contrary notwithstanding, there is no over-production in Canadian farming at the moment, and the return from the honest industry of a farmer in Ontario or the North-West is greater proportionately than in any of the ordinary callings of men with which I am acquainted."

THE ORIGIN OF THE BARB WIRE INDUSTRY.

A blacksmith, by the name of Ellwood, who lived in a small town in the State of Illinois, U.S.A., was the inventor, and the story goes that one day he was making wire in his shop in a small way, putting on the barbs with pincers, when a couple of young men stepped in to escape a sudden shower. They thought the wire looked promising and suggested to Ellwood that they would like to take some out on the road and try selling it. He consented, and "after a week's trip they came in and compared notes. Both found the wire a great hit; everybody wanted it. But they were pretty shrewd boys, and they fixed it up between them to fool Ellwood. When he asked how business was they showed him a few orders, and shook their heads dubiously. 'Not much in it.' 'Better try again,' said Ellwood. 'Well, if you will give us a five years' contract on Missouri, Southern Iowa, Arkansaw, and Texas, we'll go out and see what we can do.' Ellwood agreed, and one of the young men started for Texas. In a week he sent an order for a car load of wire. Ellwood was astonished. It would take him a month to make a car load. He carried the letter over to his bank. 'Must be some mistake,' he said. 'No,' said the banker; 'it's plain. He wants a car load.' 'Impossible,' replied Ellwood, 'I'll telegraph him.' The reply came, 'Yes, car load, but make it three car loads. Ship quick.' Again Ellwood went to his banker. He was puzzled. It seemed like a hoax to him that anyone should want three car loads of wire. Preposterous! The banker convinced him the order was genuine. 'Mr. Banker,' said Ellwood, 'I'm a poor man. I am worth two or three thousand dollars. How much can I draw on this bank for on my reputation and my prospects?' 'Fifteen hundred dollars.' 'Good. Give me five hundred dollars now.' In an hour Ellwood was on his way to Chicago. In two weeks he was making barbed wire by machinery. In ten years he was worth 14,000,000 dollars. —Ex.

BITS AND GIMLETS.

The manufacture of bits in this country is estimated to equal a production of 20,000 per day, and is in the hands of comparatively few persons, the fierce competition within the past few years gradually driving the smaller concerns into other lines. About ten of these manufactories are to be found in New England and two in the West. German bits are made by about six concerns, and are sometimes called the Bee bit. This term is said to have been given to it by the original inventor of the peculiar conformation of the twist of the bit. It is said that he procured a bee, and placing it under a microscope, made a fac simile of that wonderful instrument, the dread of the small boy, but which has an efficacy hardly equalled in the animal world. The gimlet is more widely made, twenty or thirty different concerns supplying the trade. The metal handle gimlet is now made by the million, and sold by the bushel, as one might say. The retailer gives it to the customer at five cents, and at that price there are three profits. One old workman, who had spent his life making gimlets, racked his brains one day to know how to keep up with the procession in the way of competition, when a bright idea came to the surface. He figured it out that he could do so-and-so if he did not fool away any of his time in counting the gimlets that he made, and his employer now pays him by measure. This is a hint for other lines closely pressed by competition. Bits are sold as cheaply as $1.50 per dozen to the mechanic, the best sorts bringing $5 and $6 per set.—Hardware (N.Y.)

LAMPS INCREASE PROFITS.

The enterprising hardware merchant, of to-day, is particularly desirous of adding to his stock new lines of goods, to increase his profits and enlarge his field of opportunity.

In this connection it may be a matter of considerable interest to know that within the past two or three years more money has been spent by the general public, rich and poor alike, for lamps, than was expended in any previous ten years in the history of the business.

Years ago our ancestors were accustomed to light their way with candles, or whale oil lanterns of cumbersome construction, to be superseded later on by the discovery of gas, which now again is being largely supplanted with that wonder of the age—the electric light.

For domestic use, however, the consumption of gas has materially decreased during the past three years, and history repeats itself by the re-establishment of oil lamps in the popular favor.

This change has been primarily due to two causes—the great reduction in the cost of oil, and the remarkable improvements in the construction of Lamps. The modern Lamp in its present form is entirely distinct from the Lamps of a few years ago. What the bicycle of to-day is to the crude wheel of "yesterday," is correspondingly true of the wonderful evolution of the Lamp.

This modern Aladdin is therefore a matter of live business interest to the Hardware merchant, who is awake to his opportunity.

The millions of capital invested in this country in the production of Lamps is a guarantee of the importance and permanence of the industry.

Another interesting feature is the fact that every household requires for its comfort from three to a dozen Lamps of various styles and grades, and it therefore becomes clearly evident that the proportions of the demand for these goods is truly enormous. Out of the millions annually spent by the public for Lamps, it is safe to say that scarcely ten per cent. of the money passes through the hands of Hardware dealers, simply from the fact that they have thoughtlessly allowed their more enterprising and encroching rivals in other lines to steal a march on the sale of Lamps.

No other class of trade is as well adapted from its environment to handle lamps as is the hardware trade, and it would therefore be natural to suppose that, having their attention brought to bear upon the subject, they would at once "lay pipe" to tap the consumer's pocket.

A line of lamps add more to the appearance and attractiveness of a hardware store than any other line of goods, and it is equally true that a hundred dollars expended in this direction will yield a larger dividend than double or treble the amount invested in other standard goods.

The sole aim of business is to make money—not that we all attain the goal—and it is consequently to the individual interest of every hardware merchant to inform himself about these goods, and at least make a fair trial of the line. No risk is incurred, as lamps in general are as staple as table cutlery or carpet tacks, and one of the profitable features of the business is the subsequent demand for burners, wicks, chimneys, etc., which, while not requiring much capital, pay a very handsome profit—the "Dutchman's one per cent."

In the advertising columns of HARDWARE will be found from number to number the announcements of the leading manufacturers of lamps, and if the hardware merchant who sees the chance to increase his income, will simply request from each a catalogue and discount sheet, he will be in a position to immediately make a trial start in this line, and in a short time work up a local trade of no mean proportions.

Lamps not only serve the purpose of affording light, but have an importance aside from utility, in the matter of art and home decoration; and many a parlor affords its mistress greater satisfaction from the graceful Banquet or Piano Lamp which forms a prominent feature.

The Hardware merchant's wife—she ought to be a "consulting partner" more often than is usual—knows many valuable points about lamps, and it is due to her artistic taste and inventive genius that those wonderfully constructed shades of gause and lace and paper roses occupy so prominent a position in the charms of the domestic circle.

A practical way to make a beginning in lamps is to send a blank order to some one of the many reputable makers of lamps to ship you an assortment of "ready sellers," to a certain amount, and, after stating your general idea, leave the details of the selection to the maker's judgment and experience.

By this method no time is lost, and any manufacturer or jobber who receives an order of this kind will take especial pains to send the styles and grades best adapted to your locality and trade. A little personal experience will then easily place you in a position to intelligently understand the requirements of the line after a few weeks' trial with the first shipment, and you will be agreeably surprised at the accumulative results which will follow their introduction.

Women purchase nine-tenths of the articles used in the household, and the indirect benefit of carrying a line of lamps is therefore apparent in increasing your trade in other lines.

A novel and practical method of advertising the fact that you keep lamps is to devote an entire window to their display at the start. Place in that window samples of the full line, and fill them with oil. Arrange the shorter ones in the front of the window and at evening light the entire lot. Hang a sign over them reading, "We Light the World," "More Light with Less Oil," or any other short phrase, and the brilliancy of the display will act as a magnet to attract the buying attention of the passing public.

A lighted lamp is a sort of attraction, equally potent with human beings as with the proverbial moth, and a person who passes your store window containing a score of different lamps in polished brass and bronze, each yielding and reflecting its brilliant light, must be dull indeed if he fails to remark and remember the display.

Fall in line, then, fellow merchants!

Catch the step of moving progress while the field is open to all comers and secure your full share of the first profits which await those who not only see the opportunity, but meet it before it is too late.—D. T. Mallett, in N. Y. Hardware.

A bill is before the House of Commons to amend the Winding-Up Act, empowering the court to dispose of books and papers when a company is being wound up and about to be dissolved; freeing the company and liquidators from responsibility at the end of five years; and providing for the discharge of the liquidator when winding up is nearly completed.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

Fire did about $100 damage in Jeffrey Bros.' hardware store, Stratford, the other day.

As many as 12,000 men will be affected by the threatened lock-out in the iron trade of New York.

It is said that $400,000 is owing on unpaid Intercolonial freight bills by merchants in the lower provinces.

The measure to enforce early closing referred to last week has since been rejected by the Quebec Legislature.

Mrs. Hope, widow of the late Charles J. Hope, hardware merchant, of Hamilton, formerly of London died on Thursday.

Mr. Doherty, of the Doherty Mfg. Co., Sarnia, Ont., has been granted a patent from the United States Patent office for a hot water boiler.

The Rat Portage reduction works have finally been put into complete running order, and are now working at the ore, and will continue to do so as long as ore is supplied.

Mr. Thomas E. Pound, of Aylmer, has been appointed as a travelling agent for the Wortman & Ward Manufacturing Company of London, and will commence work in a few days.

Japan has applied for space in the World's Fair Mines and Mining building for a mineral exhibit. It will include a fine collection of the celebrated Japanese alloys and bronze preparations.

Miss Florence Beatrice Henry, merchant, Simcoe, and formerly of London, was married last week to Mr. Chas. Marlatt, merchant of that town. Mr. and Mrs. Marlatt left for New York on their honeymoon trip.

W. L. Haldimand, of W. L. Haldimand & Son, Montreal, was in Toronto last Friday, and made some good sales of Le Page's liquid glue, of which his firm are the selling agents.

The Strathroy Manufacturing Co., of Strathroy, are busily engaged on the manufacture of harvest tools for this season's trade. The company are doing an extensive business in this line, and their goods are of excellent quality.

A 6.40, on Saturday evening, a fire broke out in the kiln house of the Hamilton and Toronto sewer pipe-works on Main street west, Hamilton. The kiln house was completely destroyed, the kiln badly cracked and about $600 worth of pipe in the building was spoiled. The fire department worked well and prevented the flames from spreading to the rest of the factory. The loss will be about $1,500, and the insurance is $800.

A new bullet has been invented by a man named Tweedie. It expands after it strikes and tears a hole much larger than bullets of greater size and common structure. It is said to be a worse missile against iron or steel plate than the old shape of ball.

The ore of the Temescal tin mines in California appears to be of excellent quality. If reports do not over-estimate it, the yield is from 11 to 29 per cent. of tin. The yield of the Welsh mines runs from 2½ to 7 per cent. generally. It is said that the mines are turning out 5 tons of ore a day. They are worked almost entirely with English capital.

In regard to window-dressing I have frequently noticed that the sale of articles prominently shown increases, and vice versa. For instance, if I make a good display of spokeshaves the sale is doubled, but as soon as I withdraw them the sale falls off, and other articles the same.—R. C. in Ironmongery.

An exhibit of bells will be made at the World's Fair by a large manufacturing concern in this country, and the firm is planning to display it in a reproduction of the Tear Kolokol (king of bells), the famous broken bell of Moscow, which is 22 feet in diameter and 21 feet 3 inches high, weighs 443,772 pounds, and is used as a chapel.

M. & L. Samuel, Benjamin & Co's sales of the Asbestos Thimble have been very large since they took hold of that useful article. A carload was shipped to the west the other day, and distribution in smaller round lots is going on very satisfactorily. The McClary Manufacturing Company are the selling agents in London.

Investigations are being made in Florida by the United States Department of Agriculture, with the object of establishing the Sisal hemp industry in that State. It is said that four-fifths of the Sisal hemp grown in Yucatan is consumed by the United States, and that means about $4,000,000 per annum paid to the people of that peninsula for the hemp they ship to the United States.

The Canadian Rubber Co., of this city, report good sales for their Seamless Rubber Garden Hose. They have letters patent covering its manufacture in Canada, and they obtain many inquiries about the new mode of manufacture. The sales for the past year were for over two million feet, and not a single piece was complained of. A line to the manufacturers will receive prompt attention. Samples of the hose are sent on application.

The United States Cutlery Company is the result of the consolidation of the following concerns: Cutlery Company of Meriden, Conn., the New York Knife Company of Walden, N. Y., and that of Dwight Divine of Ellenville, N. Y. This Trust claims to manufacture 65 per cent of all the pocket cutlery made in the United States, and is capitalized at $1,6000,000, of which one-half is 8 per cent preferred stock and one-half common stock.

Burglars have entered the store of John Tucker, Talbotville, and of James McKenzie, Union. In both cases they effected an entrance by prying a panel out of the back door. They got a small amount of money and a quantity of goods at each place.

A new idea for a nail counter is to have the bins occupy only the upper half of the space under the counter, and not extend down to the floor. The top of the counter is made with lids along the front, which are taken off when it is necessary to fill a bin. The bins are 14 in. wide, 14 in. deep, and 30 in. long, and have a sloping bottom, which keeps the nails towards the opening. It is easier to serve nails from such an arrangement, as there is less back-aching stooping over to be done. A firm of hardware dealers describe these bins as unimprovable in the Metal Worker.

TRUTH OR FALSEHOOD.

The question many times comes to the business man, can business, under the press of the competition of the times, be successfully transacted—successfully from a financial standpoint—when the truth is strictly adhered to; or in other words, is it not almost imperative that the merchant should lie?

Can the merchant, in all cases, consistent with the hope for success, against the existing class of competition, do to the customer just what he would wish done by him?

Upon this subject an exchange gives the following, which is worth reprinting:

In the noble desire to do business, to sell goods, very many business men stop at nothing, but carry their ideas of truth far away into the realm of fiction. In other words they say anything to sell goods, and represent them to be what they know they are not. The amount of lying in which a merchant can indulge, should he have a mind so to do, is without end. From solemnly asseverating that some old chestnut is the "latest out" to declaring that some new and taking article which they do not happen to have in stock, is a chestnut they have a wide field to cover. And it must be confessed that a good many of them cover it most successfully. Now the question that arises is, Is all this gratuitous flow of lies necessary? It is not the intention here to convey any idea of Puritanism or to think it possible for merchants to be exactly exact in all they say or do. It is simply the purpose to discuss the question as an open one. A merchant can feel that he has done fairly well if he avoids deliberate lies either on price, exact age or style of goods. But he can also feel himself a distinct fool—ninny would more exactly suit the case, if he is going to sit down and tell every one who comes into his store what he knows and

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

BINDER CORD.

Crown, Red Cap, Blue Ribbon or Blue Cap, Silver Composite.

Orders Solicited.

what he doesn't, where and at what early period in the century he got those old——, mentioning certain chestnuts, or how he happened to get left on certain goods through lack of business smartness. It is no use disclosing your weak points to the world—they can see them fast enough without your going to the trouble of disclosing unseen ones. It is man's duty, and the saving clause in living, to make the best of everything in life. It is his proof of strength and courage, that he bears himself well in the battle of life. To do this it is no use going out to meet his competitors who are armed with steel, being only armed with a straw himself. No. He has to brace up and use all his nerve and fight his opponents on equal terms. However, in dealing with his customers it is no use his going to the trouble of a deliberate or fatuous lie, for such a lie will invariably disclose itself sooner or later. If a customer ask a question deliberately out of a desire to get at the exact truth, a merchant, if it is possible, should be sure to give him that information. Both for his own sake and for the customer's.—Merchant Sentinel.

SOME PHILOSOPHICAL REMARKS ABOUT TYPE.

Like a porter-house steak, advertising can be both overdone and underdone. There is in the art as in all other arts a golden mean, to strike which is at once success and popularity. A famous orator of the day, a champion in the religious controversial arena, in one of those epigrams in which he so much delights, embodied an idea with which most liberal-minded people will sympathize, when he said that he would rather be a beggar and spend his money like a king, than be a king and spend it like a beggar. How many kings are there in the business world who spend their money in kingly fashion in everything but—advertising? When it comes to the question of making an investment in printers' ink their liberality vanishes and in its place the calculating, pinch-penny spirit becomes at once manifest. This, of course, is suicidal folly, for no investment—not excepting silver mines or industrial stocks—pays a better return, or pays it for a longer period of time, than that for which the investor receives, in lieu of a certificate of stock, an advertising contract in a first-class journal with a guaranteed circulation among the lines of business wherein he desires to find customers.

The amount of interest upon his investment, the dividends in the form of profits, which come in not at stated intervals, sometimes with a space between or even greater duration than seemed the long wait between certain convivial hospitalities in the instance of two famous Southern governors—is decided by two factors: First—Did the advertiser select the proper medium; second—were the goods offered saleable and worth the money asked for them? These questions answered satisfactorily, that is to say, honestly, in the affirmative, there is no telling whether the returns will be five or five hundred per cent. upon the investment. We believe the larger figures have been reached oftener than the smaller ones.

History repeats itself in the matter of advertising as well as in historical chronicles. Innumerable fortunes have been made by the judicious use of printers' ink. Nobody denies this. Fortunes have also been squandered in reckless advertising—equally true. But mark the chief cause of loss from this species of commercial enterprise. Almost every case of disaster caused by over-advertising can be traced to one cause which in itself proffers the very best indorsement of the value of publicity—a wild, unreasonable greed to still further realize the immense profits which have been proved to accrue to the patron of the preservative art. Throwing discretion to the winds the plungers in the advertising field have in many instances allowed their very eagerness to realize inordinate returns to run away with their judgment, and the result has been calamitous.

But overdoing are not the only faults which detract from the legitimate measure of success which is open to all who are willing to enter the lists and say their little say in printers' ink. There is much in their style—or to carry out the simile—in the tone of voice in which they tell their story. They may tell it in thunder tones and scare away the rats in the top attic and possible customers also; or they may drop into a whine which awakens pity and nothing more. Shakespeare in his oft-quoted "Advice to the Players" tells his hearers to

> "Speak the speech, I pray you,
> As I pronounce to you,
> Trippingly on the tongue,"

adding the caution, born perhaps of misery endured when listening to "a periwig-pated fellow tearing a passion to tatters," that "If they mouthed it," he would "as lief the town crier spoke his lines." This was hard upon the histrionic abilities of the town-crier, who was the chief advertising medium also of Shakespeare's time, but it might be repeated to the noble army of advertisers to-day, changing only the form so as to apply to written instead of oral addresses. The advertising jumbler and bore is the worst kind of bore. True, one is not obliged to read what he tries so ineffectually to say, but see the good space wasted and the seed he is carelessly sowing for a future crop of tares in the form of anathemas against that beneficial aid of the truly wise, printers' ink, when in deed and in truth, the only stumbling-block is his own incapacity.—American Artisan.

A customer secured is a promise of greater salary in time.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

THE KEMP MANUFACTURING CO.

For six years the Kemp Manufacturing Co., of this city, has been doing business, and during that time great and numerous changes have taken place in their shops and in various departments of this industry. The growth of the business has been steady but rapid, and under able management the business stands forth as one of the largest of its kind in Canada. Six years ago small, and to-day large enough to employ over two hundred and fifty workmen, shows that tact and business enterprise are bound to be successful, and that Canada has, to-day, germs of manufactures which will some day help to make her great, and in fact are doing so already.



This company manufactures all kinds of tinware from a tin cup to an oil tank 6 feet high and many classes of light steelware, such as spiders, steel sinks, galvanized steel buckets, and oil stoves.

The tendency of the times is, that the manufacturer carries the stock, and the wholesaler, jobber and retailer relieve themselves of this burden to a very great extent. This, coupled with an increased volume of business, has led to their carrying a large amount of stock, and to accommodate this stock they have, during the past year, increased their buildings by erecting a large warehouse, 65 feet wide and 125 feet long, connected with the main building by an archway and enclosed passageway 25 feet long.

While they were making this big addition they also laid out and fitted up new offices in the front part of the main building. The accompanying illustrations will convey but a vague idea of the beauty, extent and suitableness of these offices. The general office possesses large plate glass windows which face the west ; these are rendered very attractive by the upper sections being moveable and containing colored decorative glass. This office has forty-five feet frontage and is forty feet deep. The private office runs sixteen feet into the general office and extends also sixteen feet deeper into the building. This office faces the north and is well lighted. It is divided into two apartments by folding doors, which are shown open in the illustration, which shows the private offices, with the spectator looking towards the general office. Both private and general offices are luxuriously furnished with suitable and ornamental furniture, while the rooms themselves are finished in polished ash, with a polished hardwood floor. The ceiling is likewise finished in the natural wood, and, as seen in the illustrations, is divided into four-foot squares, with the enclosed woodwork running diagonally and in opposite directions in the contiguous squares. The large amount of space, the cheerful and clean appearance of the finished woodwork give these offices an elegant appearance, which is much enhanced by beautiful brass chandeliers, stamped brass waste-paper baskets, pink and bronze steam radiators and the beautiful glass partition which separates the general from the private office. Adjoining these offices are three small cupboard-like rooms, one used as a cloak room for the office employees, one as a telephone room and the third as a stationery room. This last is a very useful one, as when the office is closed, not a loose paper is to be seen as all are enclosed in this stationery room. Thus the danger of fire is removed and at the same time the offices always present an orderly appearance.

The new building that has been mentioned is worthy of description. It is five stories in height, in the basement is stored the tin plate, the heavy metals and other raw material. On the ground floor are the shipping room and offices, while the rest of the building is used as a storeroom, except part of one flat where several girls do the papering, and boxing of the frailer and smaller classes of goods. The large stock contained in this building is all contained in racks which extend from floor to ceiling and partitioned off, so that one apartment contains only one kind of manufactured article. These racks are arranged so that an alley way runs across the wide flat opposite each window. The building is neat and tidy, and the whole bears the impress of a well planned and a well regulated system.



This firm manufactures several specialties, among them are cans of all sorts, such as are used by druggists, copper cooking utensils of all kinds and in varied designs. They are also manufacturing lines of machine oilers, which are much appreciated and which are having an extensive sale.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."



These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

From $1.80 per cask upwards.

FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

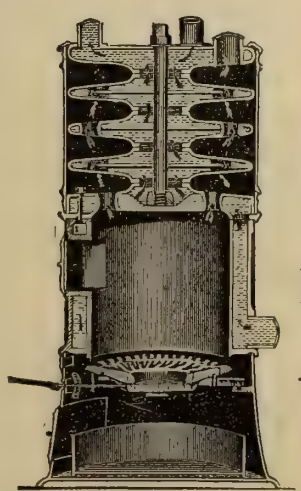
Thos. Firth & Sons, Ld.,

Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,

Bessemer Steel,
Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



CHAINS.

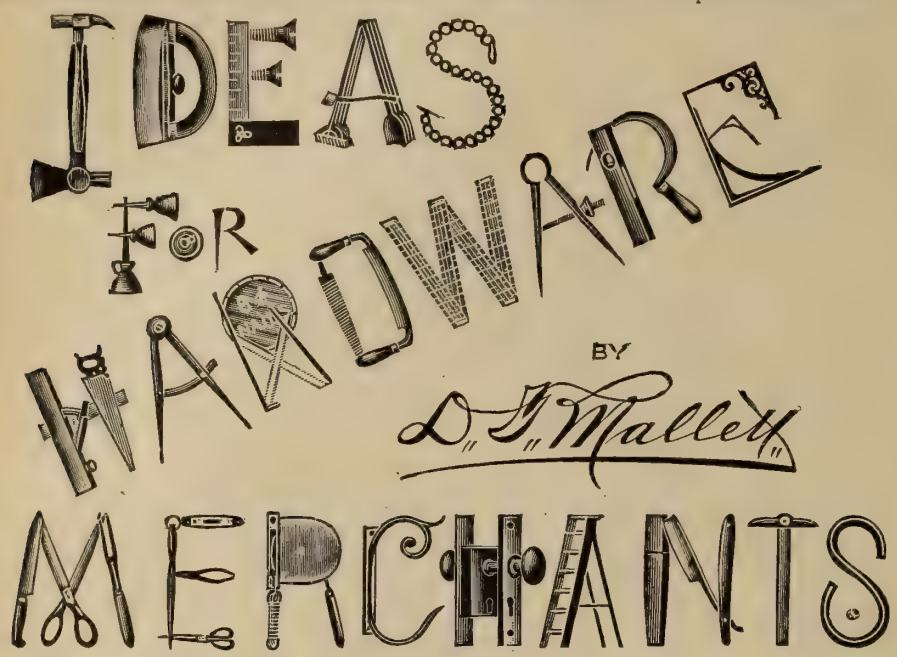
Coil, 7 sizes; Trace, Halter, Tie-out, Post, Heel and Cow-ties, Tie Weights, Evener Chains, &c.

Manufactured by THE B. GREENING WIRE CO. LTD., Hamilton, Ontario.

Write for Catalogue and Prices.

IDEAS FOR HARDWARE MERCHANTS.

The above heading quotes the title to a book that has just appeared from the pen of D, T. Mallet, a book to which some reference was made by HARDWARE in advance of its publication. The field it covers is a wide one and the author has not traversed



it without gleaning much that must be fruitful of benefit to all to whom the book is opened. Its name shows that it is intended for hardware men. Its matter will also show that it has not been ventured upon with insufficient equipment, as throughout its whole length the practical man can always be seen in the back ground of all that is set forth. There can be no gainsaying the fact that since the beginning of the commercial epoch that has been marked by the production and perusal of trade literature, there has been a big improvement in the standard of trade intelligence. Trade journals, trade treatises, records of trade experiences and deductions from them, have been beneficial to a degree that could not have been imagined twenty years ago. Mr. Mallets "Ideas for Hardware Merchants" will be found good reading. Its chapters are upon such matters as Starting in a Hardware Store, What Hardware Dealers May Sell, Hints About Inventory, Behind the Desk, Ratio of Store Expenses to Sales, Retail Advertising, System in the Store, The Use of a Store Window, Business Education. etc., etc. They all deal with live subjects. The book is a very handsome issue, and the accompanying cut shows the cover. The price is $1.

AUTOGRAPHIC AND STEEL BULLET RECORDING CASH REGISTERS.

The National Cash Register Company, Dayton, Ohio, in addition to manufacturing their regular styles of key cash registers, have put upon the market a number of autographic registers, and a register which is operated by steel bullets or marbles as shown in the accompanying cuts.

The autographic register is operated by writing the amount or particulars of the sale or transaction on a strip of paper, which passes under a metal plate fastened in the top of the lid of the register, and over another metal plate set directly under the first mentioned one. The plate in the lid has an oblong opening, into which a glass slide is fitted, leaving a clear space of about 1 inch across, between the edge of the glass and the front edge of the metal plate. The sale is written through this opening with a pencil. The lower plate over which the paper passes gives a solid surface to write on. Clamps hold the paper firmly on this plate, so that the paper presents a smooth, firm surface.

The No. 33 Autographic Register has a patent combination lock, with a number of keys or tumblers, which may be set at any desired combination. To the right of the lock is a small metal lever. After the sale has been recorded on the paper the operator presses the oppropriate keys of the lock and pulls the lever forward. This operation throws the cash drawer open and rings a bell. As the cash drawer is closed the strip of paper is moved along about ½ inch. This takes the writing under the glass, so that it cannot be altered. Four of these items or writings are always exposed to view under the glass. The paper is automatically unwound from a roll, called a "supply roll," and after passing under the opening above, described, rewound upon a receiving roll. All of the exposed metal parts of the register are highly nickel-plated, and any part may be duplicated should it break or become worn. The register may be had in cherry or quartered oak, according to the choice of the

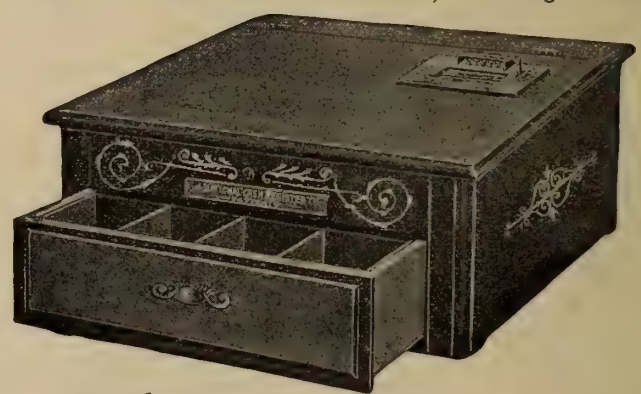


FIG. 1—Autographic Register No. 33.

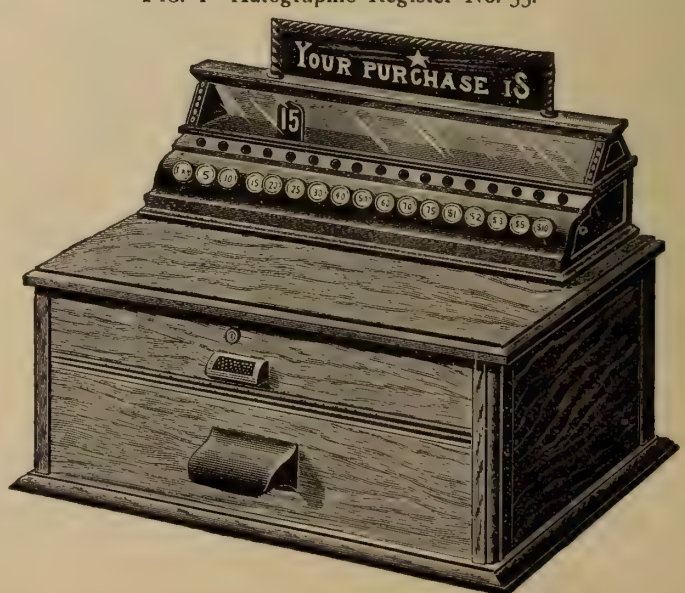


FIG. 2—Steel Bullet Recording Register No. 69.

BERGER'S ENGLISH PURE

PARIS GREEN

THE BEST IN THE MARKET.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.





See That Seal?

It Means Something

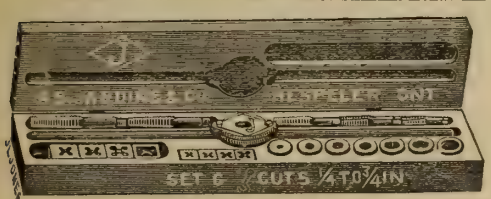


It means that wherever you find it in green on a package of Paint, Oil, Varnish, or Glass, the contents of that package is of pure quality and the highest possible grade.

Walter H. Cottingham & CO.,

Sole Proprietors of the Green Seal Registered Trade Mark.

MONTREAL.



TO CARRIAGE HARDWAREMEN.

Do your customers want cheap hand drilling machines. Our No. A 1 is better value than cheap imported tools. If they want a better article, our Nos. 0, 1, 2, and 3, though more expensive, are well worth the difference in price. We can suit you in price and quality.

A. B. JARDIN & CO., Mfrs. Blacksmiths' Tools, HESPELER, ONT.

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

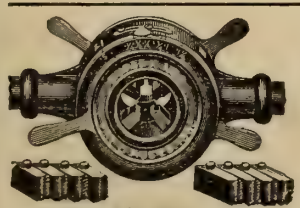
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

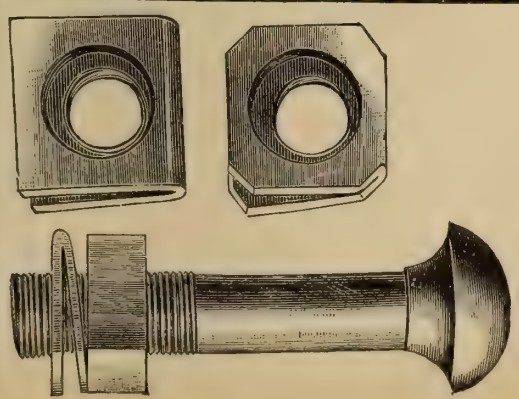
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.

purchaser. The strip of paper is ruled off in columns for the clerk's number or initial-cash sales, credit sales, money received on account, monies paid out, respectively, and an extra column for any special transaction.

The steel bullet or marble recording ma-machine, Fig. 2, is of a different class from the autographic register, inasmuch as it exhibits the amount of the purchase on an indicator or tablet. Directly under and in front of the glass opening, near the top of the register, are a number of small round holes, which represent different amounts, from 5 cents to 10 cents, or if desired from 1 cent to $20. When a sale is made, the operator opens the cash drawer, and from a compartment therein takes out a steel bullet. This bullet he inserts in the hole representing the amount of the sale. For instance, 15 cents. He then presses a key directly under the hole, and the indicator or tablet with "15" exhibited on it appears in the glass opening, and the bullet rolls down into a drawer over the cash drawer. This drawer is arranged in grooves, one groove for each key or hole. These grooves are marked off in various amounts, so that when a number of bullets are in the groove, by noting the figures opposite the last bullet, the amount of the sales registered in that groove may be seen. For example, ten bullets in the 15-cent groove would amount to $1.50. The tenth bullet would be opposite the figures $1.50 in the groove, thus showing that $1.50, or ten 15-cent sales, had been registered. To ascertain the amount of the day's sales, it is necessary to add together the total amounts of the sales registered in each groove.

The company state that they are also preparing to put upon the market a number of different styles of autographic registers, such as are used to make duplicate bills of goods. These are to be of different patterns—those in which the slips are torn off, others where the slips are cut off, and those that roll up a summary of the amount or file it on a pin file.

THE COMMERCIAL TRAVELLER.

The commercial traveller is the advance guard, skirmisher, minute man, scout and soldier in the mighty array of commercial pursuits. He stands between the wholesaler and retailer as the wire of the telegraph between two electrical instruments, and communication would be impossible without him. His brisk air and cheerful face encourage and brighten the very atmosphere of business. His ideas and suggestions awake from his lethargy the slumbering retailer, and open new avenues of trade. The commercial traveller is the whisk broom of business, and his duty is to brush the cobwebs from the corners, and enliven the conversation of both his customers and employers. What city could stand in the front rank of business activity and civilization if it forbid the entrance of commercial travellers? The commercial traveller founds his right to exist on a rock which cannot be removed without shaking to its foundation the whole structure of business. Let us then bow to the inevitable and patiently check up his expense book.—Sample Case.

CASH VS. CREDIT.

Considering the difficulty of carrying on a business upon a credit basis, with the possibility of a greater or less percentage of loss occurring through bad debts, and the comparative ease with which a cash business can be conducted, without any fear of the depredations of dead beats, it may seem strange that the credit-giving class of merchants is largely composed of the smaller and poorly-equipped retailers, while the largest dealers, who possess ample capital and therefore the ability to await the pleasure of their debtors, as a rule prefer the cash system. This is easily explained, however. The dealer of small resources cannot purchase as favorably as his competitors of larger capital, and therefore is debarred from offering the usual inducement for cash payments, namely, low prices. He may, owing to convenience of location, enjoy a small transient cash trade, but the bulk of his sales must be made on credit—the willingness to wait a certain period for his money being the inducement which he can offer consumers in lieu of low cash prices. It is not a matter of choice with most of the merchants in the retail trade. It is simply a question of whether they will give credit or seek some other livelihood. Hence the inapplicability, to use no harsher term, of much of the advice relative to the merits of the cash system which is continually being hurled at their subscribers by some of the trade journals. Had the retailers the opportunity of changing to a better system, without injury to their business it is safe to say that within a few months sales on credit, at retail, would become the exception instead of the rule. Something remains to be said, however, of the various ways in which a credit business can be conducted. For instance, in spite of the certainty that some debts will be lost to the credit-giving retailer, there is no reason why a high degree of success should not reward his effort if sufficient care is exercised in granting credit to new patrons, and if the blunder of throwing good money after bad is avoided. It is disastrous as a rule to allow a customer to add to an already long account, in the hope that the whole amount eventually will be paid. Except in rare cases, such as the sickness of a debtor or the compulsory idleness resulting from labor strikes, it will be found that the customer who won't pay a small bill is still more averse to liquidating the account when it has grown considerably larger. If proper care is taken at the outset, in order that incorrigibly slow or doubtful payers do not get in one's books, and if the rule requiring periodical payments is resolutely adhered to, the credit basis will prove reasonably safe and far more profitable for many retailers than the rigid system of strict cash payments. It will necessitate the keeping of a larger set of account books and entail more labor and anxiety upon the dealer, but where one has practically no choice in the matter it is useless to condemn the system, and the wisest plan to see to improve it in every possible way and to lessen the possibilities of loss through an adherence to it.—Merchants' Review.

You can lose more than we do by not subscribing for this paper.

DON'T PAY $40 For a "Metal Ball" Cash Register

When you can buy this one, guaranteed equal in every particular to the SUN or any similar machine for

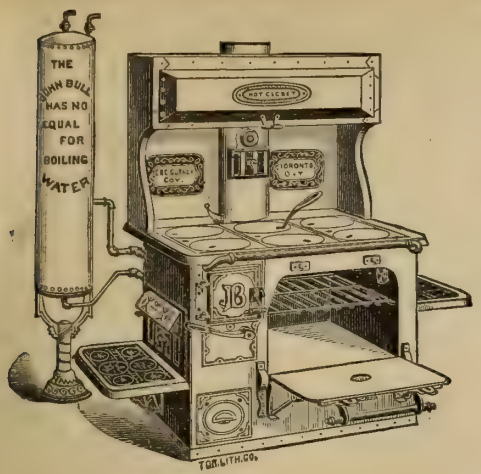
Only $25

We make 34 different kinds of Cash and Autographic Registers at prices from $12 up.



THE NATIONAL CASH REGISTER CO.,
Dayton, Ohio, U. S. A.

Canadian Salesrooms: Toronto, Ontario, 63 King Street W; Halifax, N. S., 107 Holles Street. Montreal, P. Q., 174 St. James Street. Winnipeg, Man., Main and Queen Sts



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

TO REDUCE NAVAL STORES PRODUCTIONS.

The excessive production of spirits of turpentine and rosin this year, to which frequent reference has been made in these columns, has caused a shrinkage in market va'ues, which, if it continues much longer will entirely wipe out all profits. The producers realizing this fact attempted to stem the tide by organizing an association, the principal object of which was to regulate production so that it might conform more nearly to the requirements of consumption and thus afford the opportunity to put prices on a paying basis. This association was formed about two months ago, but up to the present time it has not made its influence felt in the market.

It is now proposed by the members to take active steps to reduce the production. According to our Southern advices, the operators have been in conference with the Savannah factors for several days, the result of which was an understanding to keep prices up to a point where a good profit can be made. To do this the co-operation of all or a large majority of the producers will have to be secured. The following circuiar, which was issued last week concisely sets forth the purposes of those who are moving in the matter :

To the Turpentine Producers of Georgia, South Carolina, Florida, and Alabama : At a conference between committees appointed by the several sub-associations of turpentine operators in Georgia and Floridia, and the factors of Savannah, held this day in the city of Savannah, it was

Resolved, That in view of the depressed condition of the market for naval stores, and to the end that by reducing production prices may be advanced above the point of cost, and thereby serious losses, which now threathen us, may be averted, we recommend the following action :

That beginning this week and certainly by July 4 clipping of yearling and old boxes be suspended for this season to the extent of at least 20 per cent. of the quantity of boxes marketed by each producer.

That we recommend to each sub-association to adopt this resolution and respectfully invite all operators who are not officially connected with our association to adopt the same action.

In advising the above action we believe its effect will be to advance prices of naval stores, while if nothing is done we may see still lower prices before the end of the season.

TIPS AND TOILS IN BUSINESS.

The cost of business is by no means limited to legitimate expenses. Incidentals are generally numerous, seldom modest and never deficient in absorption or appetite. Their nibbling propensity never wearies, and like a family of mice, they secure both board and lodging in the business commissariat. This particular breed of financial parasites is incapable of giving up the ghost, or hanging out its gall bag to dry. It is ubiquitous and prolific, and grades upwards from a boot black to a congressman. The cause or causes are not beyond the reach of a ten-foot pole, and are mostly located in the craze for cash, that is now known as smartness, push and "getting there." It is of course a sign of the times, and one of the few truth-telling shingles hung over the doorway of modern character. In business it is mostly desirable in such departments of service as can more or less inconvenience the merchant or trader. In the shipping or delivery of goods for instance, some ten years of personal experience in railroad service, unfolded an invoice of tips and toll that was as big as a government blanket, and as innocent of modesty as a veteran mule. Under the ermine mantle of gratitude for "favors received," contributions were in a plurality, and combined everything from a ham to a nickle plated stove. These gifts were never strictly solicited. This would have been an outrage and an extortion, especially where a generous salary was drawn by the recipient for doing his duty, but by a tacit understanding the necessary lubricant was in form where a creak in the hinge invited the oil bottle. There is of course nothing criminal in a man of business acknowledging a special service. It is certainly something more than a day's walk from being right when it left the man in the cold who had no tips to give. In some instances, and perhaps more of these than was allowed by the law, cars when scarce were distributed by the rule of greenbacks rather than of justice. With one man there never was any stopping in the clock when he wanted a favor, but with others who failed to reciprocate, delay and inconvenience was by no means rare enough to be either a change or a luxury. This levying of tolls was endorsed or encouraged when known by managers, but for all that the leech on the body of business succeeded in extracting its allowance of red fluid. It will, perhaps, in some millenium yet to come be recognized as an evil, but its extinction will never be so long as business men encourage it. It may be a delicate matter to handle, but it is, nevertheless, a pretty big stone in the business boot, and will have to be shaken out of the calf skin before the tip and toll system ceases to facilitate the business of one man or firm at the inconvenience or loss of another. As we have before stated, this evil is by no means limited to any one branch of public service, but it is a big wart on the nose of them all —Age of Steel.



ALONZO W. SPOONER,
PORT HOPE.

MARKETS

MONTREAL MARKETS.

MONTREAL, June 30, 1892.

The tone of the iron and heavy material market is pretty much the same this week as last The trade that is being done in most lines is very small, and importations, so far, have also been very small. Ingot tin has advanced a shade since the drop taken last week and is now quoted in London at £100 10s. Two weeks ago the quotation was £103 10s. Cement has shown a shade better in tone and quite a few lots have changed. Chemicals and Petroleum are both dull and quiet.

PIG IRON.

Pig iron still dull and unchanged with only a small hand to mouth business doing. Stocks imported so far have been light as dealers do not feel inclined to stock up for the sake of the stock. Holders of stock in this market are still keeping the price steady with the anticipation of an advance in the near future, but whether it will come is hard to say. The low freights that rule this, to a certain extent, have a bad effect on the tone of the market. Warrents in England have advanced during the week and are now quoted £41 9s. Prices on spot are the same. We quote Summerlee and equal brands $19, Eglinton $18.40, and Carnbroe $17.50.

BAR IRON.

A steady demand in the usual small way is all there is to say regarding the local bar iron market. This line very seldom has any large speculators deals. Makers here report the same steady trade at unchanged prices. We quote $1.85 from makers and $1.90 from jobbers, and $2 in a small way.

TERNE AND MERCHANT PLATES.

Outside of a small trade there is not much to say regarding terne plate which rules quiet at steady prices. Sales that are being made are very small. Merchants plate has its usual steady call outside the city. As yet this plate has not met with much success on spot. We quote terne plate $7.25 to $8, merchant plate IC. 20x28 $13.50, and IX. $16.

SCRAP IRON.

Scrap is very quiet and is being jobbed off very slowly. Mills here seem to prefer wrought scrap to cast as the quality of the latter is very poor. Prices at this point rule the same. We quote cokes at $3.30 to $3.50, and charcoals $3.75 to $4.50.

CANADA PLATES.

A few moderate sales in Canada plate is about all there is of interest in this market. Lots imported so far have been confined to those sold to arrive and very few transactions are noted ex wharf. We quote $2.50, $2.55 and $2.60, according to quality.

COPPER, ETC.,

Copper rules quiet at the old prices quoted from week to week. The trade that is being done is only a small jobbing one of immediate want. Ingot tin is now quoted in England at £100 10s. A few weeks ago it was quoted at £103 10s. but the big advance noted some time ago does not seem to come. We quote copper 13 to 14c. and ingot tin 23½ to 25c.

NAILS.

The tone of the nail market at this point is about the same as it was last week when we noted a falling off in the demand for common iron nails. Prices are the same 135 is about the figure. Steel wire nails are in good demand.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

GENERAL HARDWARE.

Continued good business is about the size of the situation, all lines still meeting with a nice steady movement. The trade at this point, in speaking of orders, say they continue to come in in fair quantities, and that all the travellers are doing well at all points. Manufacturers' agents say their men are now working on fall orders and are meeting with good success. The lamp goods people are also beginning to stir up their customers in the country, and now as their season is coming on, will be at it right along. The lines that still meet with good sales are builders' supplies, etc. Payments are coming in fairly well.

CHEMICALS.

A very small movement is all there is to note in the above trade. The season closed earlier this year than ever before, but summing it all up, the trade speak well of the past spring's trade. Prices are unchanged :

Bleaching powder,	$2.30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.28	to	0.32½
Cutch,	0.08	to	0.09
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

Glass is now at a standstill, and although some of the firms are cutting a little, business has no change in tone. Dealers here state that cutting would not induce business to any extent, as the season for glass is past. Most of the dealers here are keeping to old prices, but just who is cutting no one knows. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.15 to $3.40 for thirds and fourths.

OILS.

Oils are dull and easy, and business is small. The trade that bought largely of Newfoundland oils early in the season paid to high a price for their stock and are now inclined to hold on for higher prices, which the majority of the trade think will come. We quote :—Cod, Newfoundland, 45c.; seal, steam refined 45c.; linseed raw 56 to 57c.; linseed, boiled 59 to 60c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25 ; turpentine, 49 to 50c. Less 3 per cent. 30 days.

PAINTS AND LEADS.

The paint and lead trade is still good, and large orders are being shipped in both lines every day, especially in mixed paints. Dealers and manufacturers in speaking of trade this season say it has been the best

Lithographed Stove Boards.



Original designs and in the highest style of the Art.
See our samples before ordering.

Refrigerators. Ice Cream Freezers.
Oil, Gas and Gasoline Stoves.
Brass Bird Cages.

If you want a Coal or Wood Furnace write our Nearest House.
We guarantee Satisfaction.

THE McCLARY MF'G. CO.,
LONDON, TORONTO, MONTREAL, WINNIPEG.

MONTREAL Markets continued

they have had for some time. The season is likely to close soon now, but taking the present orders into consideration it does not look so. We quote:—Government standard, $5.50 to $6; No. 1, $5.00; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

CEMENT AND FIRE BRICK.

Business in Cement is a little more settled this week, several car lots having been sold at prices ranging from about $2.10 to $2 20 for London brands. One round lot has been put through after considerable trouble at $2 per cask, which is at cost, another sale of 500 barrels has been made at $2.10 ex wharf, equal to $2.20 ex store. Arrivals so far this week have been pretty large, 6,000 barrels being received ex Storm King, a greater part of which is unsold and will have to be stored in warehouse. There has only been a fair trade done in the west this season owing to the scarcity of work. Firebricks continue in good demand at firm prices, several large lots have been disposed of at our quotations. Arrivals so far have been light and stocks on spot are considered fair. We quote :— Belgian $2.00 to $2.10; Newcastle, $2.15 to $2.20; London, $2.20 to $2.30; fire bricks, off ship $15 00 to $22

NAVAL STORES.

A fair trade is being done in naval stores, but not as brisk as the ship chandlers would like to see it. Turpentine is reported firm in the south but is unchanged here. We have to note a drop of ½ to 1c. in manilla. We quote as follows : — Turpentine, 50 to 51c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5¼c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 13½c. for smaller sizes. Pine pitch $2.60, pine tar $4 00, rosin $2.50 to $4.00

PETROLEUM

The demand for refined petroleum is very slack, and business is devoid of any new or interesting feature. Canadian benzine is still firm. We quote as here follow :— Canadian, 11c. at Petrolia, 12¼ to 12½c. in car lots at Montreal, and 14c. for single casks ; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia ; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian, 12 to 12½c. in bulk Petrolea: 16c. in car lots, Montreal.

TORONTO MARKETS.

TORONTO, June, 30, 1892.

HARDWARE.

Trade is quiet and has but little of definite character, being now rather miscellaneous. The keeping of lines in sufficient stock for current wants is not a hard matter now for the retailers, and does not make much material difference to the revenue of the wholesalers. Orders for sundries are the rule and big ones are the exception. In the country haying goes on with what progress it may where the grass is forward enough to cut in this catchy weather, and there is no great call for implements. Harvest is being preceded by a diminishing call for rakes, forks, etc. It is now distinctly between seasons, when the campaign begun in early spring has spent itself and that for the fall trade has not got opened up. Travellers are booking orders for fall lines, but their progress is hindered by crop uncertainties. The crop uncertainties are probably less of a restriction to future business than is the general apprehension of low prices during the fall. Money comes in upon account about as it always does in midsummer.

BARB WIRE—A turn has been taken for the better, and this week's shipments have been larger than last weeks.

BINDER TWINE—A moderate demand is kept up at unchanged prices.

BOLTS—Are steady and selling at same discount.

BUILDERS' HARDWARE—The demand is as dull as ever.

CHAIN—The call at this season is unimportant.

CORDAGE—There is quite an active demand, which will run to an end by the time hay-pressing is over.

HORSE NAILS—Are of small sale at 60 to 60 and 5 per cent. from the list.

HORSE SHOES—The price remains at $3.60 to $3.70, and business is light.

NAILS—This week's sales show trade to be on the decline.

WIRE—Very little trade is reported in annealed, oiled and galvanized.

METALS.

The week has witnessed no very important changes locally or outside. Sales have been of fairly good volume in the aggregate and have ranged in about the same order of magnitude throughout as they did last week. The fluctuations in tin have been in the way of a decline, though it is not clear that intrinsic weakness is demonstrated by the drop. The desire of weak holders to realize profits has had something to do with the reaction.

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co
MANUFACTURERS TORONTO

ANTIMONY—Quite a business in half-ton lots has been done at prices a shade below those quoted, which are for ordinary jobbing quantities. These are 14½c. for Cookson's and 13½c. for other brands.

CANADA PLATES—A fair movement in these is likely to be experienced, as fall orders are numerous and considerable. The range of prices is $2.80 to $3.10, the latter being for Brights.

COPPER—The position of the market in London is unsatisfactory, and some weakness is effected in New York quotations. Locally the sale of Lake ingots has been very good at 13¾c. For casting brands there has been little call, and the market remains unchanged at 13½c. as the outside price.

GALVANIZED IRON—No. 28 gauge is quoted at 5¼c. There is an active demand at the moment.

LEAD—No business of any importance is heard of. The metal is very dull and the price will shade for business of any consequence. Imported pig is 3⅝c., and domestic 3⅜c.

SHEET ZINC—Further supplies have come to hand. Cask lots are 6⅜c., and broken lots 6⅝c.

SPELTER—There is a strong demand now, and stocks are not in a shape to meet it. Domestic is 4½c. and imported 5½c. In England the market is weak and depressed.

TIN—The market has not the buoyancy it had when prices were soaring as they were ten days ago, but it is evident that there is a good deal of vitality in tin still. Prices, however, are lower in London and New York, and quote here at 24½c.

TIN PLATE—Orders for tin plate have been rather better than for some time past. The prices remain at $3.65 for cokes and

STOVE BOARDS AND FALL GOODS.
WE AGAIN HAVE PLEASURE IN OFFERING
Lithographed Stove Boards
Which we placed so successfully on the market last year. Our designs this year leave imitations away behind
GET OUR BOARDS.
Thos. DAVIDSON & CO.,
474 St. Paul St., MONTREAL.

MARKETS—Continued.

$4.25 for IC. charcoals, with $1 added for each cross.

IRON AND STEEL.

Pig iron is not in any essential respect better or worse than it was a week ago. The sales of Scotch irons have been of small volume, and no large-sized parcels have been heard of as changing hands. In American irons there has been a continuation of the usual movement in the way of delivery on previous contracts, and some selling is also reported as well.

Bar iron is quiet at $2.05 and upward. Manufacturers' wants are not being prominently manifested at the moment, former sales going to keep consumption satisfied for the time being.

OILS, PAINTS AND COLORS.

There is a very good general trade being transacted. All lines are in fair demand, prepared paints being very active. Linseed oil continues in exactly the position described in last report. The quotations for Toronto, Hamilton, London and Guelph are: For raw, 55½c. in 1 to 3 barrel lots, and 55c. for larger quantities. For other points 2c. is added and freight prepaid. White lead is 5¼ to 5½c. Spirits of turpentine is unsettled, owing to movements being made to establish a common price list for the jobbers here, but 46c. is perhaps as fair a quotation as could be made. Business could possibly be done a cent lower, but not freely.

PETROLEUM.

There is no change to take note of. Prices are steady at 14 to 15c., and the demand is limited.

The Petrolia Advertiser reports: Petrolia crude $1.27½ per barrel; Oil Springs crude $1.28 per barrel. In the speculative market for crude there have been few features of special interest, trading for the most part having been dull and the variations in prices having been within rather narrow limits, although the tendency has been towards a lower average. The requirements of refined also have been most exclusively confined to shipments in bulk, and prices range about last week's quotation.

GLASS.

Trade is steady, and business is unvaried by any important differences in price, $1.35 being the basis of quotations.

OLD MATERIAL.

Prices re-appear as they were quoted last week, that is, as follows: No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES—Are very dull, plentiful and inclined to be easy at 4½c. for No. 1 cows' and corresponding quotations for other grades of green. Cured are unchanged at 5c.

SKINS—Pelts are unchanged at 20c., lambskins at 35c.

TALLOW—A quiet demand is amply met by supplies of rendered at 5c., which are resold at 5½c. Rough is 2c.

WOOL—Merchantable coming fleeces are 17c., clothing fleeces are 20c., super is 22c., extra super 25c.

AMERICAN METAL MARKET.

NEW YORK, June 30, 1892.

The local market for iron and steel, taken as a whole, remains in rather poor shape. In some few departments fair orders are secured at intervals, and enough business is effected to check downward movement of values there; but other departments are no better off at the present time than they were a month ago as regards either business, demand, or prices. From other centers the reports are substantially the same, and hesitancy is as prominent in lines in which competition is open and free as in those that are influenced to greater or less extent by manufacturers' combinations or agreements for regulating production and prices. In most departments the plain fact that production and capacity are sufficient to meet a much larger demand, prompts indifference on the part of buyers. In some there is a disposition to await developments practically booked to take place during the next two weeks. No where does there appear to be any exhibition of confidence in a turn for the better in the immediate future.

Deliveries of some brands of pig iron in the East are of fair average for the season, but the movement is chiefly on old contracts containing stipulation that buyers will be protected in the event of prices for those particular brands being reduced. Where no similar guarantee is made, the purchases are of strictly hand-to mouth character, and the movement slow. On Northern brands the range of quotations is $15 to $16 for No. 1 X and $14 50 to 15 for No 2 X. and $14 to $14.50 for grey forge. Southern brands about $14.75 to $15.50 for No. 1 foundry, $14.00 to $14 50 for No. 2 foundry, and No. 1 soft; $13.50 to $14 for No. 2 soft; $13 to $13.50 for grey forge. Scotch pig quoted at $21 to $21.25 for Coltness, $20.50 for Summerlee and $20 for Eglinton. Foreign spiegeleisen nominally $23.00 to $23 50 for 10 to 12 per cent., and $26.50 for 20 per cent., and 80 per cent ferro-manganese about $61.00 to $61.50 delivered here.

Old iron and steel is quite as slow as other material employed in mills and foundries, and prices all along the line are still rather weak. Old iron tee rails are quoted at $17.50 to $18 f.o.b. cars at Jersey City; old steel rails, $14 to $14.50; No. 1 wrought scrap iron, $16 on lighter at New York and $16.50 on cars at Jersey City.

In the steel rail department, dullness is still the conspicuous feature hereabouts. Orders come forward slowly, and are almost invariably for small unimportant quantities. On heavy sections $30 f.o.b. mill is still quoted, but light sections are relatively lower, selling in moderate quantities at $30 to $30.50 at mill, or on that basis.

TIN—Pig tin speculation in this market has been tamer, and leading operators seem inclined to proceed slowly pending developments in London. Probably 300 tons have changed hands, chiefly at 20.20 to 21¼c for prompt, current month and July delivery. Those figures are about 5 to 10c above the lowest prices reached a few days ago. In London the movement has been narrow, with latest cables quoting £100 10s for prompt, and £98 10s for future delivery.

COPPER—Operations in copper have been on a moderate scale, and the position of the market is practically the same as it was a week ago. Consumption for electrical purposes is represented as being good and very fair otherwise, yet consumers not only fail to come in the market for round lots, but treat average offers with indifference. Lake Superior ingot sells at 11¾c. and bars and cakes at ⅛ to ¼c more. Common casting copper at 11c is plentiful. In the London market prices for merchants bars have receded to £44 17s 6d. to £45 for prompt, and £45 5s to £45 10s for future delivery.

LEAD—The slightly better tone to the market for pig lead that developed late last week has made some progress under the influence of slightly better demand and more reserved offering. About 300 tons have been placed in good sized lots at 4⅛ to 4.17½c., and on single carloads 4.20 to 4¼c. was realized.

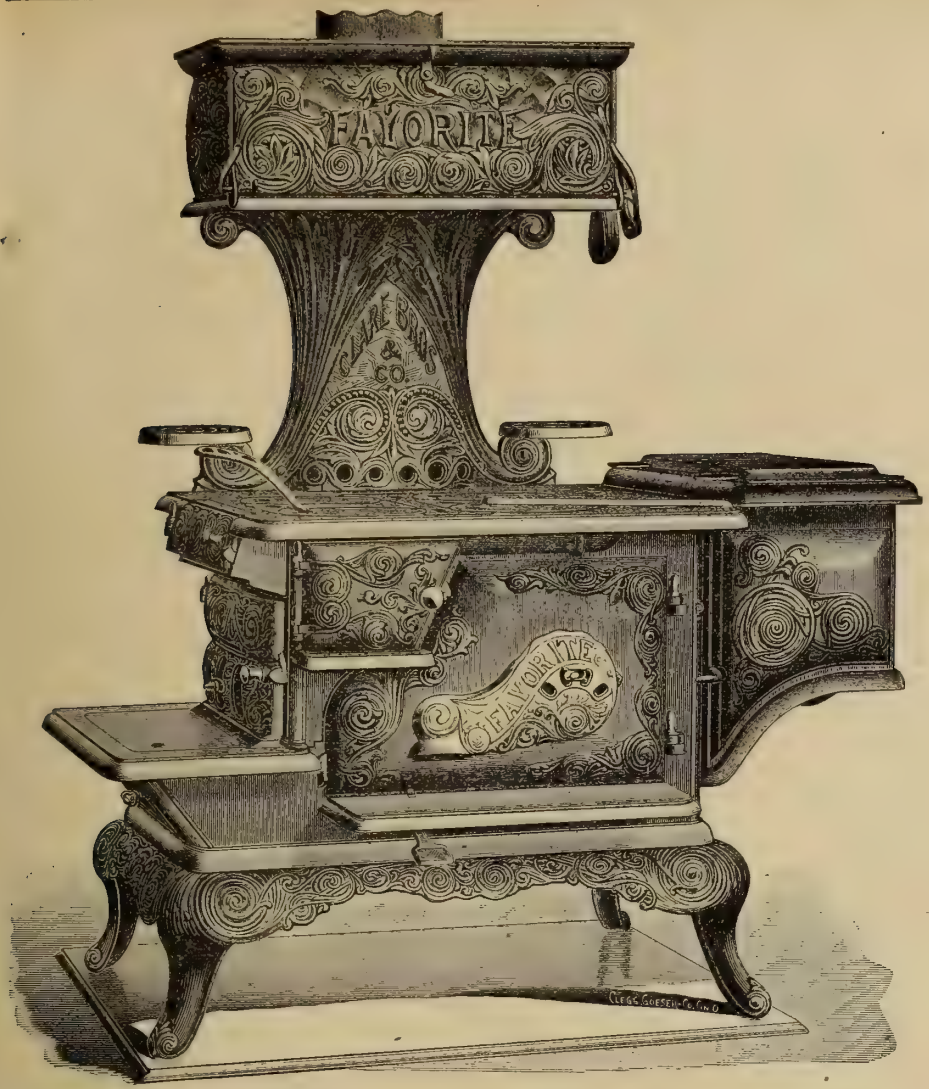
SPELTER—No change is visible in the spelter market. Few orders for other than car load lots come here, and the offering is reserved as well, with 4.80 to 4.85c. named as a fair quotation for early delivery. Good sales have been made latterly to Pittsburg and other Western galvanizers, but very little of the business was worked here.

TIN PLATE—Tin plate has been very quiet and the market is unchanged, prices being quite firm on large size ternes, but otherwise barely steady.

AN INGENIOUS LETTER.

A prominent Oil City, Pa., agent writes his companies as follows;

"Now that the Excitement is subsiding and the matters settling down may be in place to say something about our Fire of June 5th. The initial cause was a cloud burst and great flood which broke the spartansburg dam, this made the Creek so unprecedently high as to reach up to and carry an Oil tank near to the town where it took fire from a Boiler fire—That tank is gone, It can do no more damage. Two others having benzine are being Empties to-day, and NO MORE will be allowed within danger—A strong dyke will be builded along the creek bank that overflowed so that it cannot overflow again—The Refinery looses that you suffer was not caused by any inherent hazard, or weakness, by which to measure to them the loss. A Stone Yard would have burned just the same? The Refineriry writing Companies are few. Aetna, Springfield, Sun, orient, American Phila. Imperial, Niagara, Ins. Co. North American, Royal—These Might better insist on an 80 per cent Co. Ins. clause and even a little raise in rate better than to quit them. It could likely be gotten. Our other rates were in hand to increase any how which of course will not follow—We thus write to show you that the danger is now removed for any repetition of this sad occurrence, and that may feel perchance to go along writing with even greater confidence than before. Our Horses are stolen, now We lock our stable doors. Some may get nervous and run off to come back just in time to catch the next one, Or who are sleeping over a bed of embers at some other point only needing the elements to throw it up.—N. Y. Commercial Bulletin.



As stated in last week's issue, it is our intention to present to the trade a number of lines of

New—— Cook Stoves and Ranges

in succeeding issues of HARDWARE.

The accompanying cut will serve to illustrate our line of

Favorite Diamond Ranges

which possess many new and special features, particulars of which we will be pleased to mail upon application.

Clare Bros. & Co., Preston, Ont.

MAKERS OF FINE STOVES, RANGES, ETC.



BROWN & CO.,

Manufacturers of

Square and Hexagon HOT PRESSED NUTS.

PARIS, ONT.

MICA.

I have arranged with several Canadian producers of White and Amber Mica to act as their agent. Send for samples and prices.

CHAS. D. CHOWN
KINGSTON, ONT.

FOR SALE OR TO RENT.

Gas and water pipe Foundry (vertical). Capacity 15 tons per day, fully equipped. Valuable franchise of free water and taxes in connection. For particulars apply to

St. Thomas Pipe & Foundry Co., Ld.
ST. THOMAS, ONT.

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ELECTRIC BELLS
BATTERIES AND
PUSH BUTTONS

To Your Stock, and Make Money?

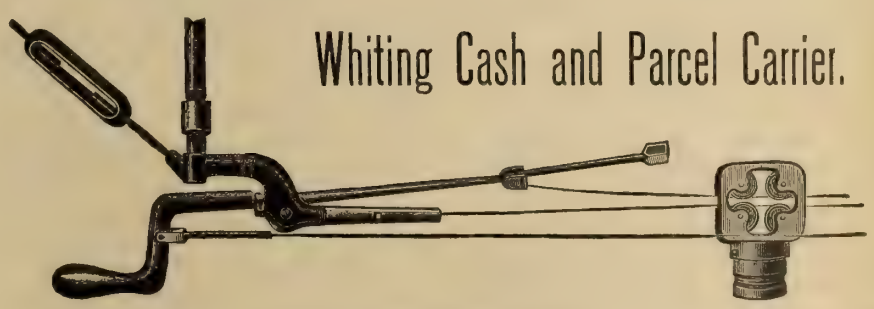
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We carry a large stock, ensuring prompt shipments.

Our new book, "Instructions for Amateur Electricians," sent Free to applicants.

Whiting Cash and Parcel Carrier.



SIMPLICITY SIMPLIFIED.

The most perfect system on the market, no cords or springs to get out of order. Can recall as well as despatch the car from either end, neat in appearance, silent and swift in action, moderate in price. Can be leased or bought outright. Send for descriptive circular, price list and testimonials to

W. H. E. WHITING, Patentee and Manufacturer, London, Ont.

THIS NEEDS NO HEADLINE.

Twenty years ago the buyer went to the seller, now the seller goes to the buyer. This is not to be taken literally, of course, as if the seller was required to hawk his wares from door to door, but the whole tendency of modern business methods is that the man who has something to sell seeks out the buyer, a complete reversal of former conditions, when he who was in want of something sought out the seller. The tradesman, who now-a-days contents himself with a dignified seclusion petrifies into a statute. The live man advertises, circularizes, thrusts his personality in a hundred ways on the notice of the public, presents his wares so that they speak for him, considers the taste of buyers, creates wants and desires, and studies the convenience of customers.—Iron Trade Review.

PLATE GLASS MANUFACTURE IN BOHEMIA.

The United States Consul at Prague gives the following description of the rolling of Bohemian plate glass :

"The specially constructed glass furnace admits of being opened, and the glass pot, filled with the melted glass, is seized by a pair of large tongs and is placed on a small car running on a track. The car, with its load, is then moved under an iron crane, from which is suspended a chair with a pair of tongs attached fitting the glass pot. The glass pot is firmly seized and lifted some 3 feet in the air, when the crane revolves, describing an angle of about 90°, and the glass pot is thereby suspended over the molding table, which also runs on a track leading to the cooling oven. The molding table has a solid iron surface on an iron frame. On each side of it are iron posts, an iron roller resting on them at such a height that the table can just pass under it. An iron rim, varying in height according to the thickness of the glass to be made, is fastened to the edges of the table. The glass pot is slightly tilted and its contents poured upon the molding table in front of the roller. The table is then slowly set in motion and passes under the roller, which distributes the mass of glass evenly according to the height of the surrounding rim. To prevent the accumulation of too much glass in front of the roller, a workman is on hand with an iron rake, with which he regulates the amount of glass. After passing under the roller the glass is ready to be placed in the cooling oven, and the molding table is run along the track to the oven, where the glass plate is deposited and allowed to stand from forty-eight to seventy-two hours, until it is evenly and slowly cooled. The plate is then taken out, examined for any flaws, and cut according to requirement.

In both processes of manufacturing crude mirror glass the glass is unwrought and imperfectly transparent. In order to even the rough surface, the grinding apparatus is used, and, after being properly ground, the polisher imparts the clear shining surface to it. Both the grinding and polishing of mirror glass is done by machinery, while the smoothing is best done by hand ; but even the smoothing process is effected by means of machinery in the case of large-sized plates.

In the process of grinding a large, flat stone rests on a solidly constructed wooden base, and on the top of this stone a layer of burnt and sifted gypsum is placed, which is then converted into a pasty cement by adding water. This cement is spread evenly on the stone, and the glass is laid upon it and pressed firmly until it adheres to the gradually hardening gypsum. A somewhat smaller stone, called the upper stone, is similarly prepared and another plate of glass laid upon it, when the two stones are brought together, so that the glass surfaces touch each other. A twofold motion is given to the upper stone—about its own axis and in a circle from right to left. Sand and water are then poured between the two glass surfaces, and the grinding begins by setting the upper stone in motion, the power being supplied by machinery. The first grinding begins, and the surface of the glass gradually becomes smooth, the elevations in the glass being reduced by the sand. As the two plates of glass begin to show an even surface, finer sand is used, and the so-called second grinding takes place. After one side of the glass is ground, it is turned over and the reverse side submitted to the same operation. The sand used has seven different grains, from the coarsest to the finest. When both surfaces have been made even in the matter described, there is still too rough a surface to permit of successful polishing, and they must be subjected to the smoothing process. Here, again, one glass is laid upon the other and a cement of continually increasing fineness used, the cement being applied to the moist and rough glass surface, and the surfaces carefully rubbed together by hand. After the smoothing process is finished the glass is carefully examined and all flawless pieces given to the polishers, while those containing flaws are cut up into small sizes.

Polishing.—Polishing is done by specially constructed machinery, and is, properly speaking, an advanced stage of smoothing. It differs from the smoothing process in that the glass surfaces are not applied to each other, but a wooden or iron surface, covered with cloth, is substituted, and, further, that a fine mixture of oxide of iron replaces the harder cement. The polisher fixes the glass by means of plaster or cement to a firm support, usually a flat stone, and moistens the cloth covered rubbing implement, which receives a forward and backward motion by connection with mechanical apparatus. The polishing implement is kept in motion until that portion of the glass over which it passes has obtained a high polish, when the glass is moved so as to expose another portion of its surface to the polisher. When the entire surface is polished, and it contains no flaws, it is ready for the silvering process. The large mirror glasses are often put on the market, however, in the polished condition, especially the large rolled plates which are used for show windows.

WHO OWNS A MAILED LETTER.

A letter once mailed no longer belongs to the sender, but is the property of the person to whom it is addressed. Such is the postal law, but it is a law often violated by postmasters in small places, where correspondents are likely to be personally known to the post-office authorities, and sometimes leads to curious complications in large ones where this is not the case.

Important business interests have been affected by the same law. A firm which had long been really insolvent had succeeded in keeping the knowledge from the public, and continued to receive money from investors, which the partners employed dishonestly for their own advantage. It was their intention to raise one more large sum of money, part of which was to be contributed by a business friend of one of them, and then to leave the country with their spoil, and let their creditors shift for themselves.

But the wife of the business friend and the wife of the man who meant to victimize him frequently corresponded with each other, and the latter wrote a gay, gossiping letter to the former in which she mentioned that her husband had been in poor health lately on account of business troubles, but that she trusted their approaching trip to Canada would restore him.

Remembering, too late, that her husband had asked her to mention neither of these facts, and fearing to vex him, she went to the post-office to recall her letter. The postmaster refused to give it up. She could give no good reason for demanding it, and became petulant and irritated when he continued to refuse. He remained firm and the letter was sent.

The recipient showed it to her husband, whose suspicions it aroused. He made an investigation, and as a consequence the dishonest firm was broken up, and both the partners arrested and punished.

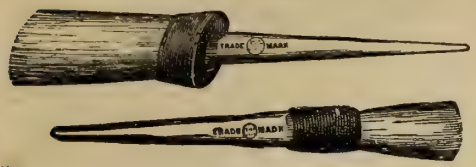
Intercepted letters have long been a popular theme of drama and romance. A letter which could not be intercepted, but had to go in spite of the sender's express desire and entreaty, might offer an interesting variety. —Youth's Companion.

A reputation for truthfulness is indispensable to permanent and satisfying success.

No young man can possibly have mistaken his calling who finds in it what the world wants done

Goods conveniently located save time, money and temper in showing.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. — Three Rivers.
Lac a lac Tortue. — Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer.

THE BEST English Sporting Gunpowder

USE THE

"ALLIANCE"

PRIZE POWDER.

—Mane only by—

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RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes, Piano and Furniture Polish, Stove Pipe Varnish, etc.

PARIS ONT.



Toronto Silver Plate Co.,

Manufacturers of

Electro Silver Plate

of the finest quality and design.

Pewter Mugs a Specialty.

All Spoons, Forks, Knives, etc., carefully weighed both before and after plating to ensure accuracy.

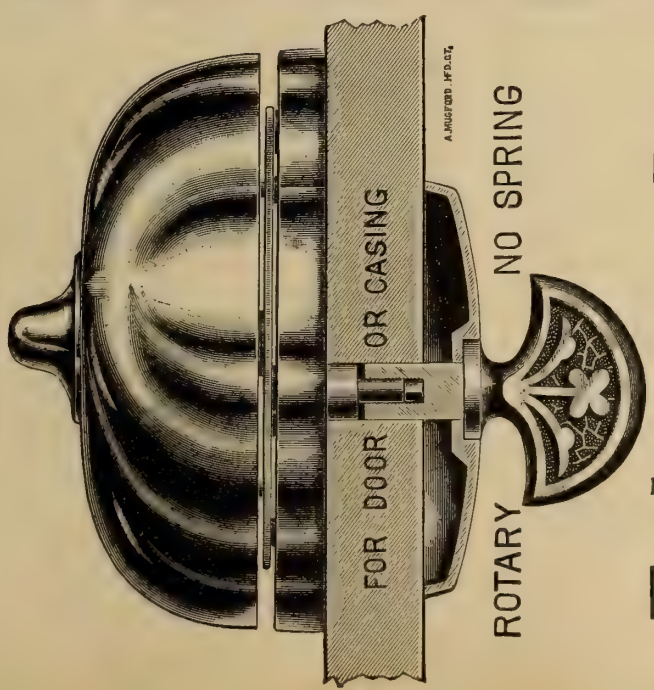
We deposit on all Extra Plate Flatware twenty-five per cent. more silver than the regular Standard plate

E. G. GOODERHAM, Manager. JNO, C. COPP, Secy.-Treas.

Factories and Salesrooms, 570 King Street West,

TORONTO, ONT.

NEW DEPARTURE "ROTARY" DOOR BELLS.



Incomparable!

NO SPRING!

Best Tone, (Sure)

Superior Finish!

Bronze Trimmings!

COMPACT!

CHEAP!

For Circulars, address

THE NEW

Departure Bell Co.,

BRISTOL, CONN.

MONTREAL TRADE CHAT.

Some thirty-five moulders, employes of Wm. Clendinning & Sons, are out on strike.

Mr. E. H. Copeland has been proposed for membership of the Montreal Board of Trade.

H. R. Ives, of H. R. Ives & Co., has returned from a fortnight's fishing. He had good luck and made a few fine catches.

J. D. Rockefeller, the New York millionaire oil man, was in town last week with his family. They were staying at the Windsor.

James Walker, jr., and David Walker have formed a partnership as hardware merchants, under the name of James Walker & Co.

Max Rubenstein, father of Rubenstein Bros., silver platers, died last week. Mr. Rubenstein was a good friend to the poor of Montreal.

F. W. Bachus has gone west, and will call at all large wholesale cities, including lake port American cities. In the latter places he does a big trade in cutlery.

Mr. Dorken, of E. Heuser & Co., agents for C. Boker & Co., and John Wilson, manufacturers of butcher knives, is home from the west. He reports business good in all lines.

The firm of Day & DeBlois, iron founders, have assigned at the demand of Drummond, McCall & Co., with liabilities of about $27,000 The principal creditors are: The Royal Institute, $10,300 (mortgage); A. C. Leslie & Co., $5,720; Crathern & Caverhill, $5,550; Adam Hope & Co., of Hamilton, $1,967.

SETTLING THAT LITTLE BILL.

The debt collector's life is not strewn with roses, and the comedies and tragedies in real in which he is cast develop phases of human nature not encountered in other pursuits. His services are essential when the harsher means of compelling debtors to respect their obligations are resorted to, and the experience through which he passes oftentimes possesses a peculiar interest.

When the bond investment and skyrocket endowment companies were in high feather, there was an immense increase in small debts. Grocery bills ran up to high figures; coalyard men were worked for credit, rent fell behind, and doctors had to whistle for their money. Hundreds of citizens, who otherwise scorned the idea of asking to be trusted, were willing to take time on their bills while meeting their assessments. It was a pure speculation, and the creditors themselves were confident that when the bountiful companies began their prestidigitation in turning out $100 for about a quarter of the amount, their tills would be immediately replenished.

But in the bulk of such cases the $100 never came—the rich endowment endowed somebody else. The creditors lost confidence with a snap and demanded payment. "It's an ill wind," etc., and the debt collecter reaped quite a harvest from the victims of this swindle. It is safe to say that many bills allowed to run in the struggle to keep up with the demands of the investment and endowment sharks hang now like lead around the necks of the deluded members, and settlement is a matter of privation and petty sacrifice.

The trustee process, formerly so extensively employed as the legal lever to secure the collection of claims, has of late years been quite generally discarded.

"I have had many amusing, as well as pathetic incidents come under my observation," said a collector a few days since. "When I call for the first time upon a debtor with a claim I can tell almost immediately whether or not it is a just bill by the man's manner. If the bill is a just one, the debtor generally proceeds to narrate a cleverly conceived fabrication to establish the fact that he is not liable for its payment. He is either suave or indignant. Rarely does he maintain his equanimity or even attempt to preserve a calm exterior, for his manner is generally assumed. If the claim is presented through an error, misapprehension or mistake, the alleged debtor is in the majority of cases pliant, satisfactorily explaining the affair. The blusterer, the man who refuses point blank to pay a claim, is the easiest to subdue; and when the pressure is applied is as meek and submissive a being as one cares to deal with.

"It is interesting to see how men will try to evade paying debts honestly contracted, and the disregard they manifest of the creditor's financial condition is magnificent. Their splendid assurance is also entitled to reverential respect, for it commands it. The debtor who quotes the law to you is one of the most interesting of men to meet. Blackstone and Coke are not in it with him, and as for the public statutes, they are of no more consequence in a consideration of the case than Dante's 'Inferno.' He knows the law, and has passed far beyond the point where he can learn anything. This specimen is also easy to conquer.

"The man who has a good case of defence rarely cares to argue the dispute with you. He places the matter in the hands of a lawyer, to whom you are referred. We encounter many strange experiences, and our duties are not always pleasant and agreeable. If I were to tell of the actual financial condition of many business men supposed to be conducting a safe business, it would cause no end of embarrassment, for I have peculiar opportunities of learning many things concerning men's business affairs that I could not in honor impart."

Debtors of Lynn retail merchants a few years ago frequently received demands for the settlement of accounts through collection agencies. The letters in circular form, were generally inclosed in large envelopes, with various prominent designs or inscriptions printed thereon, such as, "The Bad Debt Collection Agency," "Honesty is the best policy," "Pay as you go and then you won't owe," and similar suggestive lines, all intended to strike terror to the heart of the person by whom it was received. On one form of envelope the skull and crossbones was printed, and all kinds of designs calculated to inform the general public, or such a portion of it as might see the wrapper, of the nature of the missive, were conspicuously placed on the intimidating circular, which threatened the most disagreeable consequences if the alleged claim was not satisfied within a certain length of time.

"If this bill is not paid within 10 days," proceeded one circular, "we will post you as a dead beat from one end of the country to the other, and you will ever afterward be unable to obtain credit in any retail store not only in the city in which you live, but in every town and city in the United States."

The sending of these threatening epistles through the mail has been pronounced unlawful, and this had the effect of causing several collection agencies to give up business.—New England Grocer.

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton, Ontario.

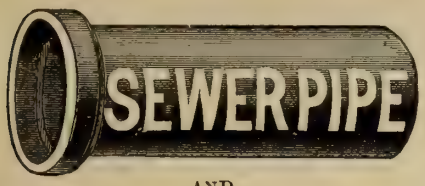
"IDEAS FOR HARDWARE MERCHANTS,"
JUST PUBLISHED
PRICE $1.00 POSTPAID.

This novel book is the only book ever written especially for Hardware men, and every Hardware Merchant will find it of decided help and of intrinsic value. It tells HOW TO ADVERTISE a Hardware Store. HOW TO DRESS a Hardware Store Window. HOW TO SELECT Seasonable Goods and HOW TO DISPLAY them to best Advantage. HOW TO MAKE a success with Hardware. HOW TO COMPETE with "Department Stores." HOW TO TURN a Credit Business into a Cash Business. HOW TO AVOID Bad Debts and Increase Trade. HOW TO SECURE Low Quotations from Jobbers and Manufacturers. HOW TO ARRANGE the Fixtures in a Hardware Store. HOW TO TREAT and Manage Clerks. HOW TO KEEP your Accounts with the Least Labor. HOW TO SYSTEMATIZE your Business and Arrange its Details. HOW TO ARRANGE Price Lists. HOW TO MEET close Competitors and HOW TO BE ENTERPRISING. HOW TO PROPERLY proportion Store Expenses, and thousands of practical hints for Hardware Merchants.

"Ideas for Hardware Merchants" sent postpaid upon receipt of price.

D. T. MALLETT,
P. O. Box 108, New Haven, Conn

Hamilton and Toronto



—AND—



HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE  MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

SHOVELS--Fenerty's.

We know whereof we speak. We claim we are giving the best value of any makers in the Dominion.

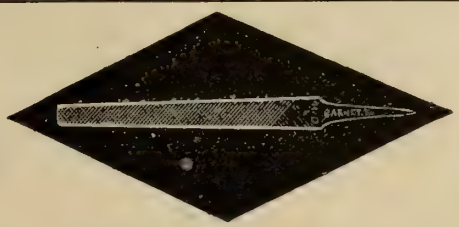
LOTS OF TESTIMONIALS.

DEALERS, BUY THEM, AND LET YOUR CUSTOMERS TRY THEM.

JNO. PETERS & CO., Halifax.
JAS. E. CHIPMAN, Vancouver.
CRAIG, MacARTHUR & CO., Toronto.
Stock carried at Toronto Branch.

CAN TELL YOU ALL ABOUT THEM.

HALIFAX SHOVEL CO., Ltd., Halifax, N. S.

BLACK DIAMOND  FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

We are now in position to name prices on 1, 4 and 6 piece

ELBOWS, STOVE BOARDS,

Paper and Wood Lined, Crystalized and Embossed.

Patent Stove Pipe, Coal Hods, Fire Shovels.

WRITE FOR PRICES.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: 164 Fenchurch St., LONDON.

Business Changes

SALES MADE OR PENDING.

Stinson Bros., general merchants, McGregor, Man., have sold out to Merrick Bros.

PARTNERSHIPS FORMED AND DISSOLVED

Geo. Inch & Son, general merchants, Oak Point, N, B., are succeeded by Inch, Palmer & Co.

Godfrey & Co., hardware dealers, Vancouver, B.C., have admitted J. T. Blewey into partnership.

Henry McArel, general merchant, Little Grace Bay, N. S., has admitted Wm. McArel as partner.

REMOVALS AND DEATHS.

F. N. Kirkham, general merchant, Walter's Falls, Ont., is dead.

FIRES.

Hugh Currie, general merchant, Peake's Station, P.E.I., is burned out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

James Benere, general merchant, Enfield, N.S., has assigned.

W. J. Holohan, general merchant, Spring Hill, has assigned.

C. E. Cheney, general merchant, Four Falls, N.B., has assigned.

E. Dunn, general merchant, Thorndale, Ont., has assigned to Samuel Jepson.

A. E. Chapman, hardware dealer, Hastings, Ont., has assigned to John H. Chapman.

Levi Solomon, general merchant, The Brook, Ont., has compromised at 5c. on the dollar.

John W. Trickey, general merchant, Harrowsmith, Ont., has assigned to John S. Gallagher.

WHERE THE JOKE COMES IN.

Baldheaded customer in barber shop—"I want a hair cut." "Yes, sir; which hair?"

The man arrested for stealing a ride got off because the policeman couldn't find it on him.

"I just think this new bonnet is the dearest little thing I ever saw," gushed Mrs. Spendall. And Mr. Spendall, who had just paid the bill, quite agreed with her.

Earlin—"Why do you want to call that new collar 'The Coney Island Surf' Wilson—'Because its high, and it has considerable roll, and it 'll cost a quarter to get into it."—Smith, Gray & Co.'s Monthly.

"Don't you know it is very wrong to smoke, my boy," said an old lady to a youngster, who persisted in puffing a cheap cigar. "Oh, I smoke for my health," answered the boy. "But you never heard of a cure by smoking?" she continued presently. "Oh, yes, I did," persisted the boy, blowing a big cloud; "that's the way they cure pigs and fish." "Smoke on, then," quickly replied the old lady; "there's some hope for you yet."—Scotch Paper.

SITUATION WANTED.

FIRST-CLASS STENOGRAPHER WITH seven years experience, three last years in wholesale hardware. Highest business and personal references. Address, Miss E., care HARDWARE 29

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

TRAVELLER WANTED, IN A FEW months hence, a travelling salesman, one who understands the stove, tinware or hardware trade throughout Manitoba and the North West. Give particulars as to past employment, also salary received. State whether married or single, age, etc. Correspondence confidential. Address, "North West," care HARDWARE.

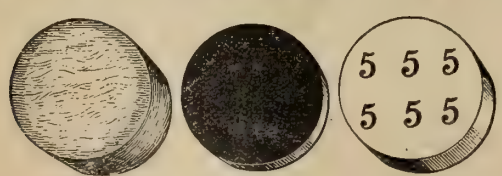
FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

To be had of all Jobbers and Dealers in Sporting Goods.

JAMES BALDWIN & SONS,

ORIGINAL MANUFACTURERS,

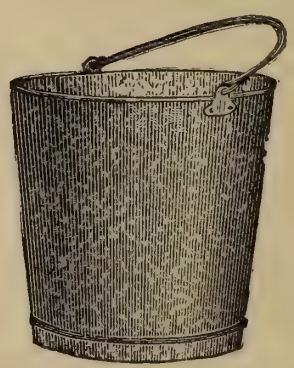
Morville Street, Birmingham, Eng.

Agent:—W. H. JAGGER,

24 Front Street West, TORONTO.

Price Lists and Samples to the Trade Only.

Galvanized Bucket.



We Manufacture them in both flaring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co., Toronto.

--GLASS--

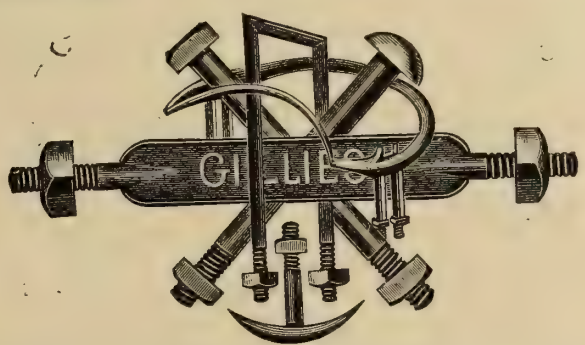
WINDOW GLASS,
COLORED GLASS,
ENAMELLED GLASS,
ROLLED GLASS.

See Latest Designs in
Fancy Imperial and Mechanical Embossed.

A. RAMSAY & SON,
Established 1842.
MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

Best in the World.

Wrapping Paper.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. Send for samples.

The Price Low.

CUTLERY AND SPOONS.

Best value in all kinds of English Cutlery from stock or for import. See our samples before placing orders.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

To the Trade :

OUR NEW CATALOGUE

—OF—

Mouldings, Plate Glass, etc.,

is now ready for distribution.

Please send for a copy should you not have received one.

COBBAN MANUFACTURING CO., Limited.

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

J. L. Goodhue & Co

DANVILLE, QUE.

For the convenience of Western trade a full assortment of Staple sizes of our Leather Belting is now kept by our Western Agent,

H. D. SIMMONS,

74 York St., Toronto,

TELEPHONE 2164.

Send in your orders.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 24½
Strip "	25, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X., "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	¼ bright 2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5½ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅞
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¼
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ¼ to ½ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16½ 0 17½
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17½ 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05¼ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 03½ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1.40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 55 0 55½
Boiled "	0 58 0 58½

Turpentine (in bbls)

Selected Packages, per gal	0 44½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Centra: Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 10 p.c.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 and 10.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches				
16 to 25	1.35	2.60	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.

1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 6 50

Picture Glass.

Pilkington's ordinary.

1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled. Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P , Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. o 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy	2 30
40dy	2 35
30 dy	2 40
20, 16 & 12 dy	2 45
10 dy	2 50
8 & 9 dy	2 55
6 & 7 dy	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath)	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath)	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p. c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 62½ per cent.
Pitcher Spout, 65 to 70 p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c,

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9¾ 10	11¾ 12¼
¼, 5-16, ⅜ in.....	10¼ 11¾	13 13½
3-16 in	11 11½	14
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 75 0 80
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B.& A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P , dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, " 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ⅛ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c,

Ties.

Cow, per doz 1 25 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8,10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6⅝c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4¼ 4½
" 4 " 4 & 6 " "
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¼ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p.100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & Co.,

TRADE MARK FOR HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

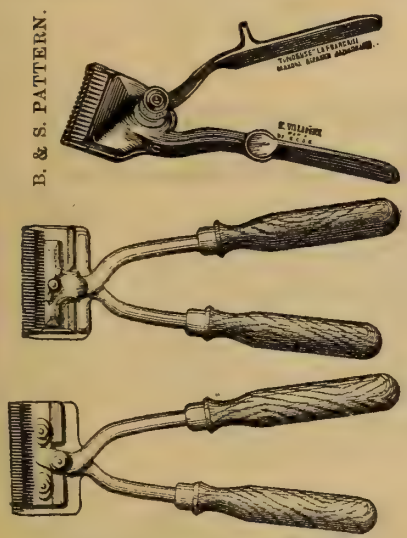
Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

Villadere Clippers.

INTERCHANGEABLE PARTS. B. & S. PATTERN. POPULAR PATTERNS.



ATTRACTIVE PRICES

Sole Agents for Canada,

Painchaud, Squire & Co.

Temple Building, **MONTREAL.**

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING Co. for a copy of B. F. Cumming s Prize Essay on "How to Sell Goods.

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

SISAL Binder Twine

W. S. McGREGOR,

11 and 13 Front St. East, Toronto.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST W., TORONTO.

Telephone 1112.

BEAVER LINE STEAMSHIPS.

SAILING WEEKLY between Montreal and Liverpool Direct. Will be despatched as follows:

From Liverpool.	Steamships.	From Montreal..
Sat'y, April 16	Lake Huron....	Wed'y, May 4
" " 23	Lake Superior..	" " 11
" " 30	Lake Winnipeg	" " 18
" May 7	Lake Ontario...	" " 25
" " 14	Lake Nepigon..	" June 1
" " 21	Lake Huron	" " 8

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SALOON, $40 and $50..... } According to Accom-
ROUND TRIP, $80 and $90 } modation.

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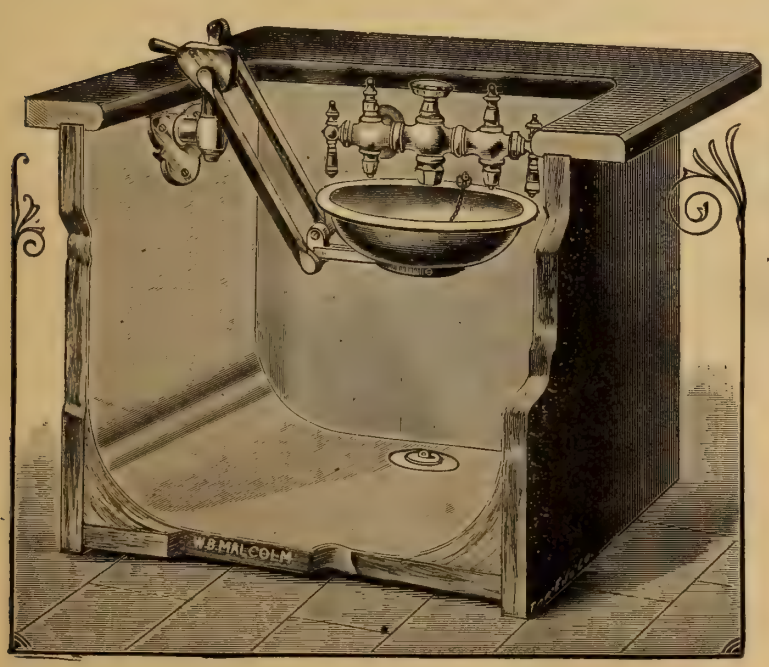
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Unique, Durable, and Cheap. Nothing like it in the Market.

It is easily adjusted to any position; is filled from the bath-taps, and when filled, can be raised to the desired height by the user, or swung to the outside of the bath by either adult or child, and will remain where placed.

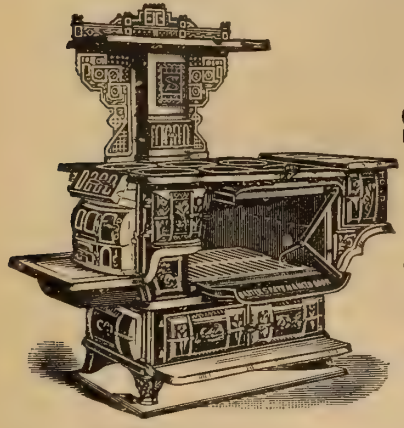
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Our Rubber Belting is Unequalled in America.

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Five o'clock Tea Kettles.

All goods are manufactured from the best material and workmanship and are therefor strong and durable, possessing a superior finish and handsome appearance. No kitchen should be without them.

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CANADIAN
HARDWARE
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VOL. IV. TORONTO, JULY 9, 1892. No. 28.

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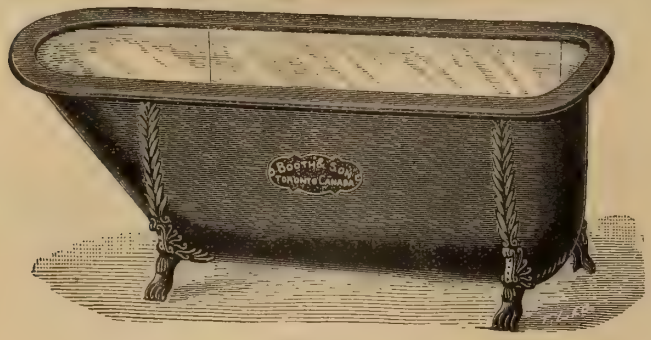
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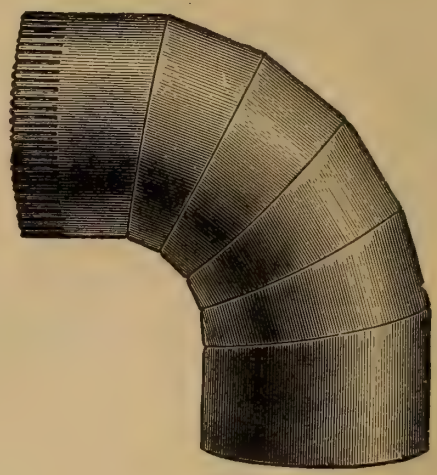
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Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

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We are offering our Plates to those who wish American Plates of good quality, and at prices equal to the cost of Imported Plates of an equally good quality of material and coating.

Our experience and success thus far has determined us to IMPORT no more Plates of our Celebrated Brands of

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but in future to manufacture these Brands IN PHILADELPHIA, UNDER OUR PERSONAL SUPERVISION, giving the most rigid guarantees for same, and under no circumstances will any WASTERS of these carefully assorted Brands be put on the market.

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WITH SQUARE TUBES.

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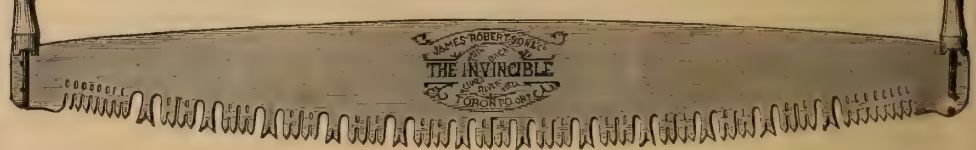


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The Lance, New Improved Champion, Improved Champion.

THE INVINCIBLE.



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ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, JULY 9, 1892 No. 28

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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THIS WEEK'S MOTTO:

Keep your place of business tidy. Customers have eyes and noses and they are easily disgusted.

Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

The jobbers of spirits of turpentine in this city have completed their arrangements for the forming of an association, and have adopted 46c. as the price for the present. The terms are net cash in 30 days.

* * *

At their quarterly meeting held here this week, the horse-shoe manufacturers made one single important change in the terms upon which horse shoes should be sold by manufacturers and jobbers. The old concession of five per cent. off for cash paid in thirty days has been changed to 3 per cent., and this is all that the jobbers will be permitted to allow, or that the manufacturers will themselves allow.

* * *

The Association of Barb Wire Manufacturers also met this week. The following were present: Mr. Fairman, representing the Dominion Wire Co., Montreal; Mr. Ives, representing the Canada Wire Co., Montreal; Mr. Somerville, representing the Ontario Lead and Barb Wire Co. Toronto; Mr. McMichael, representing James Robertson& Co., Toronto; Mr. Howard, representing the Safety Barb Wire Co., Mimico. No alterations were made in the list, and nothing of importance to the trade was discussed.

* * *

There has been a good deal of misfortune incurred by small traders who took a part of their capital out of business and invested it in city property when the real estate boom was at fever heat. The consequences of that speculative contagion have not in all cases yet overtaken the doomed victims of loss, but one by one they are relinquishing their hold and giving up the useless struggle. The last case is that of W. R. Ross, a plumber on Queen street, who failed the other day for some $8,000 and has settled by paying 10c. in the dollar.

* * *

The Peterborough Lock Manufacturing Co. and the E. & C. Gurney Co. are making an effort to put the retail trade in locks of their manufacture upon a better footing than it has been on for some past. A cause of trouble has been that a number of retail dealers are on their list, and some of these have been selling to consumers at prices that competing retailers not so favored could not possibly do business at. The trade with builders or contractors would consequently go to the listed retailers. A circular was sent out to the listed traders the other day naming 45 per cent. as the limit of discount the manufacturers would countenance the listed traders in allowing to contractors and builders. Formerly 50 per cent, was very commonly allowed.

* * *

In addition to the agencies at work in the behalf of the wire nail, the trader must not be lost sight of, for the trader's influence is enlisted on the side of the wire nail by the better profits that class of nail yields him. Both wholesalers and retailers have a much better margin upon wire than upon cut nails. On the 3 inch cut nails the retailer commonly makes no more than 10c. a hundred, while. on wire nails he never makes less than 25c., and on some sizes makes as high as $1. This gives a big advantage to the wire nail, an advantage all the more strongly felt when the general disposition of consumers appears to be to favor it. Also, the fact is not without significance that retail cutting has been more or less general this year upon cut nails, but has been rather exceptional upon wire nails. This latter point was referred to with satisfaction in the proceedings of the wire nail men's meeting. The annual report of the American Iron and Steel Association for 1891 shows that the total production of wire nails in the United States increased from 600,000 kegs in 1886 to 4,114,385 keys in 1891. The production of cut nails for the same period decreased from 8,160,973 kegs to 5,002,176 kegs. The total quantity of nails made in the United States in 1886 was 8,760,973 kegs, of which only 600,000 kegs were wire nails; the total quantity in 1891 was 9,116,561 kegs, of which 4,114,385 kegs were wire nails. This shows an immense growth in a short time, almost altogether at the expense of cut nails, for it will be noticed that the increase in nail production of all kinds from 1886 to 1891 was only 355,588. kegs. These statistics appear to indicate the ultimate displacement of cut nails by wire nails.

* * *

The Wire Nail Manufacturers' Association held its quarterly meeting in the Queen's Hotel in this city on Tuesday. The following gentlemen representing every concern in the Association, were present: Mr. Hersey, of the Pillow & Hersey Mfg. Co., Montreal; Mr. Peck, of Peck, Benny & Co., Montreal; Mr. McMaster, of the Montreal Rolling Mills; Mr. Fairman, of the Dominion Barb Wire Co., Montreal; Mr. Parmenter, of Parmenter & Bulloch, Gananoque; Mr.

Somerville, of the Ontario Lead and Barb Wire Co., Toronto; Mr. Brown, of the Ontario Bolt Co., Toronto; Mr. Whitten, of the Ontario Tack Factory, Hamilton. The proceedings were limited to the receiving of reports and other routine business, and were not embittered by any serious interchange of accusations of evasion or violation of the agreement. The spirit of the agreement appears to have been respected, and any cases of departure from its strict letter were not of an aggravated character. The new list has been remarkably well kept, and satisfaction with its working was the uppermost feeling in the meeting. It has realized the two-fold benefit it was adopted to secure, namely, the suppression of cutting among manufacturers and jobbers, and the restriction of production and consumption mainly to standard sizes. Prices and discounts remain as they were. The volume of business done was another matter upon which the Association could congratulate itself, as it is a greater proportion of the whole nail trade than it ever was before. The whole nail trade, however, is smaller this year than it was last up to the same date, owing to the very general reaction in real estate and the consequent decline in speculative building. An evidence that the wire nail is gaining ground is furnished by the wide demand there has been for it in corporation work. The board sidewalks of Toronto, Ottawa, and a large number of other towns and cities have had nothing but wire nails driven into them this year, as the nail contracts of civic and municipal corporations for this class of work have generally gone to some manufacturer of wire nails.

* * *

The manufacturers of cut nails also met this week and gave prices another quarter's lease of life without altering them. There was a full attendance, the following being present: Mr. Hersey, of the Pillow & Hersey Co., Montreal; Mr. Peck, of Peck, Benny & Co., Montreal; Mr. Abbott, of Abbott & Co., Montreal; Mr. McMaster, of the Montreal Rolling Mills; Mr. Doolittle, of the Ontario Nail Works, Hamilton. The only material change made in arrangements formerly existing was to allow of delivery in London in small lots as well as in cars. The agreement appears to have been carried out by all the parties to it, but the returns from the quarter's trade were not gratifying. The causes for this latter were: The large amount of selling done on the eve of the formation of the combine; the decline in the consumption of nails as compared with last year; the extension of the sale of wire nails. There is no doubt that the reclaiming of the cut nail trade from the state of chaos in which it lay before the combine was formed, benefited the wire nail trade at least as much as it did the cut nail trade. The low prices of cut nails last year, owing to the extravagant competition among manufacturers, gave them an advantage over wire nails that was shown in the comparative volume of sales of the two kinds. But once the advance was made, wire nails forged to the front. The only thing that would be likely to arrest their sale would be either an advance in the prices asked for them or a decline in the price of cut nails. The manufacturers of cut nails had too hard work getting the price established at its present point to care to risk their arrangement by any proposal to lower it, and the wire nail men have no reason to raise prices any higher than they are. Of course both classes of nails are made in many cases by the same manufacturers, with whom therefore any change would simply be putting the difference from one hand into the other. But the check in the demand for cut nails must seriously affect the value of plant, as it cannot be applied to any other use than the making of cut nails.

* * *

It looks as if this year the business in binder twine would take final leave of the hardware trade, and thus fulfil the wise purpose of the manufacturers, who have been gently training it to twine round the agricultural implement business and grow up in dependence upon it. The Consumers' Cordage Co. is strong, and has managed to put nearly all competitors under its feet, but there is one thing stronger, and that is the concern which has similarly got the upper hand in the manufacture of binders. That is the Massey-Harris Co. It makes binders, and if it found any strong impediment to the use or distribution of binder twine, in stiffness of the prices or unwillingness to sell direct to farmers, it might also make binder twine, and then the supremacy of the Consumers' Cordage Co. would be at an end. Hence that concern is ready to throw the trade into the hands of the implement manufacturing company and its agents. The agreement that the Cordage Co. has in force with jobbers this year, and its trade arrangements show this to be the case. The Cordage Co. has on its list a number of traders in small places like Lucan, Mitchell, Seaforth, Chatham. The company has a small lot price for quantities under 10 tons, and these small lots will be sold f. o. b. only when the trader has a carload. That is, freight is not allowed to the small lot jobber unless when he can assemble enough orders to call for a carload. This puts the small retail hardware man out of the race against the listed traders referred to and against the agents of the agricultural implement company. And the farmer gets small lot prices at his own station, as incidents of this season's trade show. The implement agent is usually the dispenser of this benefit. There is nothing paid for handling that can make it worth the while of the wholesale hardware trade to hold on to this business, the conditions of the agreement cause friction, and the general—apparently intended—disregard of the agreement is exasperating.

* * *

It is a hard matter to keep up the standard of quality and at the same time arbitrarily force down the level of prices. Any attempt so to frustrate normal market tendencies may for a while repress value that is determined by the cost of production, or that is the resultant of the comparative quantity of supply and demand, but it cannot long keep the market from righting itself by bringing about a change in quality. As between a given price and a given article, there may for a time be imperfect equivalence, but one or the other has to adjust itself in the end. If the cut price prevails, the quality has to come down to it. It is true that very often the descent to lower quality to accommodate the article to a certain cut price, is but a step towards securing both quality and economy, for the very persistence of low prices has sometimes so overruled ideas founded on value, that invention has been thereby stimulated to reduce the cost of production and so finally bring about the restoration of former quality for the favorite price. But too generally all there comes of it is loss.

At the regular meeting of the Toronto Commercial Travellers' Circle, held on Saturday last, it was decided to hold the annual excursion on Saturday, July 16, to Victoria Park, Niagara Falls, by steamer Empress of India and Grand Trunk Railway. Special rates and arrangements are being made for meals, side trips on the steamer Maid of the Mist, the inclined railway under the falls, etc. The committee are determined to spare no pains to make the annual outing a complete success.

OUR LONDON LETTER.

LONDON, June, 22, 1892.

STATE OF THE ENGLISH METAL TRADES.

I am glad to be able to report a slight rift in the cloud of depression which has been hanging over our metal trade for so long. The iron and steel trades of Newport—a most important centre—certainly show some signs of improvement and a few large orders are being placed. There is no decided movement in prices, but buyers appear to be gradually coming to the conclusion that nothing further is to be gained by holding back their orders. There is a steady demand for coal in this district (Newport), but the collieries are dissatisfied—their usual condition, and some of them even threaten to hand in their notices. The sliding scale has been telling against them lately, and the ignorant section of the men cannot bring themselves to believe in any arrangement that does not always benefit them and favor their side. The hardware industry of Birmingham continues to be in an unsatisfactory condition, business being very quiet and orders scarce. Some lines have been done with South America, but there is little doing with the Colonies. The home trade is fairly good, the demand for cast iron stoves and iron pots is slow, but there is a fair quantity of work in heavy iron foundries so far as castings for rolling mill and other purposes are concerned. Cycle makers are hard at work on home orders, and also busy with export inquiries. Brass-founders are busy, too, as are also makers of edge tools. The settlement of the Durham colliers' strike has been a good thing for Sheffield, as firms will be able to get supplies of the usual excellent brands of hematite iron which are used in Sheffield and district. It will be a month yet before the hematite iron works are fully started. Prices, since the close of the strike, have exhibited a rising tendency, good orders are coming in from South America for cutlery and tools. The price of hematite iron in Sheffield a few days ago, was £2 17s. 6d. a ton. The white metal trade is unusually dull and prospects are unfavorable. In spite of one or two little improvements, makers of cutlery and Sheffield goods say they have not known trade so quiet for many years. It is the general opinion that the period of brisk trade has passed, and that the time of slackness has set in. Australia is sending practically no orders, and the Eastern markets are dull. Makers of iron in the Wolverhampton district feel more confidence by the gradual restarting of the northern works since the end of the Durham strike. The general election will unsettle business for the next month, and little was done during Whitsun week. The general election will follow immediately after the dissolution of Parliament on the 28th June. This event has no direct bearing on trade, nor does it possess any great interest to your readers from a trade point of view. Although Lord Salisbury spoke of Reciprocity in his recent speech, yet there is no mention of anything relating to our fiscal policy in the platform of either parties. Whatever it may be in a few years, Imperial Federation, or reciprocity with our Colonies, is not a burning nor a practical question.

Last month's (May) trade was again unfavorable. Imports of metals fell by £122,384, or a total for the year, contrasted with the corresponding period of 1891, of £371,739. The export trade in metals in May was very bad. The chief facts are as follows :—

	May, '91.	May, '92.	Decr'se.
	£	£	£
Metals and articles made therefrom ...	3,770,025	2,775,746	994,279
Machinery and mill work ...	1,367,900	1,355,540	12,360

	5 months ended May, '91.	5 months ended May, '91.	
	£	£	£
Metals, etc.	17,213,735	13,978,803	3,234,932
Machinery, etc.....	6,453,625	6,232,374	221,251

Up to the present time the decrease in metal accounts for over one-third of the total decrease in our foreign trade, viz. : £8,841,169.

The total export of iron steel in May was only 238,963 tons, against 321,452 tons in 1891 and 422,080 tons in 1890. There has been a great drop in railroad iron, viz., from 128,203 tons in May '90, to 74,201 tons in May '91, and 39,209 tons last month. This is due to the contraction of railway extension in Argentina, Australia, South Africa, India, Brazil, and other countries. The Durham strike also affected the export of pig iron. The reduction of stocks sent up the price of Middlesbro', which advanced from £1 17s. 6d. to £2 1s. 3d., and hemalite from £2 7s. 6d. to £2 12s. od. a ton. I give below the main lines of export from England to British North America during the periods named :

	5 months ended May '91.	5 months ended May '92	Total to all countries 1892.
Hardware and cutlery :			
£.	43,496	40,130	910,776
Pig iron :			
Tons.	3,424	6,760	274,152
£.	9,937	17,482	703,209
Bar, Angle, bolt, etc. :			
Tons.	2,131	1,896	78,332
£.	16,647	15,272	522,648
Railroad iron :			
Tons.	19,712	19,834	161,215
£.	96,796	79,437	799,295
Hoops, sheets, etc.:			
Tons.	1,925	2,501	45,554
£.	16,479	18,361	377,527
Galvanized sheets :			
Tons.	783	858	64,286
£.	13,150	14,126	866,494
Tin Plates :			
Tons.	5,701	5,633	172,736
£.	98,620	84,538	2,364,649
Cast and wrought iron :			
Tons.	4,512	4,944	143,796
£.	50,319	44,001	1,906,723
Steel, unwrought :			
Tons.	4,826	5,088	59,018
£.	49,749	46,354	697,835
Lead :			
Tons.	1,015	937	30,030
£.	13,793	11,545	375,724
Tin, unwrought :			
Tons.	2,272	2,523	43,128
£.	10,701	11,896	203,826
Steam engines and parts :			
£.	13,980	5,160	1,352,035
Machinery, other sorts :			
£.	32,318	63,107	4,880,339
Cement :			
Tons.	6,901	5,417	192,698
£.	13,457	10,391	363,471
Seed oil :			
Tons.	1,373	1,534	31,316
£.	30,995	29,622	624,740

I am sorry to say that, although our ports are free to Canadian goods, yet the imports of manufactured goods from the Dominion are practically nil. The receipts of agricultural produce could doubtless be enlarged, and it certainly seems most unreasonable and radically wrong that we should be buying immense quantities of produce of all descriptions from foreign countries and comparatively little from Canada. I see that resolutions will be moved by representatives from the Montreal and Winnipeg Chambers of Commerce at the coming Congress of Chambers of Commerce of the Empire, to be held in London this month. The resolutions will advocate reciprocity, and it is possible that by constantly hammering away in this manner some practical result will ensue. It must be done constantly and by responsible persons.

THE UNITED STATER PRESS, CANADA AND ENGLAND.

The United States press is always girding at Canada and England. To-day a telegram is published from Washington, saying, President Harrison is going to recommend Congress to retaliate against the Dominion for what he calls your persistent denial of the right of American citizens in connection with the navigation of the Canadian canals. Such action is applauded by the United States press, and the Philadelphia journals argue that federation is powerless to stop the absorption of the Dominion by the States, that it is useless for Canada to struggle against the inevitable, and yards of similar talk. It only wants a strong appeal by the whole of the Canadian public to England to arrest attention to a reciprocal arrangement.

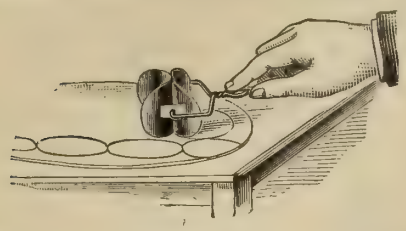
CANADIAN STABILITY AND ENGLISH INVESTORS.

The issue of a new Canadian loan enables me to point to the confidence which English investors have in the Dominion and to your financial stability. Unlike Australia, you have been living on your own resources, and this necessarily inspires confidence and enables a loan to be successfully raised. The view held here is that the Dominion is hampering herself by a protective fiscal policy, and that if you were to lower the import duties—at any rate to English goods—your progress would be much quicker. It is to be hoped that the interchange of opinions at the forthcoming Congress may lead to some practical result which is what is wanted and not mere high-falutin' speech making.

NEW GOODS.

THE ROTARY BISCUIT AND CAKE CUTTER.

An article that cannot fail to find demand is the Rotary Biscuit and Cake Cutter, herewith illustrated. It is an ingenious contrivance for the saving of labor and of time. The process of cake cutting is made as nearly as possible automatic by this instru-



ment, as it works continuously. The edges of the cakes are completely and cleanly cut without exertion. The toughness of the dough not availing to make seperation imperfect or laborious It is an excellent kitchen novelty. Full information can be obtained from M. M. Vardon, 67 Yonge St., Toronto, who is the Canadian agent.

A NEW SHOT PACKAGE.

The Ontario Lead and Barb Wire Co., Toronto, are now placing on the market for the fall trade a 3lb. paper package of shot. An illustration accompanies this notice. Both chilled and drop shot are put up in these new paper boxes, which are strong enough to be handled without conscious care, and are ornamental enough to make an attractive shelf line. In a great many districts shot is retailed at three pounds for 25c., and it is to



meet the requirements of this trade, as well as for general convenience, that the Company have put the package upon the market. The advantages are that it saves labor, there is no mixing of sizes, no over-weight is given as in weighing out shot by the pound, and the package is ready to hand to a customer when called for. The package is made of extra strong cardboard, and will carry the weight safely without breaking. The extra price over shot in twenty-five pound bags is ½c. per pound, subject to the regular trade discount. Put up in 60 pound boxes, assorted.

SIGNS AS ADVERTISEMENTS.

Shops and store signs have two intents—to keep old customers and win new ones. In both these objects they conform to one of the basic principles of advertising,

Signs are very ancient; so ancient that the beginning of authentic history records their existence without disclosing their origin, says an exchange. Nor is this strange, for buying and selling are almost as old as the human race, and one of the earliest classifications of society is that which divides mankind into vendors and purchasers.

Before printers' ink had made a knowledge of letters well nigh universal, the ability to read alphabetical characters was a rare and technical art. Hence till times quite recent, merchants' signs consisted in natural objects or in artificial productions of the carver, the moulder or the painter. The change to verbal delineation has been in the direction of utility, but art has lost much with the disappearance of the figured and colored emblems of trade. As for the signmaker's old-time ingenuity, it has been rather converted or diverted to the new methods than discontinued, and in its survival, under changed conditions, is the promise that the sign-painter and the artist have not parted company forever. Indeed the last ten years have been graced by many visible proofs of a revival of artistic feeling in the matter of commercial signs, and in this rebirth of art in unity it is not difficult to trace the reflex action upon signboards of high class illustrations now so common in newspaper advertisements. Thus and again one is tempted to exclaim that, as in the Augustan age, all roads led to Rome, so in these later days many pleasant and profitable paths along which men pursue their way converge upon this modern practice of scientific, because calculated advertising.

A satisfactory proof of the usefulness and therefore value of signs is the tender care with which the law protects them. Law is a growth, not a fabrication; and when one sees the law stretching its long and strong arms over anything, one knows that the thing so guarded has already made its place in the social economy. You must not appropriate or imitate your competitor's signs. To do so is legally stigmatized as unfair trading, for his signs are a part of the "good will" of the business, and the public is not to be compelled to go about with microscope or telescope to distinguish his place of business from your own.

If you are in trade you must have signs upon your commercial premises. To say that those signs should be the best that human ingenuity can devise for the purpose of your business is but to state a truism. Here are a few fundamental rules that will be found to hold good however various their application to particular cases:

1. The heart or core of every business sign should consist of an inscription of words, no matter how elaborate the background or other accessories.

2. The verbal inscription should be as verbal and graphic as circumstances will admit, and the baldness of statement of a visiting card should be avoided.

3. Display lettering should be used for more important words or phrases.

4. Ornamentation should be used and applied as not to interfere with the rapid and sure reading of the words on the signs.

5. The sign, as an entity, should have a distinctive character—a personality of its own as exclusive as that of its proprietor—and this distinctive character should not be eccentric but one possessing the qualities of true impressiveness and responsible permanence.

6. The essentials of the sign should be determined with regard to continuity in its use, so that they may survive changes of proprietorship or of firm name in the business methods, or change of location.

7. The sign, as an entire thing, should be designed with due respect to its visible surroundings, whether present or probable in the not too far distant future; and this consideration should include the capability of the sign to be making business for its owners during the days and hours of temporary cessation from business.

8. The sign should be capable of economical repair of renewal, without material change in its character. If the goods made or sold on the sign-marked premises will permit it—as for instance, if farm tools or vehicles are the stock in trade, a neatly painted illustration of those lines should have an important place on the sign of that establishment.

The foregoing rules will not be regarded as too recondite or fanciful when the pressure of competition and its relief by judicious advertising be taken into account, or when it is remembered that the difference between unskillful or heedless advertising and no advertising at all makes but little substantial difference in the result.

It may not be amiss to note that when the owner of a sign is simply a tenant of the premises upon which the sign appears, the rights and benefits of signs belong wholly to himself, and cannot be appropriated or retained by the landlord or a new tenant upon vacation of the premises.—Farm Tools.

FARMERS CANNOT RUN THE COMMERCE OF THE COUNTRY.

The Commercial again has no hesitation in declaring, that the farmers who give their attention to the production of products of the best marketable qualities, best suited to the requirements of trade, and which can be produced to the best results, will come out ahead every time of those who try to attend to other lines of business as well as farming. Grain handling and shipping is no part of farming. It is a business by itself, and can be successfully handled only by those who thoroughly understand the business, and

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

BINDER CORD.

Crown, Red Cap, Blue Ribbon or Blue Cap.

Silver Composite.

Orders Solicited.

give their attention to the study of its requirements. The farmer who sells his wheat whenever it is ready for market, and stops dreaming about becoming an exporter, will show his wisdom.

Farmers are too easily gulled in matters of this kind. It is the easiest matter in the world to gull a farmer, if you start out by telling him that he is being cheated right and left by the unprincipled men of business. This false notion is at the bottom of many of the difficulties into which the farmers are led, and is accountable for the disaster brought upon many through these elevator enterprises. Politicians and others who wish to gain favor with the farmers, to serve their own selfish ends, work on these false notions and thereby tend to confirm the farmers in their error.

Farmers are certainly gulled occasionally by business men. They are also sometimes talked into buying machinery and other things they do not need. Farmers frequently gull business men with worthless truck and bad debts. But as for the general idea among them, that they are being steadily bled by business men, it is certainly absurdly false. In the matter of credit, the farmer is the most pampered individual in the country, and in his truck and trade intercourse with the country storekeepers, the latter almost invariably come out at the small end of the horn.

If business men are doing farmers an injury in one way more than another, it is in encouraging them to buy on credit. This free credit system is generally supposed to be a great concession to the farmer, and there would certainly be a great protest if the system were radically changed. At the same time, we regard this free credit system as the greatest injury to the farmer. They, however, overlook this evil, and falsely believe they are being bled on all sides by the men of business.

Mr. John Cameron, representing J. B. McLean Publishing Co., of Toronto was in town on Monday last.—Petrolia Advertiser.

A FEW WORDS ON COMPROMISES.

In a letter to the Winnipeg Commercial, a correspondent signing himself "The Writer" has the following to say on compromises:

"It may be presumed that business failures ensue from either of two causes, misfortune or mismanagement.

The former should be and are met with sympathetic consideration; all the more because of their rarity.

In the latter, justice to all parties concerned should be the basis of action, tempered with such measures as individual cases may show warrant for.

Who are the "all parties" concerned in a business failure? There is of course the bankrupt, who suffers from the effects of his own mismanagement, which may imply incompetence in means, knowledge or qualities adapted to the business engaged in, carelessness, over-expenditure, personal misconduct, &c.

Then there are his creditors, who suffer from the bankrupt's inability to pay his indebtedness, but who nevertheless are to some considerable extent "particeps criminis" in the affair, since they must have supplied goods more or less recklessly, seeing that means of information as to business standing are readily to be had, with sufficient minuteness to guide careful houses in doing a safe business.

Then there are the bankrupt's debtors, who suffer by being pushed for immediate payment of their accounts—generally at most inauspicious times—and the local competitors in business of the bankrupt, who are apt to suffer severely when compromises are made, by having to contend against stock secured by unsafe or unworthy men at 50, 60 or 70 per cent. of value.

There is also the local public, interested mainly in buying goods at low prices, and rather benefiting by bankruptcies.

Now who of all these deserve and should receive consideration, and who should have a "say" in the settlement of a bankrupt's concerns? Certainly the bankrupt and his creditors—but should not also his debtors and his local competitors? These latter are deeply and directly interested and become sufferers through a business failure, then why should they not have a voice in the disposal of a bankrupt's affairs?

Leaving out of view the few failures through misfortune, both a bankrupt and his creditors deserve to suffer according to the measure of their unbusinesslike methods and actions. In most cases, with the bankrupt, the largest creditors are the most culpable. There is a recent case in point, in which, it is stated, by far the largest creditor supplied a certain line of goods for a general store, and when stock was taken there was not sufficient of that class of goods to represent value for one-third of his claim! Is such a creditor deserving of the chief control (such generally get it, being the largest creditors) of a bankrupt's affairs, or is there any fair play in such a bankrupt receiving a bonus of 30, 40 or 50 per cent. of the stock he holds at the time of such a failure? Should the claims of such people receive the highest consideration as against parties who suffer from the failure through no special result of their own?

The present method of dealing with bankrupts and their estates provides premiums for incompetence, recklessness and dishonesty; each unwarranted compromise is a blow at business honesty, an insult to business honor.

Both a bankrupt's debtors and his local competitors should have representation at meetings of creditors, if justice and fair play are to be dealt out as they should be in bankruptcy cases, and, with worthy exceptions, the method of disposal of bankrupt stocks should be by sale "en bloc" of each class of goods to the highest bidder, without compromises and extensions to unworthy bankrupts.

By adopting a system of representations of debtors as well as of creditors, of local business competitors as well as of the bankrupt at bankruptcy meetings, and an understood cessation of compromises and extensions except in unusually deserving cases, fair play to all would be better assured and cases of bankruptcy would be very sensibly diminished."

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

The Western Ontario Commercial Travellers and members of sister organizations will picnic at Port Stanley on the 16th inst.

The Windsor merchants will close their stores at 6.30 each evening, except Saturdays, during July and August.

The new foundry and machine shops that are being built at Vancouver, B.C., by A. McKelvie & Co., will be ready for operations shortly.

A new hardware firm, Canavan & Arthur, is to open business at W. B. Reynolds' old stand in Halifax, N.S. Mr. Reynolds is going to Toronto.

The Vancouver City Foundry and Machine Works are offered for sale. Tenders will be received till the 1st of August, addressed to A. McDougall, secretary.

Andrew Murphy, of London, has been committed for trial by the police magistrate on a charge of stealing $10 and a lot of knives from Cowan's hardware store the other night.

The Whiting Cash and Parcel Carrier is being placed in the principal business houses throughout the Dominion, and is invariably giving satisfaction. See ad. in next issue of this journal.

In a recent issue we announced the removal from Liverpool to London, 164 Fenchurch St., of Samuel Sons & Benjamin. Although having had their general offices in the former city for the past thirty years they have felt that their clients can be best served by the change, while still retaining their shipping office at the old quarters. We feel satisfied in stating that all communications in connection with the general import and export business, will receive their usual prompt attention if forwarded direct or through their Canadian house, M. & L. Samuel, Benjamin & Co., of this city. Cable address, "Samsons, London."

Newspapers of the maritime provinces are urging upon the Government the necessity of an improved Atlantic service, pointing out the great benefits that would accrue to Canada, especially to this part of the Dominion, if one equal or superior to the crack lines were established. A number of papers, irrespective of politics, favor negotiations with the C.P.R., which company, they assert, would give a service equal to requirements, and infuse into the east that same energy and enterprise which has been displayed in the west through its efforts, and re-enact there the marvellous development noticeable beyond lake Superior. Judging from their editoral utterances any fair and reasonable arrangement which would guarantee a service as efficient on the Atlantic as the C.P.R., possesses on the Pacific would meet with unbounded favor.

SOLIDIFIED PETROLEUM.

The question of fuel supply was never of more importance than at the present time. In the earlier chapters of history, the primitive man, restricted to the warmer latitudes and having little more than his personal or family needs to satisfy, was content with such fuel-service as he found in a bunch of dry moss or a pile of broken branches. As time evolved new needs and machanical appliances in transportation and production became a necessity the use of coal as a fuel was simply coincident with the situation. As industries developed with unprecedented rapidity, and the utilization of heat as a motive power has run on parallel lines, other fuel supplies than those of coal have been appropriated in such localities and forms of service, where natural gas and petroleum were available at a lower cost without a sacrifice of efficiency. In some directions, such as marine transportation, where compactness in storage is more and more a necessity, and facilities in handling a matter of economic importance, the need of a fuel equal to the occasion has passed the point of debate and become simply a question of the next best available resource. In line with this economic condition we note the appropriation of natural gas and petroleum oil for industrial purposes. Each in its specific forms of service has played an important part in modern industry, the one largely in a local sense, and the other in more portable forms of use and distribution, Petroleum in its liquid form has been used in locomotive firing in southern Russia and also in eastern Great Britain. It has also been conservatively used in steam launches. Expense in the construction of new types of boilers and other necessary apparatus has militated seriously against its extensive employment, and for at least a quarter of a century efforts have been made to solidify the valuable fluid and thus overcome all objections to its use. It is claimed that the object so long a matter of experiment has been eventually secured, and that solidification is not only a success, but that the calorific properties of block petroleum are superior to those of the best steam coal. Skilled investigation has made no adverse criticism as to its merits, but has been so far a unit in favor of its commercial value. Experiments recently made in Great Britain as to the relative heating capacity of block pretroleum and steam coal are coincident with the favorable opinions of engineers and experts. We quote the following from a contemporary :

"The experiments were conducted in a six horse power tubular boiler containing 80 gallons of water, the first being with petroleum blocks. Of course this fuel 71 pounds were weighed, but only 66 pounds were required to raise the 80 gallons of water to a steam pressure of 60 pounds in the short period of 36¼ minutes. This is certainly a very quick method of getting up steam. It was only when the broken pieces of petroleum blocks were first lighted by means of a candle that any smoke arose from the chimney ; immediately afterwards scarcely any smoke was perceptible. This speaks very highly for the perfect combustion of the fuel, which is practically smokeless. Subsequently the identical boiler was tested with the best steam coal. The condition of the boiler, which had scarcely cooled, was naturally in favor of the coal test, but notwithstanding this the great superiority of the block fuel, both as regards the heating capabilities and the speed of raising steam, was amply demonstrated. There was, as in the other test, 80 gallons of water, and it required 106 pounds of the best steam coal to raise that quantity of water to 60 pounds of steam pressure ; and yet this occupied no less than 60 minutes. A more conclusive proof than this could hardly be desired."

The authorities to whom this new product was submitted for investigation and criticism included distinguished scientists, both home and foreign. Jurists of this type are neither precipitate nor sentimental in their opinions and a verdict on such a basis is seldom less than conclusive. Their endorsement simply anticipates the commercial possibilities of petroleum in its block form. Economical in cost, and with a heating power as three to one against the same weight of steam coal, its extended application in locomotive, steam- and other forms of service is but a question of time and supply.—Age of Steel.

WORD FROM MOUNT FOREST.

The Mayor called a public meeting on 28th, (Tuesday), to discuss the advisability of a better fire protection. J. M. Parsons, of the Ronald Engine Works, Brussels, addressed the meeting, showing probable cost, also the advantage to be gained by getting the town rate raised to a better class. There was no definite action taken. The matter will be discussed at next council meeting.

The town council are going to test a road grader and leveler on Thursday 30th, the machine is made by The Copp Bros. Co., Hamilton.

An organizer for the Patrons of Industry is busy working the townships of Egremont and Normanby, and has started a few lodges.

POINT BLANK.

A reputation for truthfulness is indispensable to permanent and satisfying success.

No young man can possibly have mistaken his calling who finds in it what the world wants done

Goods conveniently located save time, money and temper in showing.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."



These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

From $1.80 per cask upwards.

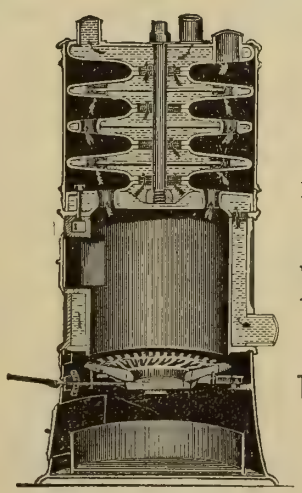
FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

Thos. Firth & Sons, Ld.,
Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,
Bessemer Steel,
Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.



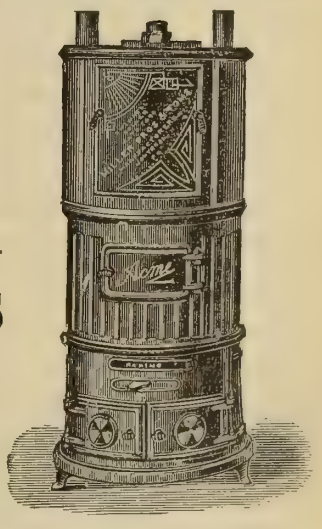
-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



CHAINS.

Coil, 7 sizes; Trace, Halter, Tie-out, Post, Heel and Cow-ties, Tie Weights, Evener Chains, &c.

Manufactured by THE B. GREENING WIRE CO. LTD., Hamilton, Ontario.

Write for Catalogue and Prices.

THE CHRONIC GRUMBLER.

Are you acquainted with the grumbler? He is not numerous let us hope. But he is still on top of the earth all the same. He ought to be ostracized from the company of the average business man.

Who is the chronic grumbler? Why, he is the man who is always grumbling. He grumbles at this, he grumbles at that; he grumbles because the weather is too hot, he grumbles because it is too cold. He grumbles when it rains and when it does not rain he is just the same old grumbler. He grumbles because trade is dull and he grumbles when there is so much that he has to "hump himself" a little.

He grumbles because the roads are bad and it would be almost the same if they were good. He is sorry he went into business in the one-horse town where he is. It would have been all the same if he had gone into a large city. He grumbles because his neighbor merchant across the street is getting all his trade. But that is quite natural. People have been listening to his grumbling so long that they have become sick and tired of it and they have as a result changed their place of doing business.

The habit has so fixed itself on the grumbler that he is not able to tell when trade is good. He is always ready to find fault with existing conditions, no matter how good they may be. He can't keep a clerk any length of time, and no wonder. Clerks are but human and it gives them an attack of "that tired feeling" when they hear so much fault finding going on all the time.

We do not like dark and gloomy weather as a steady diet; neither do we enjoy doing business with a man who is always dark and gloomy. Why is it that a man can become so disagreeable? That is a question which is hard to answer.

It is just like other habits, it can be broken easily if a beginning is made when one first has the inclination to grumble. On the other hand, if no check is placed on the reins, it will be just as hard to break up a habit of grumbling as any other bad habit.

Who ever heard of a grumbler attaining success among his fellows? The man who succeeds is not built that way. He is always cheerful and finds some good in all things.

There is no earthly use for the grumbler and the sooner he fades from sight and hearing the better the public will be pleased. He is not of the slightest good to himself or to anybody else. If a man has contracted the habit, the sooner he breaks it up the sooner will he attain success, happiness, and the esteem of his fellowman. He needs to be born again and commence over in the right way. It is certainly to be hoped that he is becoming scarcer as every day goes by.—Ex.

WHERE THE JOKE COMES IN.

The boy's fishing pole was fastened under the root of a tree on the river bank yesterday, and he was sitting in the sun playing with a dog.

"Fishing?" inquired a man passing along the road.

"Yep," answered the boy, briefly.

"Nice dog you've got there. What's his name?"

"Fish."

"Fish'? That's a queer name for a dog. What did you call him that for?"

"Cause he won't bite."

Then the man proceeded on his way.

Diner (to restaurant waiter): "What have you got for dinner?"

Waiter: "RoastbeeffricasseedchickenstewedlambhambakedfriedpotatoesIndianpudingmilkteaandcoffee."

Diner: "Give me the third, fourth, fifth, sixth, seventh, and two last syllables."

"Fine morning," said the baker to the butcher; "been taking a walk?" "Yes just came from your shop with half a dozen loaves of bread." "Where are they, then?" "Under my hat. Plenty of room for them there."

The baker did not forget this insult, and when the butcher met him on the street and asked him where he had been, he promptly answered:

"Been to your slaughterhouse; bought a calf's head." "Where is it, then?" "Under my hat," he retorted, and he walked away triumphant, as he thought.—[Exchange.

"Do you use night caps?" asked his sweetheart. "Yes, love," he replied, "with a little sugar," and she couldn't think what he meant.—Texas Siftings.

"Our accident insurance company, sir, will pay you $100 for a broken leg——" "An' phwat, thin, would yez be payin' fer a whole wan?"—Indianapolis Journal.

BUSINESS PRACTICABILITY.

It is impossible to have a successful business man unless he is practical one. Strange as it may appear, it is nevertheless true that there are hundreds who fail in business simply because they do not possess business practicability. It is not, as a rule, the genius who succeeds in business. In point of fact, the business genius is known as a dangerous individual. He is too brilliant; he desires to achieve too much; he takes too great a risk; he fails in a practical application in everyday business life; he ignores the small details and the practical part of the business, which, as a rule, brings in the profits; he wants to do things with a dash and brilliancy which would be all very well if they were applied in the proper channel. Business is more a fight for existence or superiority. It is like the wrestlers of old—the dogged, reserved, and, we might almost say, stupid belief of taking advantage of everybody and everything that brings success.

We have known many young men who have entered business and have given great promise of success because of their brilliancy, standing, as it were, head and shoulders over their competitors, but they lacked that practical application to business which is absolutely necessary to gain success.

On the other hand, we have seen many merchants succeed who have had a kind of go-as-you-please method about them. They have displayed no brilliancy, no great genius, done nothing out of the way, but they have simply applied the practical ethics of business to every department in their store. When he has entered it in the morning he has left sentiment and fine feeling at the door, and he has gone to work as if business was a reality and a feature that nothing but practical application could possibly develop. It is not always the swiftest horse which wins. It is the horse that gets his nose the first by the winning-post, and the records probably are that many a slow horse has beaten a fast one under certain prevailing conditions. It is the same with business. Many a business man has succeeded not by his genius nor by his brilliant business attainments, but simply because he has had the capacity and the forethought to push along and do his best irrespective of his position. There are fewer fortunes made in this world through brilliancy than is generally believed. It is the dogged, determined, self-reliant, practical business man who generally comes out on the top of the heap. Some of his methods may appear clumsy and old, but they are sound and practical. He gets there every time, not, perhaps, to the same extent as his competitor, who may be brilliant, but he keeps on plodding away quietly and determinedly, and, before he knows it, he has gained a position of success that he hardly dreamed of and would never have thought of achieving if he had been asked the question.

Young beginners should never ignore the business precepts of those who have gone before them. A wise man generally knows less than a fool, but what he does know he knows well, and he is willing to live up to it with might and main. The genius is often open to temptations that the man of mediocrity is not. It is the same all the world over, whether it be in business, in social life—indeed, in almost every phase of humanity the same rule can be applied. Poverty many a time is a safeguard to virtue. A poor man does not have the temptations that the man of means has. The same rule applies to the genius. He has more dangers besetting him, therefore he has to have a great amount of caution. It is not saying too much to assert that the practical business man without genius stands a much better chance of success that the most brilliant genius who is not endowed with a full share of business practicability.—Ex.

BERGER'S ENGLISH PURE

PARIS GREEN

THE BEST IN THE MARKET.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.





See That Seal?

It Means Something



It means that wherever you find it in green on a package of Paint, Oil, Varnish, or Glass, the contents of that package is of pure quality and the highest possible grade.

Walter H. Cottingham & CO.,

Sole Proprietors of the Green Seal Registered Trade Mark.

MONTREAL.

TRADE MARK J REGISTERED. **TO CARRIAGE HARDWAREMEN :**

Do your customers want cheap hand drilling machines. Our No. A 1 is better value than cheap imported tools. If they want a better article, our Nos. 0, 1, 2, and 3, though more expensive, are well worth the difference in price. We can suit you in price and quality.

A. B. JARDINE & CO.,
Mfrs. Blacksmiths' Tools,
Hespeler, Ont.

Something for Nothing !

Beware of those who offer you a Dollar for Ninety Cents, you are sure to get the worst of it in the long run.

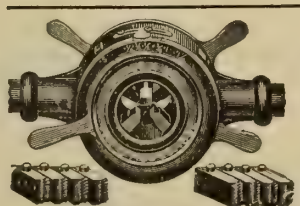
Our rule is to trade even. We have no goods to sell at cost, or below, no goods on which we do not make a fair profit, no cut prices, no factory-worn articles. Can we secure any of your business on the good old-fashioned, value received plan? Our goods and ways are reliable. If our prices are right we ought to have some of your trade. Will you look into it.

THE BRANDON MANUFACTURING CO., LTD.,

WOODENWARE MANUFACTURERS,

Strachan Ave., Toronto.

Write for our Catalogue just issued.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

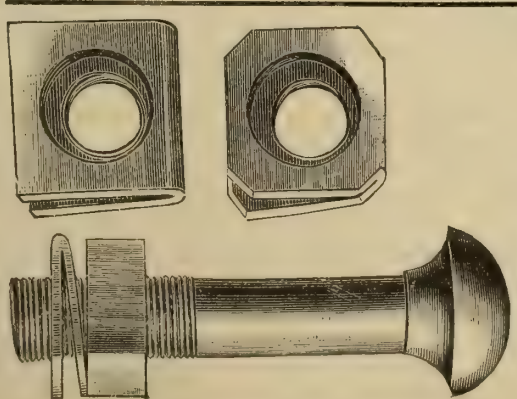
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.

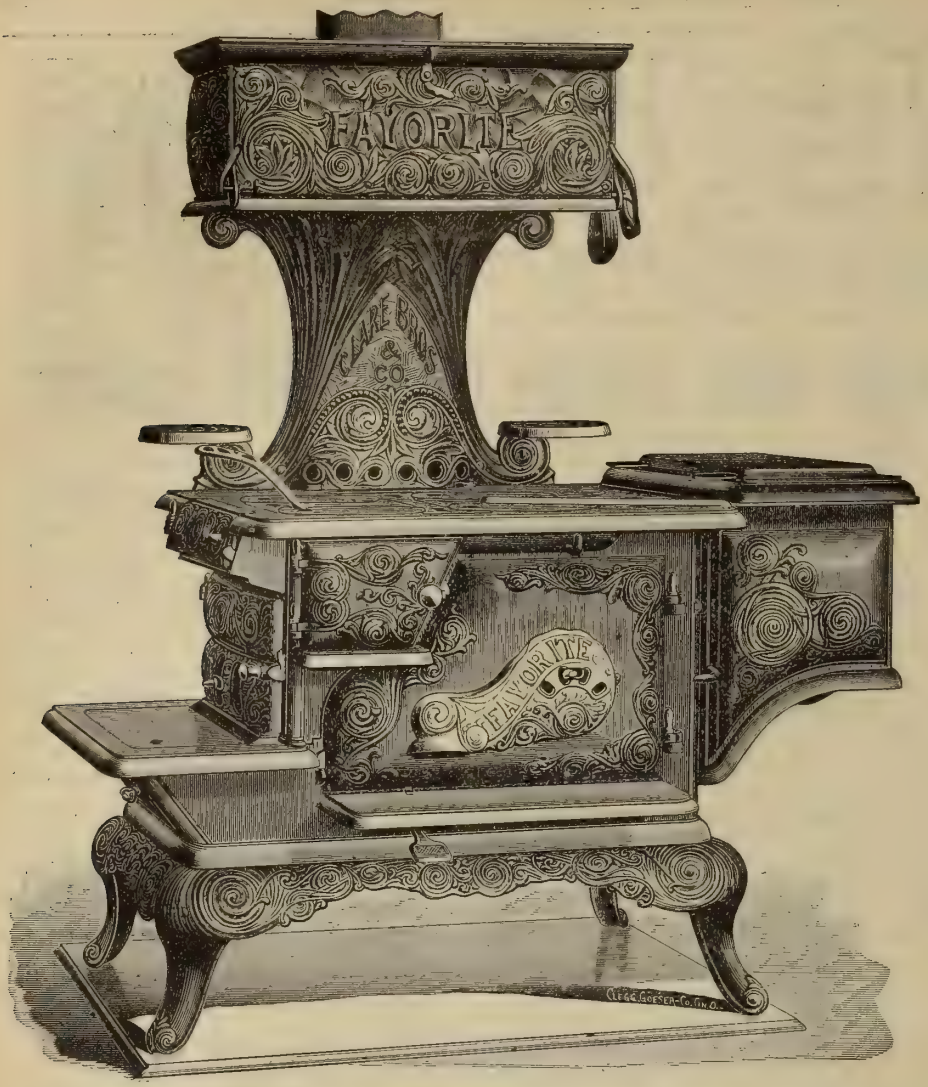


THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.



As stated in last week's issue, it is our intention to present to the trade a number of lines of

New—— Cook Stoves and Ranges

in succeeding issues of HARDWARE.

The accompanying cut will serve to illustrate our line of

Favorite Diamond Ranges

which possess many new and special features, particulars of which we will be pleased to mail upon application.

Clare Bros. & Co., Preston, Ont.

MAKERS OF FINE STOVES, RANGES, ETC.

COST OF PIG IRON.

With so many furnaces out of blast all over the country, it seems almost ridiculous, says The Iron Age, to speak of profits in manufacturing pig iron. Most furnace managers will say that profits are out of the question, and that losses would be the correct term to use in connection with the results of the business. The logical deduction from the numerous idle furnaces is, of course, inability on the part of owners to figure out a profit on operating. This is undoubtedly true in the case of a large majority of the idle furnaces, and perhaps with some in operation if the facts were known. Yet it must be admitted that among those who are now making pig iron less complaint is heard of inability to produce at prevailing prices than of marketing it when produced. We are not violating confidence when we say that figures of cost which have been given us by furnacemen in various localities, East, West and South, show that a fair return could even now be realized on their output of pig iron if the market would only take all of it. In corroboration of this statement we have but to refer to the recent annual report of the Tennessee Coal, Iron & Railroad Company, who made more money in their fiscal year ending April 1, 1892, than in any preceding 12 months of their existence; to the statement of the cost of anthracite pig iron published in The Iron Age of May 26, and to the blowing in of furnaces in different parts of the country within the past month. Furnaces once blown would hardly be started up at such a time as this if their owners did not see their way clear to the production of pig iron at a profit.

The situation is a curious one in this respect. Prices have fallen to figures previously unknown in the history of the American iron trade, but economies have evidently been introduced which have kept pace with the downward tendency of prices. Ores are lower, freight on raw materials have been modified to some extent, labor has been reduced, but not seriously cut, and concessions on fuel are claimed to have been made by coke manufacturers. Those who are dependent on the Connellsville coke region for their fuel supply have not been favored with a reduction, but are so urgently demanding it, and with so much justification on their part, that it is difficult to see how their claims can be refused. The adjustment of such inequalities as this will serve to put pig-iron makers on a better basis to endure the era of low prices now on us.

According to the Inland Revenue returns, says the Petrolia Advertiser, the consumption of Canadian Refined last year reached 240,661 barrels, which is the largest quantity of refined oil that has ever been inspected in one year. The quantity of crude oil required to manufacture this quantity of refined was 721,973 barrels which is over 60,000 barrels of crude a month alone required for the refined trade of Canada, not to speak of the large quantity of crude required for lubricating purposes. Plumbago is being used now to a large extent in conjunction with petroleum oils as a lubricator. For the bearings of heavy machinery it makes a splendid lubricator, and as an engine packing it has no equal.

TWO HARVEST EXCURSIONS

Via the Chicago, Milwaukea & St. Paul R'y, on Tuesday, August 30th, and September 27th, '92.

Where the grasses are kissed by the wand'ring breeze,
And the fields are rich with the golden grain;
Where the schooner ploughs through the prairie seas.
To its destined port on the western plain;
Where homes may never be sought in vain,
And hope is the thriftiest plant that grows;
Where man may ever his rights maintain,
And land is as free as the wind that blows.

For further particulars apply to the nearest Ticket agent, or address A. J. Taylor, Canadian Passenger Agent, 4 Palmor House Block, Toronto, Ont. 31

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

I. H. CAMERON, 10 Front St. E.

THE ONTARIO TACK CO.

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

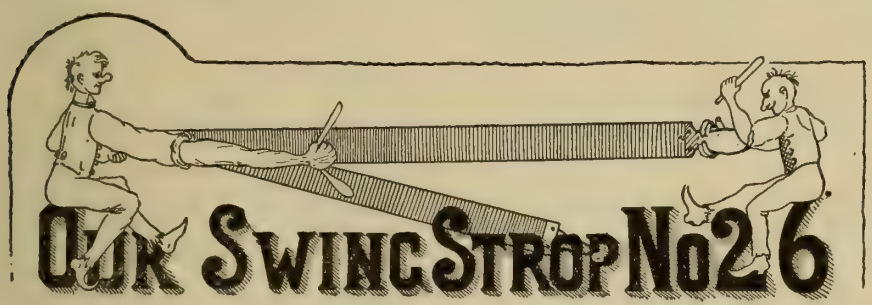
Hamilton, Ontario.

Errors Located in Book-keeping to Page and Account,

Without re-checking or copying entries, by Goldman's advanced system, which saves from one day to one week every month.

P. CORRIDI,
Accountant, Auditor, Etc.
Authorized Representative for Toronto.
Partnership Accounts Adjusted. Books opened. Statement of affairs prepared.
Office, York Chambers,
9 Toronto Street.





OUR SWING STROP No 26

Is so constructed that the razor cannot cut the edges. The Leather and Webbing are made specially for this strop. The best value ever offered in Canada.

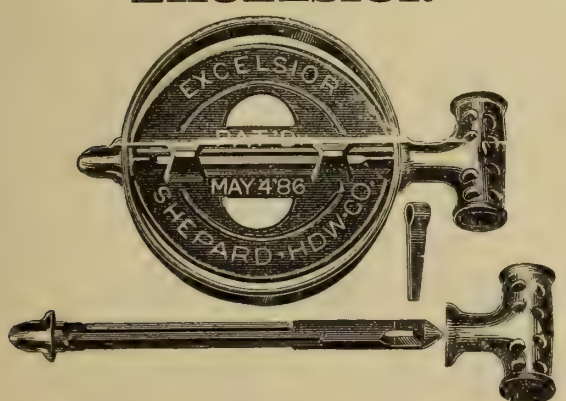
The Hemming Bros.' Co., Ltd.,

76 York St., Toronto.

THE JAMES SMART M'F'G CO. LIMITED
BROCKVILLE, ONT.

STOVE PIPE DAMPERS.

"EXCELSIOR"



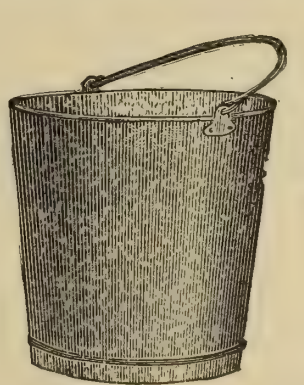
For Style, Finish, Durability and Convenience POSITIVELY UNEQUALLED.

No Springs to burn out, or become worthless after use for a short time. Will ALWAYS maintain its tension on pipe. More easily applied than any other damper. "Always Cool" Ventilated Handles. Japaned or Nickel plated.

WRITE FOR PRICES.

HARDWARE AND STOVE MANUFACTURERS

Galvanized Bucket.



We Manufacture them in both floring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

MARKETS

MONTREAL MARKETS.

MONTREAL, July 8, 1892.

HARDWARE.

In tone the iron and heavy material market remains about the same, with only a small hand to mouth business doing. Importations to this port so far have been very light in all lines, this no doubt is coming to the dealers not taking hold freely. Chemicals are now in their dull season and not much can be said about them. Glass is about the same, the only thing there is any push in at present is paints and oils.

PIG IRON.

Pig has shown no marked change during the week, outside of a few small transactions from first hands. The above were so small that they would not look well on paper. Holders at this point are still waiting for an advance, which they predict is sure to come as soon as higher freights rule. Stocks at this point are very light, and importations so far this year have been very light. Prices remain the same. We quote Summerlee and equal brands $19, Eglinton $18.40, and Carnbroe $17.50.

BAR IRON.

Bar iron has its usual steady demand in a small way at former prices. Makers here report a steady trade, but say they could handle a much larger one if it was forthcoming. We quote $1.85 from makers and $1.90 from jobbers, and $2 in a small way.

SCRAP IRON.

There is only a small jobbing trade doing in scrap iron, and it is for the best quality of wrought. Cast is quiet and not in much demand. Prices are about the same. We quote wrought scrap at $15.50 to $16 and cast at $13 to $14, according to quality.

TERNE AND MERCHANT PLATES.

The business doing in terne plate at this point is small and of a jobbing nature at steady prices. Merchant has a fair movement in the west, but as yet the trade here is small. We quote terne plate $7.25 to $8, merchant plate IC. 20x28 $13.50, and IX. $16.

TIN PLATES.

Tin plate is easier owing to the drop in ingot noted a few weeks ago, but prices in this market are held the same. The business doing is a small jobbing one. We quote cokes at $3.30 to $3.50, and charcoals $3.75 to $4.50.

CANADA PLATES.

Canada plate has had a small movement during the week, but it was very small. We also hear of a few small lots sold to arrive. Arrivals so far have been very light under a very small demand for this season of the year. We quote $2.50, $2.55 and $2.60, according to quality.

COPPER, ETC.,

The same dull feeling is still maintained in copper, but prices are held steady. The trade doing is only a small hand to mouth one. Ingot tin is still quiet with no further advance to note since the last drop. We quote coppor 13 to 14c. and ingot tin 23½ to 25c.

NAILS.

Nails are still quiet under very light demand. The falling off in the iron nail business noted last week is about right as all dealers now confirm it. Steel nails are in the usual good demand.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

GENERAL HARDWARE.

Business this week has not been quite as good as last week. This is no doubt owing to the holiday, coming in about the middle of the week. However, fair quantities of orders have been received from the men out. Manufacturers agents are now working on fall orders which are coming in largely. The lamp and brass goods people have got their men out now working tooth and nail and feel sure of big returns for fall business. The wholesale trade in speaking of the past few months business say they are satisfied with returns, which although have not been large, have been satisfactory. Payments have shown a better tendency lately.

CHEMICALS.

Chemicals are still dull and quiet the only business doing on spot is for actual wants. Prices are unchanged.

Bleaching powder,	$2.30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.28	to	0.32½
Cutch,	0.08	to	0.09
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

It is reported that some dealers are still cutting the price, but this in no way affects the volume of trade, as the glass season is about over. Prices at this port remain the same. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.15 to $3.40 for thirds and fourths.

OILS.

The same dull and easy feeling still maintained in oils, and the business doing on this market is of very small magnitute. Some dealers here are waiting patiently for an advance in Newfoundland oils. We quote:—Cod, Newfoundland, 45c.; seal, steam refined 45c.; linseed raw 56 to 57c.; linseed, boiled 59 to 60c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25; turpentine, 49 to 50c. Less 3 per cent. 30 days.

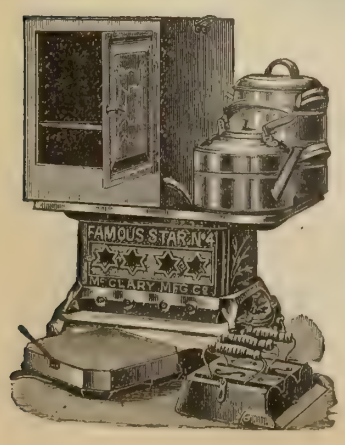
PAINTS AND LEADS.

Paint business still continues good, but not quite as large as a few weeks ago. We have to note a fair steady demand for all lines of mixed paints. The same remarks apply to lead. We quote:—Government standard, $5.50 to $6; No. 1, $5.00; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

CEMENT AND FIRE BRICK.

Cement business is about the same as last week. We hear of a few lots being sold for city work which will not allow of a very large margin for the dealer. Firebricks continue in good demand at fair prices. We quote:—Belgian $2.00 to $2.10; Newcastle, $2.15 to $2.20; London, $2.20 to $2.30; fire bricks, off ship $15 00 to $22

Lithographed Stove Boards.



Original designs and in the highest style of the Art.
See our samples before ordering.

Refrigerators. Ice Cream Freezers.
Oil, Gas and Gasoline Stoves.
Brass Bird Cages.

If you want a Coal or Wood Furnace write our Nearest House.
We guarantee Satisfaction.

THE McCLARY MF'G. CO.,
LONDON, TORONTO, MONTREAL, WINNIPEG.

MONTREAL Markets continued

NAVAL STORES.

The ship chandler business presents no new feature this week, trade continues fair and of a jobbing character and prices are unchanged since our last report. We quote: Turpentine, 50 to 51c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line, Pure manilla, 13c. for 7-16 and upwards, and 13½c. for smaller sizes. Pine pitch $2.60, pine tar $4.00, rosin $2.50 to $4.00

PETROLEUM

Refined petroleum is still moving very slowly there being very little demand for either American or Canadian. Benzine is still very scarce and prices are held firm. We quote as follows :—Canadian, 11c. at Petrolia, 12¼ to 12½c. in car lots at Montreal, and 14c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent off for cash; American benzine, 23 to 25c., and Canadian, 12 to 12½c. in bulk Petrolia: 15c. in car lots, Montreal.

TORONTO MARKETS.

TORONTO, July, 7, 1892.

HARDWARE.

Trade cannot be called dull. It is up to the standard of average July activity. The first week of the month opens with a fair budget of orders in all wholesale hands. A retrospect of the June trade of other years and a comparison of their showings with the returns from last month's trade is favorable to last month, as such an examination proves summer trade to be holding its own. In June '91 there was a large quantity of binder twine delivered. This year there was practically none delivered in June. Yet the sales aggregate more for this June than for last. A feature of last month's trade was its voluntary character. Letter orders were numerous. This is a good indication, as it shows buying is under the pressure of a consumptive demand not under the persuasion of salesmen on the road. A quiet spell lies before the trade during the holidays, but it is likely to be broken at least as often as usual by sorting up orders of general character, as stocks in retailers' hands are kept close down to the point of bare necessity. Harvest tools are now going out with renewed activity. Money is not abundant with hardware merchants, if payments are a criterion. They are somewhat backward. The quarterly meetings of several manufacturer's associations were held this week, but no important results came of them.

BARB WIRE—The trade for the season is about done. The Association met this week but did not change prices.

BINDER TWINE—Hardware jobbers sell little, and the feeling of dissatisfaction with the condition of the trade is likely to lead to the abandonment of twine by hardware wholesalers. Prices are unchanged and unfruitful of profit.

BOLTS—The list is unaltered. Business is fairly active. The manufacturers met this week and continued their agreement upon the same lines.

BUILDERS' HARDWARE—The call for stock is at a low ebb.

CHAIN—This figures little in current business. Stocks are full and occasional orders are fitted at steady prices.

CORDAGE—The sale of rope keeps up to last week's limit. Prices are steady at the same basis—11¼c. for Manilla, 9¾c. for Sisal, 8¾c. for tarred lath yarn, 7½c. for jute.

HORSE NAILS—No change has taken place, though the manufacturers have been together. The discount continues at 60 to 60 and 5 per cent. from the list.

HORSE SHOES—The only alteration made is in the discount for cash, which has been changed from 5 to 3 per cent. The price continues at $3.60 to $3.70.

NAILS—Both cut and wire nails continue to be quoted on the lists and at the prices issued last January.

WIRE—The trade in annealed, oiled and galvanized has about come to an end for the season.

METALS.

Metal jobbers have done a fair week's business, but sales were not of large volume, lots of 5 tons being exceptional, though the number of 3 to ½ ton lots is rather large. Prices have been steady here. The metals handled were chiefly copper and galvanized iron.

ANTIMONY—The sale of antimony does not count for much this week. It continues at 14½c. for Cookson's and 13½c. for other brands.

CANADA PLATES—These are coming into interest and into stock, but otherwise call for no comment. The price continues at $2.80 to $3.10.

SHEET STEEL BRICK
ABSOLUTELY FIRE PROOF
METALLIC ROOFING Co.
CATALOGUE FREE MFRS TORONTO

COPPER—The demand for copper on spot has moved a considerable quantity out of stock, but prices are unsteady. Large lots would be obtainable at a shade below 13¾c. for ingots and 13½c. for casting brands.

GALVANIZED IRON—Trade keeps up its active movement in galvanized iron, which is quoted from a basis of 5¼c. for 28-gauge.

LEAD—This metal is very dull and week. Imported pig is 3⅝c., domestic 3⅜c.

SHEET ZINC—Cask lots are 6⅜c., and broken lots 6⅝c. Stocks are increasing.

SPELTER—The demand is well maintained at unchanged prices, 4½c. for domestic and 5½c. for imported.

TIN—This metal does not take up readily its lost ground and is rather dull at the moment in London and New York. The quotation here remains at 24½c.

TIN PLATE—Business is light. Cokes are $3.65, I. C. charcoals $4.25, and each cross is $1 extra.

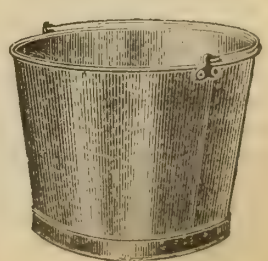
IRON AND STEEL.

The market here is not in an active buying state either for pig iron or bar iron. Representatives of Scotch makers report small sales and languid interest, owing chiefly to the steady receipts, on past contracts, of iron from United States furnaces. The sale of bar iron and steel has suffered some diminution in consequence of the failure of the John Doty Engine Co., which kept 200 hands employed when it was in full swing. Bar iron is quiet at from $2.05 upwards.

OILS, PAINTS AND COLORS.

The oil, paint and color trade is waning as it approaches the season of midsummer inactivity. A rather quiet week is the general report. The only event of any importance that has taken place this week is the formation of an association of the turpentine manufacturers. The price adopted is 46c., terms are net cash in 30 days. Paris green is being delivered now and will be more or less active for a fortnight. The abundance of rain delayed the need of this poison to a somewhat later date than usual this year. Linseed oil remains at the same quotations, that is, for Toronto, Hamilton, London and Guelph are: For raw, 55½c. in 1 to 3 barrel lots, and 55c.

GALVANIZED BUCKETS---English and American Patterns.
Japanned Ware. Stamped Ware.
Pieced Tinware.
Water Coolers, Baths, etc.


Thos. Davidson & Co.,
474 St. Paul St., Montreal.

MARKETS—Continued.

for larger quantities. Boiled is 3c. higher. For other points 2c. is added and freight prepaid.

PETROLEUM.

There is nothing to add to the invariable fact that the price of Canadian refined is 14c. to outside buyers and 14½ to 15c. distributed to the city trade.

The Petrolia Advertiser quotes $1.27½ per barrel for Petrolia crude, and $1.28½ for Oil Springs crude. It adds that there is no speculation, but that the feeling is one of confidence.

GLASS.

The trade is steady at a basis of $1.35. Stocks are filled up with all sizes.

OLD MATERIAL.

The quotations current for some time are still applicable. Business is dull. Prices are as follows: No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES—Are unchanged. No. 1 green cows' are 4½c. Cured are 5c. The market circulation is well kept up, the outlet for cured being capable of carrying off all the raw that come to hand, but prices show no signs of mending.

SKINS—An advance of 5c. in pelts and lambskins was made on Saturday. The former are now 25c., the latter 40c.

TALLOW—Rendered is 5c., rough is 2c.

WOOL—Combing fleeces are 17c., clothing fleeces 20c., super 22c., extra super 25c.

AMERICAN METAL MARKET.

NEW YORK, July 8th, 1892.

The announcement has been officially made that July and August deliveries of the Thomas Iron Company's pig iron will be billed at $15 for No. 1X foundry and $14 for No. 2X foundry at tidewater. This is in accord with previous intimations, and may be accepted as unmistakable evidence that, in the face of curtailment of production in several districts, competition is uncomfortably keen and supplies considerably in excess of consumptive reqirements. In other words the reduction reflects an unmistakably weak market, for the time being at least, in the Eastern markets for foundry grades of pig iron. Thus far the reduction has had little effect beyond indueing buyers of favored brands to place orders that had been deferred until after July 1st. In other crude material there have been no changes whatever, and the general market remains in a flat condition, with the undercurrent more or less weak. Prices on Scotch pig iron, foreign spiegeleisen, ferro-manganese, etc., are still nominal in a great measure, there being hardly enough business to afford even a fair idea of market values.

In heavy forms of manufactured iron and steel business is rather slow and spasmodic, reflecting no diversion of orders to this quarter by the curtailment of operations in the Pittsburg district. What business does transpire is at about former rates, however, not only in the heavy goods department, but in the bar and sheet iron lines. The latter, as a matter of fact, are marked by greater steadiness than provailed a month ago.

TIN—The pig tin market is under practically the same influences that have been paramount for some time past. Speculation is therefore confined within a narrow circle, and purchases for trade account and consumption are restricted to imperative wants. In the New York market spot lots of Straits are quoted at 21.20 to 21¼c. against 21.60c. paid for October and November delivery. On the other hand futures are still at a discount in London. Latest cables quoting £98 for the same against £99 12s. 6d. for spot delivery. As yet the margin does not appear sufficient to prompt reshipments hence to England.

COPPER—Copper has remained positively dull, and an undercurrent of weakness in values still exists, although the leading producers still make more or less pretension of firmness. To present appearances 11⅝ to 11¾c. is full value for Lake Superior ingot, and 10¾c. about the best price for common casting copper in carload lots. In the London market prices for merchant bars have receded to £44 12s. 6d. for prompt and £45 for future delivery.

LEAD—Pig lead has been sold to a moderate extent in fair-sized lots at 4¼c. here. Corresponding prices are quoted from the West, and the market retains decidedly firm tone, although quieter here than it was last week.

SPELTER—Spelter has met with very limited sale the past few days, but the market remains very steady at 4.80 to 4 85c. for prime Western, early shipment.

The tin plate market has been very quiet, and there is no new feature to note on either spot goods or future delivery.

ANTI-RUST.

A correspondent to the Iron Age gives the following recipe for the prevention of rust in hardware stores situated in low-lying, damp districts:

In a 5-quart pail is suspended a tin vessel with a brass strainer cloth bottom, the inner vessel being smaller at the bottom than at top. The strainer bottom should not quite touch the bottom of the pail. In the inner vessel put 15 ounces of rosin, on which pour 1 gallon of 63° benzine, and cover over to prevent evaporation. This should stand over night, or until the rosin is dissolved. One-fourth ounce of sugar of lead and ½ ounce of verized alum are put in enough water to dissolve them, and are stirred into the benzine after the rosin is dissolved. Time is then allowed for all to settle, and all but the settlings are poured off, then the varnish is ready for use. The addition of pulverized plumbago makes, it is stated, a splendid stove polish.

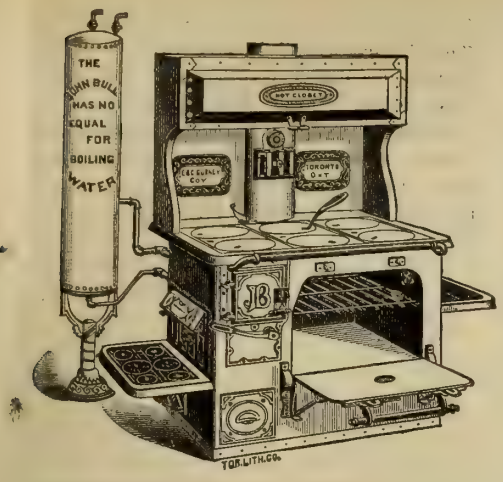
Another correspondent advises the use of lime as an absorbent of moisture to prevent rust. He suggests that a small lump of lime be put in an uncovered box, and placed in the case with the polished steel goods. When the lime becomes air slacked, which, he states will take at least six months, it should be replaced by new lime. If the goods are handled they should be wiped off before being replaced in the case. We should be pleased to have further information from our readers on this subject.

M. L. Samuel Benjamin & Co. have just received a large consignment of Brandrum's white lead in packages ranging from 50 to 500 lbs. which they are offering at reduced. figures.

The exports of cutlery from Sheffield to this continent during the past three months amounted to £33,090 as against £21,000 for the same period last year. The McKinley tariff appears not to have harmed this English industry.

A meeting of the creditors of The John Doty Engine Company (limited) was held Wenesday afternoon at the office of E. R.C. Clarkson, the liquidator. A statement of the affairs of the company was presented, which showed the liabilities to be $79,335 and the assets $136,491, leaving a nominal surplus of $57,156. The assets are as follows: Margin on real estate after payment of mortgages, $36,301; machinery, plant and book accounts, $97,190; margin on British Columbia branch, $3,000. Of the liabilities $52,366 are direct, $4,830 indirect ano $16,659 preferred, while the partially secured creditors will rank against the estate for $5,478. The meeting was adjourned for a week in order to enable a committee, composed of Alexander A. McMichael, A. B. Lee and James Morrison, to examine into the affairs of the company and report as to the advisability of arranging a composition, or of a liquidation of the assets through a sale.

As very many of our readers are aware, the cutlery trade has been in a depressed condition for a considerable time. In January of last year the pen and pocket cutlers and forgers at two or three of the leading establishments in Sheffield were asked to accept a 5-per-cent. reduction. The men refused, and thereupon the masters stinted them to work on orders only, declining to give them work for stock. The matter seemed to remain in abeyance until a few weeks ago, when it was discovered that half-a-dozen of Joseph Rodgers & Sons' penblade forgers had agreed to the 5-per-cent. reduction. Meetings of the unions connected with the pen-blade department were promptly held to consider what steps should be taken, and it was decided that notices should be handed in to cease work unless the firm paid at the old rate. About 150 men are affected, and the notices will expire in a fortnight's time.—Ironmonger.



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

THE ADVANCE OF THE FLY SCREEN.

One may go into any of the big hardware jobbing houses these days and find them very busy handling "seasonable goods." The curiosity may be excited as to what these goods are. On asking the question the answer will invariably be that among the heaviest trade is that in screen doors and window screens. There are of course plenty of other lines, but there is a particular call for screens just when the warm weather sets in and the flies become a pest. The jobbers receive orders by mail and telegraph every day for fly screens.

Now, there was not always such a demand for these goods. What has caused the change? If we go back a few years we can recall the time when there were very few screens. People who could afford them had a carpenter make the frame for them at a considerable expense and perhaps they put the netting on themselves or hired that done also.

It will readily be seen that there was a great deal of expense attached to this manner of getting screens, and the result was that the majority of people went without.

Then there were some who made a rude frame for their door and used the common mosquito netting instead of the wire netting. This netting was nailed to the windows without any frame being used. To be sure there are many such appliances in use now, but they have greatly diminished in number.

Then the wire screen doors and windows began to appear. At first these were quite expensive and only a few were handled by the trade. As with other articles, there being a growing demand apparent, factories were started for the express purpose of making fly screens. At this time they are becoming more and more plentiful and their price has been greatly reduced on account of the saving of time and labor in their manufacture.

Though at first screens were regarded only as a luxury and were used only by the richer classes, they have now come to be a necessity and they are so low in price as to be within the reach of all.

Thus when one line of goods has gone out of active trade, a new line has sprung up and the screen business is one that does not show any immediate signs of dying out. Where they were handled only in small quantities a few years ago screen doors are now shipped by the car load. Dealers will always find them to be a good line during the fly season. —Stoves and Hardware Reporter.

SITUATION WANTED.

FIRST-CLASS STENOGRAPHER WITH seven years experience, three last years in wholesale hardware. Highest business and personal references. Address, Miss E., care HARDWARE. 29

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

TRAVELLER WANTED, IN A FEW months hence, a travelling salesman, one who understands the stove, tinware or hardware trade throughout Manitoba and the North West. Give particulars as to past employment, also salary received. State whether married or single, age, etc. Correspondence confidential. Address, "North West," care HARDWARE.

"IDEAS FOR HARDWARE MERCHANTS,"
JUST PUBLISHED
PRICE $1.00 POSTPAID.

This novel book is the only book ever written especially for Hardware men, and every Hardware Merchant will find it of decided help and of intrinsic value. It tells HOW TO ADVERTISE a Hardware Store. HOW TO DRESS a Hardware Store Window. HOW TO SELECT Seasonable Goods and HOW TO DISPLAY them to best Advantage. HOW TO MAKE a success with Hardware. HOW TO COMPETE with "Department Stores." HOW TO TURN a Credit Business into a Cash Business. HOW TO AVOID Bad Debts and Increase Trade. HOW TO SECURE Low Quotations from Jobbers and Manufacturers. HOW TO ARRANGE the Fixtures in a Hardware Store. HOW TO TREAT and Manage Clerks. HOW TO KEEP your Accounts with the Least Labor. HOW TO SYSTEMATIZE your Business and Arrange its Details. HOW TO ARRANGE Price Lists. HOW TO MEET close Competitors and HOW TO BE ENTERPRISING. HOW TO PROPERLY proportion Store Expenses, and thousands of practical hints for Hardware Merchants.

"Ideas for Hardware Merchants" sent postpaid upon receipt of price.

D. T. MALLETT,
P. O. Box 108, New Haven, Conn

IDEAS FOR
Hardware Merchants.

By D. T MALLETT.

CONTENTS: Starting a Hardware Store; What Hardware Dealers may Sell; Hints about Inventory; Behind the Desk; Ratio of Expenses to Sales; Retail Advertising; System in the Store; The Use of a Store Window; The Holiday Trade in Hardware; John Jones, Jr.; The Successful Merchant; Parable of a Foolish Trader; Cordiality Between Competitors; Commercial Value of a Smile; More about Advertising; Business Education; Fable of the Magnet; Why One Merchant Failed; The Other Half; Cash or Credit; Don't Get Into a Rut; The Value of Price Lists; A Store Library; Books for Hardware Men; Advertisements of Leading Manufacturers.

PAPER BOUND, - - $1.00.

Sent, post-paid, on receipt of price by

J. B. McLEAN PUB., CO'Y,
10 Front St. E., Toronto.

WHY NOT ADD
ELECTRIC BELLS
BATTERIES AND
PUSH BUTTONS
To Your Stock, and Make Money?

The Cheapest Wholesale Electrical Supply House in Canada is that of

T. W. NESS,
749 Craig St., MONTREAL.

We carry a large stock, ensuring prompt shipments.

Our new book, "Instructions for Amateur Electricians," sent Free to applicants.

DISCOUNTS AND NET PRICES.

The extent to which quoting with discounts has displaced net prices is a remarkable feature in the evolution of the wholesale business. This is particularly true of the grocery, dry goods and hardware trades. Although it does not take an extreme form in all trades alike, there is scarcely a branch of manufacturing free from it in some shape or other. Such universal preference is prima facie evidence in favor of the custom; but, as with other changes introduced either from necessity or for convenience, there is a tendency to push it so far that its recommendations are in danger of being overbalanced by the abuses practiced under it. It is not surprising, therefore, to find some agitation afloat for a return to the old method.

The advantages claimed for the discounts system may readily be admitted. In such trades as have widely diversified price lists, it is much simpler to announce a change of discounts than to issue new lists of net prices revised throughout; and to such buyers as follow the market day by day, and are familiar with standard prices, it is the least confusing form of change which could be adopted. It also allows an elasticity to sellers, which may be taken to cover manufacturers, agents and jobbers, in dealing with their customers that could not be looked for under a rigid system of net prices. How far this elasticity is a point in its favor will be variously estimated by the ultimate distributors, according to their ability to demand treatment on most favored terms, or the lack of it.

Whether this latter use of discounts is an advantage in operation is conceded or denied, there can be no question of the right of the seller to discriminate in favor of a large buyer with first-class credit as against a small buyer or one whose credit is not so well established. Nor is there any reason why a close buyer of good repute should not, as a result of greater diligence or superior intelligence, have the opportunity of making better purchases than one who is indifferent, or whose practical knowledge is deficient At the same time this discrimination ought not to pass beyond reasonable limits.

It is argued on the one hand that net prices would, in a great measure, place it out of the power of sellers to afford even reasonable concessions to their best customers, and on the other that the discounts system is used as a means of extorting unduly high prices from the purchaser who from one cause or another is not well posted. The continual competition among sellers secures in a large degree the reduction of prices to a margin of business profit, in some instances it takes them below that; and were net prices always quoted there would be neither room for concession, under normal conditions on the one hand, nor the possibility of obtaining occasionally higher prices on the other. Yet it must not be over-looked that some of the agitators for a return to net prices are moving in the matter because, as they allege, of the difficulty of securing reasonable profits under the discounts system.

Were all men on an equality in point of credit and business acumen, it would make little difference whether trade was conducted on the basis of net prices or "with discounts," and if, under the latter system, there are abuses existing, it must therefore be at the expense of those least able to bear the consequences entailed, and a reformation would make most to their advantage. It is manifest that where standard prices have remained without alteration for years, although the goods quoted have declined enormously in value, this decline being represented by successive discounts, a wide temptation to undue discrimination exists; and, on the basis of the old lists, is made use of should the purchaser not prove familiar with the whole range of these discounts.

We can give one example of usury which has come to our attention. The list price of the article in question has not been changed since 1882. For sake of convenience, we will quote it at $1. On this price successive discounts are now made as follows: One of 25 per cent. five of 5 per cent. and three of 2½ per cent. This brings the net price of the article down to 54.21 cents, as against list price given above. This is a form of misrepresentation which could not well be practiced under net prices. On clean business grounds there can be no defense of such an application of the discounts system as shall discriminate, as it is alleged it often does in some trades, all the way up to forty or fifty per cent. against one buyer compared with another, simply because the one is not so well informed as the other. It is evident that it cannot be on account of increased business risk, for no seller would take any risk whatever with a buyer to whom the granting of credit had to be covered by the increase in price as represented by such lessened discounts.

For all sufficient business purposes, where net prices are objected to, limited discount margins ought to suffice; and it is difficult to find any good reason to justify the piling up of one discount on top of another through the course of years until listed prices are reduced anywhere from 75 per cent downward through the wholesale trade. As previously remarked, reductions are easier made by a fresh general discount than by revising price lists; but on the other hand increased labor is entailed on the buyers who have to check invoices from so many different sources, and often from so many different trades, while the facilities afforded for sharp practices or unwary buyers are greatly multipled.

Such trade customs as the discounts system are generally of gradual growth and not the result of concerted action; and it is difficult to correct the abuse of them otherwise than gradually. It is hardly possible that those who desire a universal return to net prices will succeed fully, but they ought to be able to secure a compromise under which the standard price lists shall be revised from time to time, so that current authorized discounts can be kept within reasonable bounds. —N. Y. Bulletin.

SALESMEN'S MAXIMS.

A good and prompt paying creditor should not be compelled to bear the burden of losses through those who do not pay.

One article should not be sold at a price requiring that an exorbitant profit should be imposed upon other articles.

When this is the case cousumers are not given good value in the article sold at an exorbitant profit, and the consumption of such articles is checked and retarded to the detriment of the trader whose interest lies in increasing the consumption of such goods.

Each and every article sold should be self-sustaining and should at least pay a profit sufficient to cover cost of handling and a fair rate of interest on the investment.

Customers who buy only certain articles of a trader, which articles are classed as luxuries, or which on account of being of limited sale are considered profitable goods, should not be taxed with a profit intended to cover a loss arising from the sale of staple goods at or below cost.

Wholesale traders no longer have the opportunity of securing an unusual or more than a fair profit on any article, consequently they can no longer equalize profits by "whooping up" prices on goods not regarded as close staples.

If wholesalers received a fair profit on all goods sold their methods would be exemplary and the effect and influence upon the methods of retail merchants would be beneficial.

Retail merchants are shrewd, and if they know that wholesalers are securing fair profits on a certain article they will soon begin to consider that they, too, are entitled to a profit on such articles and demoralizing cutting of prices would be stopped.

It is evident that a reactionary feeling has set in, and that both retail and wholesale merchants are beginning to realize that good salesmanship and good business methods are not wholly comprised or inclnded in obtaining business by underselling competitors.

A customer secured is a promise of greater salary in time.

Every line of goods embodies a history and a cience worth years of study to understand

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

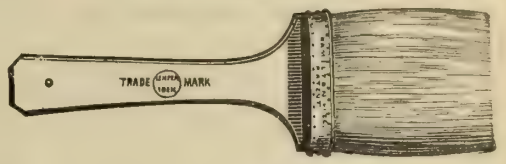
Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer.

THE BEST English Sporting Gunpowder

USE THE

"ALLIANCE"

PRIZE POWDER.

—Mane only by—

Pigou, Wilks & Lawrence, L'd.,

11 Queen Victoria St., London, E. C.

Always obtainable from

Frank S. Taggart & Co., Toronto.

The Hingston-Smith Arms Co., Winnipeg.



RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes, Piano and Furniture Polish, Stove Pipe Varnish, etc.

PARIS ONT.



Toronto Silver Plate Co.,

Manufacturers of

Electro Silver Plate

of the finest quality and design.

Pewter Mugs a Specialty.

All Spoons, Forks, Knives, etc., carefully weighed both before and after plating to ensure accuracy.

We deposit on all Extra Plate Flatware twenty-five per cent. more silver than the regular Standard plate.

E. G. GOODERHAM, Manager. JNO, C. COPP, Secy.-Treas.

Factories and Salesrooms, 570 King Street West,

TORONTO, ONT.

DON'T PAY $40 For a "Metal Ball" Cash Register

When you can buy this one, guaranteed equal in every particular to the SUN or any similar machine for

Only $25

We make 34 different kinds of Cash and Autographic Registers at prices from $12 up.



THE NATIONAL CASH REGISTER CO.,

Dayton, Ohio, U. S. A.

Canadian Salesrooms: Toronto, Ontario, 63 King Street W; Halifax, N. S., 107 Holles Street, Montreal, P. Q., 174 St. James Street. Winnipeg, Man., Main and Queen Sts

ART OF SELLING GOODS.

In the course of a series of articles upon this subject, a writer in the Ironmonger says:—I think a tradesman should always deal generously in the matter of exchanging goods which are alleged to be defective. Of course, I refer only to best goods, such as one would recommend. I don't mean that every article complained of should therefore be exchanged, because complaints would increase then at an alarming rate ; but I think it wise to give a customer the benefit of the doubt, and to make good any defect in a generous spirit. A rule cannot be laid down either way, but it is generally better to suffer a little loss in this respect than it is to lose your customer and his recommendation.

Many salesmen make unnecessary litter in selling goods. A parcel is opened and its contents scattered right and left. When a second, third, and fourth have been treated in the same way, what a lot of labor is involved in tidying up again ! Drapers' assistants are fined if more than three boxes or parcels are on the counter at one time. The same rule cannot be applied to the ironmongery trade, because so much more of our goods are kept in paper parcels ; but there is no necessity for one-half the untidiness one usually sees. It should be a rule, never to be deviated from, that one parcel is rolled up and set aside before a second is opened. Some commence this plan and find it won't work, but this is because they try the wrong way. A parcel is opened and a sample shown to the customer. The salesman waits for his customer to decide whether it will or will not do before he rolls up his parcel because he thinks he will not roll it up until he can put the sample inside. Of course, a customer won't have his decision hurried in this way, and it becomes necessary to open a second, and, perhaps, other parcels also, and the samples have to be laid side by side before the selection can be made. Now the result which I have described is seen : the counter is quite in a muddle, and it would be almost impossible to serve that same person with half-a-dozen other lines in any degree of comfort. Now, the method to use is this : Open a parcel and take out a sample; while quoting the price and speaking of it roll up the parcel and set it aside; then take the next parcel and treat it the same, and so on to any number. A score of parcels will not make as much litter when treated in this way as half a dozen would in the other. Besides, how much easier it it to clear a counter when the contents of the parcels have been kept together and each has its label and twine around or inside it ! It is a common fault with those who clear the counters that, although they manage to get them looking tidy toward evening, when the space is not needed and there is nobody to serve, yet all through the day, whatever space there is covered with untied parcels and goods. Now, this is due chiefly to one cause. Assistants commencing to clear a counter attempt to do so one parcel at a time. This one is taken in hand, the contents duly sorted, parcel tied up and replaced in the fixtures. This takes, say five minutes. There is no objection to this method of clearing a counter at night when there are no interruptions, and probably this way is as quick as any other under these conditions; but during the day, when customers are continually coming in, it is not the best method, because then the first consideration is to provide sufficient counter space to show the goods the next customer wants to see. Every minute at such a time is worth five ordinarily and therefore one has to think how the largest possible counter space can be provided in the shortest possible time. Instead of spending five minutes in tying up one parcel, set it aside, and others likewise, treating the large ones first and the small ones afterward ; at the same time hastily remove any large goods which may cumber the counter, and the same five minutes will produce a very different result. Instead of only one parcel tied up and put away, leaving the whole of the counter strewed with others scattered in all directions, the counter will have large clear spaces left, and the untied parcels will be neatly set up in heaps, to be dealt with one by one as occasion permits. The principal and seniors should be very careful to set a good example by rolling up in the manner described any parcels they may open. Some are careless in this respect. The counter clearing is not done by them, and they feel that this useful rule does not apply to them. Example is precious in this as in every other case. It will be difficult, indeed, to get a rule obeyed in a shop where the principal disregards it himself. If he royally obeys his own rules others will unconsciously follow his example.

I have found trouble arise in cases of this kind. A customer calls to-day, and, among other things, solicits my advice respecting some article which needs repair, but which she has not brought with her. We have a little chat about it, ending something in this way : "Yes, thank you, I will think it over, and if it seems worth while will send it in." Days elapse, and the matter passes out of my mind. If it does cross my memory it probably gets dismissed with the thought, "I suppose she isn't going to have it done." By and by an inquiry comes from the lady to know when the repair will be ready. "Repair ready ! We haven't any repair here from Mrs. ———. She was going to send one, and it hasn't come." This is the sort of reply that comes up to ones mind at once, but following comes the reflection, "Go and see if by any mischance it is here, after all." Inquiry and search reveal the missing article, and it then transpires that a day or two after the lady had the conversation with me her servant brought in the repair, saying "Mrs. has sent this down." The person who takes it in says "What is to be done to it?" "I don't know," answers the servant ; "missus told me to bring it down and say she sent it. I dare say she will call and speak about it." Then the article is set aside for Mrs. ——— to call, but all the while that lady is under the impression that her order is being attended to. The fact is, there being no connection between the visit of the lady and the visit of her servant, the relation of the two transactions to each other is not perceived until the matter is explained. It is easy enough to see it all then ; but, perhaps, by this time the lady is annoyed, and feels herself neglected, etc. To remedy this I make a practice of writing down in my check book the result of our conversation, recording especially any material particulars. This paper is then handed to the person whose special duty it is to look after repairs, and it acts as a warning to him to be on the alert for such an article as is there described. Should he find one which seems to correspond with the particulars he inquires about it, and so the matter gets cleared up at once. This plan is usefully followed for recording approximate prices which may be quoted for doing repairs. A lady calls to know our price for sharpening a lawn mower. "What size is it?" one asks. "Oh, its not very large ; quite a medium size" replies the lady. "Is it in good condition?" "Yes, nearly new," is the reply. At once one thinks of a lawn mower about 10 inches, having had a season or two's use, and answers, "Well, if no new parts are required, and it is a medium size, in fairly good condition, it will cost about 6 shillings." "Thank you," says the lady ; "I will let yon know. I am not quite sure that it wants doing this season ; if it does I will send it in." A week or two passes, and a lawn mower is received, with instructions that it is to be repaired. There is nothing about the machine to remind one of the conversation, because it is a 14-inch one, and in very bad condition. The repair is done, and it is sent home. The cost is 12 shillings and 6 pence. and the bill is delivered in due course. Now comes a storm. The lady protests the charge is exorbitant ; that she was quoted 6 shillings ; that it's always the way with tradesmen, and so forth. You reply : "No, no one could have quoted you 6 shillings." "Why, you told me that price yourself," retorts the lady ; and, as she begins to feel that the tradesman is not acting straightforwardly, she will scarcely listen to anything he has to say. Moreover, he himself begins to have some slight recollection that what the lady says is true ; and so it is, but it is only part of the truth, and he cannot for the life of him just then think how he could have been induced to quote 6s. for such a repair. With a record of the conversation in his hand he could explain the whole circumstance, and show how it was that he quoted 6 shillings; that it was due to the misrepresentation the lady herself gave of the article. But when my plain is followed it does not come to this pass, because the memorandum of the original conversation turns up when the article is received, and then it is easy to submit an amended quotation and save all the trouble. I have always found, too, that writing down anything which one needs to remember is not only of use for reference, but the mere act of writing serves to almost indelibly impress the thing itself on the memory.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S

Butcher Knives

and Steels,

Farriers' and

Shoe Knives

Are the best in the World.

Trade Mark.

SHOVELS--Fenerty's.

We know whereof we speak. We claim we are giving the best value of any makers in the Dominion.

LOTS OF TESTIMONIALS.

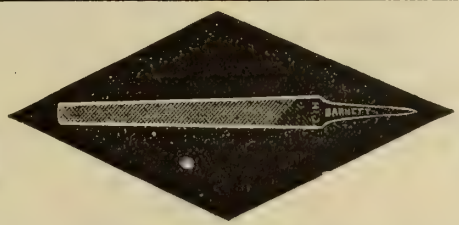
DEALERS, BUY THEM, AND LET YOUR CUSTOMERS TRY THEM.

JNO. PETERS & CO., Halifax.
JAS. E. CHIPMAN, Vancouver.
CRAIG, MacARTHUR & CO., Toronto.
Stock carried at Toronto Branch.

CAN TELL YOU ALL ABOUT THEM.

HALIFAX SHOVEL CO., Ltd., Halifax, N. S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

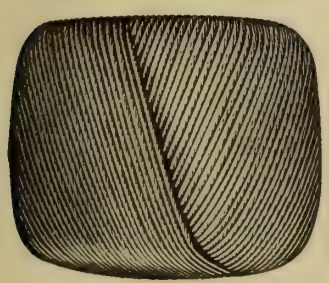
EVERY OTHER DESCRIPTION OF SAWFILES.

It ain't as pretty as manilla, but it gets there just the same.

(TRADE MARK)

"COMMON SENSE"

(DICK'S PROCESS—PATENT APPLIED FOR)



Common Sense Binder Twine.

We have a few tons remaining which we are desirous of distributing in those sections where it has not yet been introduced. We are unable to increase quantity of any orders now booked, nor accept orders from Towns or Villages where sales for this season have already been made.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE : SAMUEL, SONS & BENJAMIN,
164 Fenchurch St., London, Eng.

Business Changes

SALES MADE OR PENDING.

R. R. Ross, general merchant, Rossberne Man., has sold out to E. G. Lewis.

CHANGES IN STYLE OR COMPOSITION OF FIRM.

Norton & Fennell, hardware merchants, Charlottetown, P. E. I., have dissolved.

The firm James Walker & Co., wholesale and retail hardware dealers, Montreal, is now composed of James Walker jr., and David Walker.

Haines & Co., manufacturers agents and importers of chemicals, Montreal, have admitted M. H. Seymour. under the style Haines, Luedecking & Co.

REMOVALS AND DEATHS.

Matthew Fleming, general merchant, St. John's, is dead.

W. W. Beardsley, general merchant, Berwick, N. S., is dead.

J. C. Johnston, general merchant, Lamlash, Ont., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Isaie Groux, tinsmith, Coaticook, Que., has assighed.

J. H. Pendruth, forging and bolt works, Toronto, has assigned to Thomson E. Townsend, Toronto.

W. R. Ross, plumber and steam and gasfitter, Toronto, has assigned to E. R. C. Clarkson, Toronto.

W. J. Austin, general storekeeper, Haliburton, finds himself insolvent, and made an assignment to Richard Tew, of Toronto.

Wolff & Co., general merchants, Montreal, who have just gone under for $16,928, confess to bad debts amounting to $13,650.

POINTS FOR CLERKS.

An intelligent foreigner who had traveled over much of the world was once asked if he found any characteristics which seemed common to all the race in all countries.

After a little thought he said in broken English, "Me think all men love lazy."

He had found people everywhere willing to enjoy the good things of life, but unwilling to put forth the labor needed to acquire them. Work, as a rule, may be from compulsion of some sort. "You will never do any more than you are obliged to," was a saying of a professor to the young men about stepping out into professional life. It does not sound flattering to human nature, but I think our observation will corroborate it if not our experience. Idleness and unprofitable industry are what seem most enchanting to the young. The latter is often pursued with an ardor that would make a man rich and wise if turned into a useful channel. The rigors and self-denial and long hours of toil the boys give to a drill for a regatta would crush them if it was in the line of their regular work.

But where mere pastime is made the business of life there is no fair development of manly qualities The mind is dwarfed and the activities frittered away on trifles of no earthly profit. It is of no consequence to the world that one horse can trot a mile in half a second less time than another. The Shah of Persia was quite sensible when he declined to attend the races in England on the ground that "it was known to him that one horse was faster than another."

It is the custom of the age to label everything at what it is worth; and we may with advantage learn to discriminate between true and false values in these matters.

Work which has something to show for it is the only kind worth doing. An impecunious Yankee was hired by a man, to whom he applied for work, to pound on a log by the hour. He gave it up after an hour, saying he "would not chop without seeing the chips fly." It is an encouragement to any industrious worker to see the chips fly.

However natural it may be to love laziness, there is a possibility of cultivating industry until it becomes second nature; and it is a fact about acquired tastes that they are by far the strongest we possess. Any man who uses tobacco can corroborate this. It is an easy thing to make one's self a worker. All you have to do is to throw all your might into your business, and the steady repetition will form the habit. The habit formed, and idleness will be more irksome than the hardest work. "Seest thou a man delight in his business, he shall stand before kings." But the gain in character to himself is the highest advantage. "The most sensible men I have ever known," said Hazlitt, "were intelligent men of business, who argue from what they see and know, instead of spinning cobweb theories."—Ex.

NARROW MARGINS RISKY.

That sport, not business, dominates some men's course in trade appears to be demonstrated by the risks they frequently take, of which none are more daring than those they run in cutting prices. They take their solvency in their hand, and not only occasionally venture, but continually hover, on the very brink of disaster, like some foolhardy coachmen whose conceit in their own driving leads them to hazard their lives that they may show how close to destruction they may run along the edge of a precipice. There are some people who appear to court danger and are mercifully spared from falling a prey to it. They make bad rivals in business. If conservative traders had to encounter an opposition that was strong by reason of its economy which made cheapness possible, they could hope to train down to conditions to cope with their antagonist, much in the same way as navvies in certain parts of the United States have been able to compete with Chinese labor, on account of their descending to a lower scale of comfort. This would be undesirable, but it would be preferable to putting capital in such peril as it put in by the competition the boastfully agressive traders carry on. These professors of agressive tactics are the men who make bad debts or depreciated accounts for the wholesalers.

MICA.

I have arranged with several Canadian producers of White and Amber Mica to act as their agent. Send for samples and prices.

CHAS. D. CHOWN
KINGSTON, ONT.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

HOTELS
AND PUBLIC PLACES
GERMICIDE
URINALS
USE SPOONER'S
"PHENYLE"
BANNERMAN'S PATENT.
SANITARY
CUBE
DISINFECTANT
DEODORIZER
GERMICIDE
PREVENTS DISEASES & BAD SMELLS IN SINKS, URINALS AND STABLES WET OR DRY PLACES, AND MOTHS IN FURS, CLOTHING, ETC. ADVISED BY HIGHEST AUTHORITY.
ALONZO W. SPOONER,
MFR., PORT HOPE, ONT.
URINALS
ALONZO W. SPOONER,
PORT HOPE.



STANLEY'S PATENT
HAND-Y LEVEL.

This Level can be used in a horizontal position, or can be brought to perpendicular for ascertaining a plumb, with remarkable ease; as the shallow grooves along the two sides afford an excellent grip on the Tool. This Level will be especially useful in House-framing, Bridge-building and general out-of-door work.

No. 16. Hand-y Plumb and Level, Cherry, Polished and Tipped..... $1.25

Manufactured by THE STANLEY RULE & LEVEL CO. New Britain, Conn.
SOLD BY ALL HARDWARE DEALERS.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co., Toronto.

-MIXED PAINTS-

THE CELEBRATED

"UNICORN" Brand

IS THE BEST IN THE WORLD.

Send for our sample card of 40 colors.

Manufactured only by

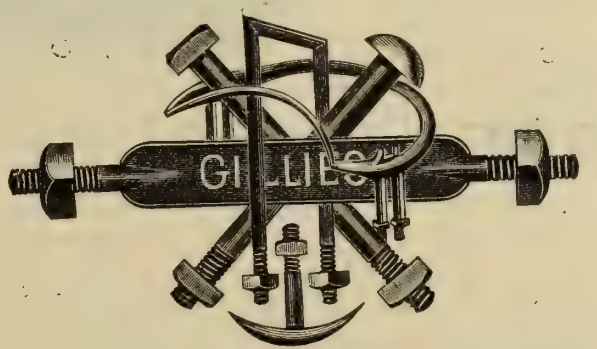
A. RAMSAY & SON,

Established 1842.

MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

Best in the World.

Wrapping Paper.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. Send for samples.

The Price Low.

WIRE !

This Trade Mark on the tin tag is a guarantee of first-class quality on all kinds of Wire, especially of

Copper Steel Spring Wire.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

J. L. Goodhue & Co

DANVILLE, QUE.

For the convenience of Western trade a full assortment of Staple sizes of our Leather Belting is now kept by our Western Agent,

H. D. SIMMONS,

74 York St., Toronto,

TELEPHONE 2164.

Send in your orders.



Excellent Quality ! Reasonable Price !



ADAMS-MARS BEST.

CALVANIZED SHEET IRON. SP

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	25,	26
Strip "	26,	27

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
Bradley M.L.S.		
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 50	8 75
D.C., 12½ x 17	4 00	4 25
D.X.,	5 00	5 25
D.X.X. "	6 00	6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 00	8 25
I.X. Terne Tin	10 50	10 75
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½	6¾
26 "	7	7¼
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2½, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅞
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14	0 14½
Lake Superior	0 13	0 13¼

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16½ 0 17½
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17½ 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06⅝ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " "	2 25
Canadian " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 55 0 55½
Boiled "	0 58 0 58½

Turpentine (in bbls)

Selected Packages, per gal	0 44½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 10 p.c.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45

Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list to 30 and 5 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, eacn 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... ..... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c:

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.75 per doz.

Faucets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Per 100 ft.	Double Diamond Per 50 ft.	Per 100 ft.
16 to 25	1.35	2.60	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.

1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.

1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross. Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled. Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. o 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)
1. Either Canada or American Pattern.
Basis—50 to 60 dy..... 2 30
40dy..... 2 35
30 dy..... 2 40
20, 16 & 12 dy..... 2 45
10 dy..... 2 50
8 & 9 dy..... 2 55
6 & 7 dy..... 2 70
2. American Pattern Only
from 4 to 5 dy 2 90
3 dy. (lath)..... 3 30
3. Canada Pattern Only
from 4 to 5 dy 2 80
3 dy. (lath)..... 3 20
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p. c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9¾ 10	11½ 11¾
¼, 5-16, ⅜ in.....	10½ 10¾	11½ 12
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ½ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8,10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " " } 4½ 4¾
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04¾
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 20 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & Co.,

TRADE MARK FOR HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

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Finest Quality Electro-Plated Ware.

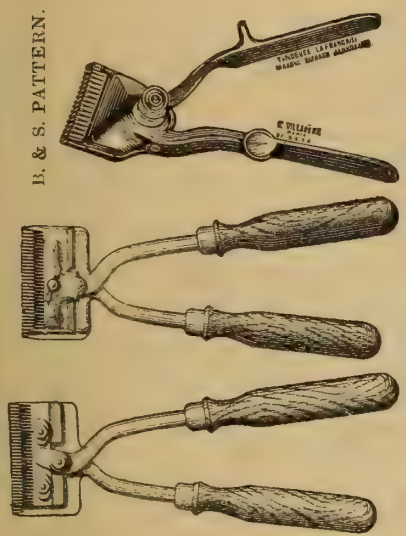
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WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

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SAY !

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ALL SIZES IN STOCK.

MANUFACTURERS OF

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SAILING WEEKLY between Montreal and Liverpool Direct. Will be despatched as follows:

From Liverpool.	Steamships.	From Montreal..
Sat'y, April 16	Lake Huron....	Wed'y, May 4
" " 23	Lake Superior..	" " 11
" " 30	Lake Winnipeg	" " 18
" May 7	Lake Ontario...	" " 25
" " 14	Lake Nepigon..	" June 1
" " 21	Lake Huron	" " 8

Superior accommodation for Saloon, Intermediate and Steerage Passengers.

The Saloon Staterooms are Roomy and all outside, admitting of perfect ventilation.

Each steamer carries a duly qualified surgeon and experienced stewardess.

Rates of Passage, Montreal to Liverpool.

SALOON, $40 and $50..... } According to Accom-
ROUND TRIP, $80 and $90 } modation.

The $40 and $80 rates are per Lake Nepigon only.

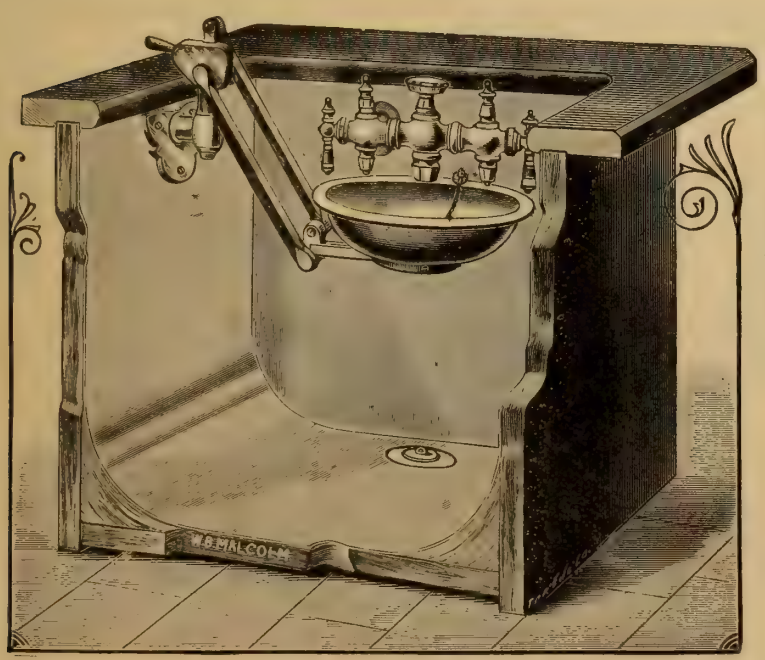
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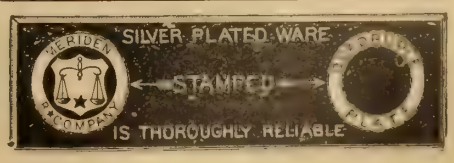


Unique, Durable, and Cheap. Nothing like it in the Market.

It is easily adjusted to any position; is filled from the bath-taps, and when filled, can be raised to the desired height by the user, or swung to the outside of the bath by either adult or child, and will remain where placed.

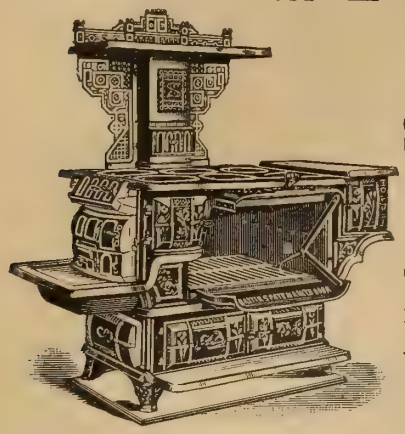
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A complete line of oval, round and square fire pots, for coal and wood.

IRON and BRASS BEDSTEADS

Finished in Black Enamel and other fancy colors.



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Forsyth (Boston Belting Co'y) Patent Seamless Rubber Belting

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Our Rubber Belting is Unequalled in America.

ll kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c.,&c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. McGILL, Man.**

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Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

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Puritan Coffee Pots,
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Puritan Tea Steepers,
Five o'clock Tea Kettles.

All goods are manufactured from the best material and workmanship and are therefor strong and durable, possessing a superior finish and handsome appearance. No kitchen should be without them.

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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. IV. TORONTO, JULY 16, 1892. No. 29.

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NEW YORK OFFICE, N. W. Cor. Washington and Cortlandt Sts. CHICAGO OFFICE, 12 Pacific Avenue.
MONTREAL OFFICE, H. McLaren & Co., Agents.

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"Aluminum Bearing Metal," 18c. " " " "
"Big 4 Babbitt," - - 14c. " " " "
"Pyramid Metal," - - 10c. " " " "

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Our metals are superior to any like Babbitt Metals in the market. We Solicit Your Orders.

For DOMINION DAY Celebrations.

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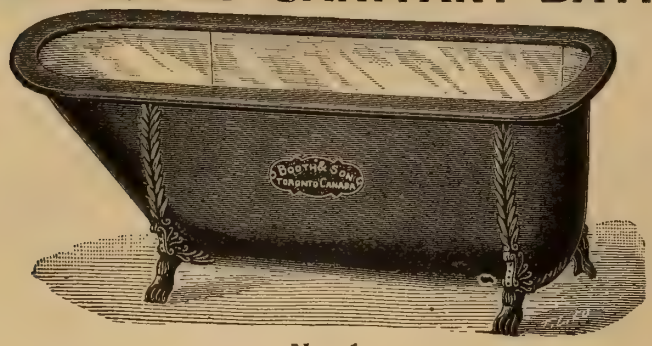
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General HARDWARE Merchants.

TORONTO.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

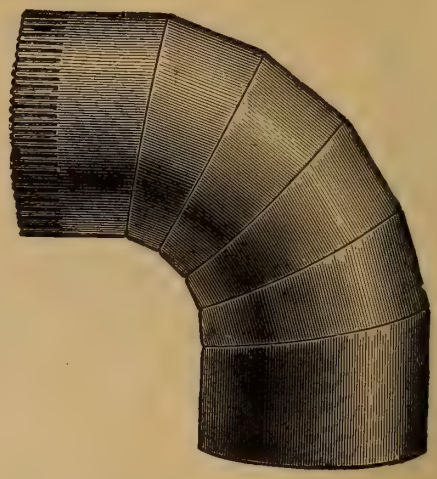
Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.



Elbows, Stove Boards, Coal Hods, Etc., Etc.

On **all Fall Lines** see our samples and get our prices before buying.

KEMP MANUFACTURING CO.,

TORONTO.

American Roofing Plates

We are offering our Plates to those who wish American Plates of good quality, and at prices equal to the cost of Imported Plates of an equally good quality of material and coating.

Our experience and success thus far has determined us to IMPORT no more Plates of our Celebrated Brands of

"Merchant's Roofing" and "Alaska,"

but in future to manufacture these Brands IN PHILADELPHIA, UNDER OUR PERSONAL SUPERVISION, giving the most rigid guarantees for same, and under no circumstances will any WASTERS of these carefully assorted Brands be put on the market.

MERCHANT & CO.,

PHILADELPHIA. NEW YORK.
CHICAGO. LONDON.



CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.



CLIMAX SAFETY TUBULAR LANTERNS

WITH SQUARE TUBES.

Manufactured by the ONTARIO LANTERN CO.,

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We make a specialty of the Lantern business, and warrant our Lanterns to give a BRIGHTER and STEADIER light than any other in the market. (Never left in the dark with the Climax.)

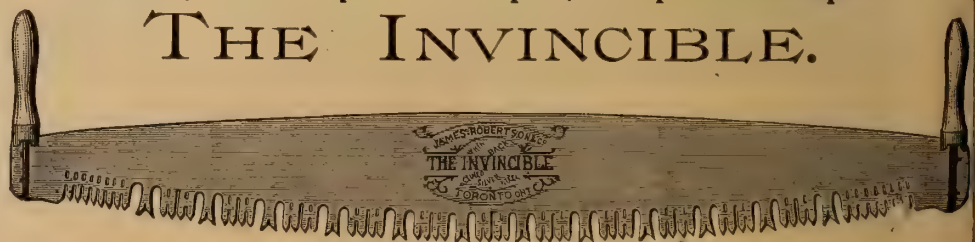
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Robertson's Cross Cut Saws.

The Lance, New Improved Champion, Improved Champion.

THE INVINCIBLE.



We warrant every Saw to be perfect in every respect and will replace any Saw found defective after a fair trial.

Buck Saws, Frames, Rods, Cross Cut Saws, Handles, etc., etc.

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JAMES ROBERTSON & CO., - TORONTO.

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ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, JULY 16, 1892 No. 29

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THIS WEEK'S MOTTO:

When you borrow money you borrow trouble.

Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

The Ontario Government has decided to manufacture binder twine in the Central Prison. It is expected that some of the product of this criminal labor will be on the market in time for next year's harvest. Thus the monopoly of the Consumers' Cordage Co., which escaped the danger that the proposal to put twine on the free list brought near to it, is likely to be affected or destroyed by another act of domestic policy, this time on the part of the Ontario Government. The only interest hardware merchants have in seeing that monopoly broken up is what naturally springs from their desire to derive some benefit from the immense sale of binder twine that is consumed every harvest. They do not wish it to be in the power of any concern to sidetrack them as a medium of supply, and to hand over the business of distribution and handling to another body of men. This the Consumers' Cordage Co. has so shaped its conditions and terms to traders and others as to do most effectually and swiftly. The wholesale hardware merchants who handle binder twine are now few in number, and the proportion of the output that goes through their hands is very small. If there had been a little potent rivalry, the revenue from the binder twine business would have been worth something to the traders, and that is why traders rather like to hear that twine is to be made in the Central Prison.

* * *

It is to be expected that the Government will find a little opposition to the carrying out of its intention to make cheap twine for the farmers. The ties between the National Cordage Co. of the United States and the the Consumers' Cordage Co. of Canada are stronger than manilla. What the Canadian Company cannot do of its own strength it need not lack the support of its brother combine in the United States to do. Both have been too much accustomed to victory for either to yield readily to new opposition even when it comes from Government sources. They might make another effort to get control of the raw material, though the success of a former attempt of the United States Trust to do that scarcely warrants the hope that it may prove possible now. The United States Trust tried to get the concurrence of the brokers of the Philippine Islands in a scheme to put the control of manilla distribution on this continent in the hands of the Trust. The brokers were willing so far as signing agreements went, but other people over here could get twine the same as ever. There was one time, however, when sisal could not be bought except through the National people. The increase of production, which is likely to outstrip the increase in consumption, is against the chance of this being possible for any long time. A commission was appointed some time ago by the Florida Legislature for the purpose of looking into the conditions of soil and climate in that State with a view to the cultivation of sisal hemp, there having been strong representations made as to the suitability of those conditions for its profitable production.

* * *

It is also claimed that the National and the Consumers' have an instrument of obstruction in their control of the patents on the machinery and of the machinery itself necessary to the manufacture of binder twine. This same power has been already used to prevent the economical production of binder twine in prisons in the Western States, right in the grain belt of the Union.

* * *

The Ontario Government will not go into the trade itself, but will doubtless dispose of the industry by tender, so that the product will come directly on the market through the private enterprise of the owner of it, in the same way as brooms made in the Central Prison are sold. They are not called Central Prison brooms, but brooms made by a certain firm. But all the benefit of the prison competition to hardware merchants is dependent upon the question who is the owner of it. If the sale of the industry should be put up to tender and go to the Massey-Harris Co., then farewell to the advantage that the trade looked for. The change would be as much to the disadvantage of hardware merchants as to that of the Consumers' Cordage Co.

* * *

It appears unlikely that the approval of agricultural interests will be offset by any strong hostility from the element, as there is no very considerable labor interest of organized labor at stake in the proposal to put convicts into the production of twine. There are few operatives in twine factories who belong to any trades and labor organization. There is a large number of girls among the workers in such factories, and girls are looked upon very often as legitimate objects of hostility rather than of protection by trades unions.

A FIRM THAT IS FIRM.

The following is a reprint of a circular that fell into our hands a few days ago :

TO THE PATRONS OF INDUSTRY.

We have great pleasure in taking advantage of this opportunity to express our thanks to you for the liberal patronage you have extended to us since starting business in Parkhill. We are making it our main object to merit a continuance of your valued patronage by enlarging our premises and increasing our stock, so that now we can supply you with goods from the following departments : Dry Goods, Carpets, Clothing, Gents Furnishings, Groceries, Boots and Shoes, Crockery China and Glassware, Tinware, Hardware, Woodenware, Paints, Oils, Varnishes, Brushes and a host of other goods "too numerous to mention" that belong to no special department but go in to make up our general stock. All these goods have not been got together in so short a time without considerable trouble to us owing to the influence brought to bear on the wholesalers and manufacturers by a combine of merchants and others who are bitterly opposed to the Patrons of Industry and who use all means in their power, legal or otherwise, to prevent us procuring stock.

The following letter which we append speaks for itself, and will throw considerable light on the meaning we wish to convey to you. This coming fall we intend adding a millinery department. We will also add a tinsmithing department to our already large business. Wishing you all a good time at your picnic.

Yours truly,
DUTTON & ROSS.

TORONTO, June 21, 1892.

MESSRS. DUTTON & ROSS, Parkhill, Ont.

GENTLEMEN,—We are in receipt of your favor of the 20th inst., and in reply would say that it should not be necessary for us to explain that when we state the references you gave us were not satisfactory, it might not only refer to a matter of credit; there is another question which is of equal importance, and perhaps more so, than the question of credit. We are informed, on what we believe to be good authority, that you are supported by the Patrons of Industry; our customers throughout Western Ontario are greatly opposed, and rightly we think, to their mode of doing business, and it would be very detrimental indeed, to our interests were we to supply you with goods even for cash before shipment. We regret, therefore, being unable to execute your order, and return you herewith your marked cheque which you were good enough to send us.

We remain,
Yours truly,
KEMP MANUFACTURING CO.

The Kemp Manufacturing Co.'s letter was appended, that the Patrons might see for themselves what this devoted firm of retailers was suffering for its fidelity to the order. It is a pity there was not more such literature to publish. The traders who renounce their independence and become the liegemen of the Patrons ought to be deemed to have forfeited their standing as direct customers of wholesalers or manufacturers. A notice that they had become ineligible for wholesale discounts would no doubt be always used as the letter embodied in the above circular was used—to stir up sympathy for the retailers so ruled out and engender antagonism towards the wholesalers who thus take exception to an irregular way of doing business. The role of the persecuted would be of little advantage, however, if all distributors directly to the retail trade would act upon the same principle that the Kemp Manufacturing Co. acted upon, namely, to conform to the wishes of the majority of the free and independent merchants who deal with them. In the attitude it took in the above letter, the Kemp Manufacturing Co. was true to the interests of its normal-trading customers. It could easily enough have pocketed the order without any of its other customers being the wiser. But it looked upon such a course as unfair to the interests of its customers, and cancelled the order. It refused to enter into a league with men who had to resort to a compact that bargained away their very right to a profit in order to hold their own against competitors. The Kemp Manufacturing Company did simply what was right, but it did what also was exceptional, and is deserving of credit for doing so. It does not run with the hare and hunt the hounds.

What difference is there between a trader who is simply the executive agent of a certain number of controlling creditors, and a trader who sells under a contract to the Patrons? Is one more the master of his own business than the other? He is not. The former business would be the safer one to sell goods to as it has a commercial basis in the interests and honor of its controllers. The latter business has no stable basis, unless what may be in the form of reserve capital belonging to the trader; because the capital in the business is not remuneratively engaged and collection is precarious, while the buying constituency is by its contract not compromised in any way to such a man's creditors. He puts his capital in peril by binding himself to a low scale of profit, without securing himself or anybody who may trust him by obtaining some substantial pledge from his lodge. Therefore the Patron store is rather nondescript in character. It is not a store where independent private ownership directs the management; it is not a store where co-operation divides the responsibility as well as the advantage. The Patron storekeepers are men who seek ignoble ease from the strain, excitement and worry of competition, where every man has to steer his own craft. It is a store where the trader has to get customers by subscription in order to checkmate a more active rival. A fair field and no favor is too robust a motto for this class of merchants. They take to the nursing bottle of the Patrons, under which they usually pine rapidly away.

"SURVIVAL OF THE FITTEST."

A driving business and big sales, according to the old saying, is due to competition. This is still more or less true, but, it will be generally admitted that in many instances competition has had the effect of lowering grade and quality, and has been the sole means for introducing adulterations and cheap methods.

Competition to-day consists, not in an honest endeavor to sell goods on their merits and by superior business push, but by substitution of inferior grades and cheap quality. Take for example the modern lock : You can purchase a lock for your main entrance door for $25 of our concern; you may turn the corner and purchase, of a competitor a lock which, to the casual observer, is identical with the former article, for $8.00. You may supply yourself, from a reputable concern, with a pair of butts at $5.00. while the same butt is sold elsewhere at $3.00. In the use of the cheaper grades, all goes well for a season until wear proves to the user that he has been "sold." The demand for first grade goods is steadily strengthening, and slowly but surely the manufacturer of cheap material, and producer of inferior quality, is being forced to improve his grade or be lost in oblivion; while the manufacturer of first grade goods goes steadily on improving his line and cheapening, where this can be honestly done without encroaching upon the rights of labor or imposing upon the consumer. Thus we have the standard lines of goods manufactured by firms, whose names are synonymous with superior quality and highest grades. The success attained by such companies or individuals is the incentive offered the would-be manufacturer to try his hand. The mistake is made at this point. Not content with producing a line of fine goods and selling some at fair figures, he goes in for "shoddy," and sells his wares at a reduction of 50 per cent. below the market price for such goods. Of course he sells more or less. Human nature is so constituted that the aim seems to be at all times to get something for nothing, but the end comes, and our progressive, or rather retrogressive, manufacturer soon finds himself, to use common parlance, "in the soup."

"The survival of the fittest," from a business standpoint, is to-day evidenced by the old and reliable houses, who do business upon a business basis, those who have gained their enviable position by close attention to the union details and persistent effort to give the most value for the money. These people look upon the embryo concern with a smile and simply wait for the rocket to reach the turning point in its upward career, and the explosion which follows. The stick drops to the ground. Thus, the wheel turns 'round, and the concerns who are satisfied with the business growth due to honest principles and ensuring success remain, while the house whose principle is: Sell anything, say anything, substitute when possible, is left behind in the race.

TRADE PRINTS.

FAULTLESS FURMAN, in ample gold-hued script, embossed on the otherwise blank first cover, is the sufficient title of the catalogue which gives all the ins and outs of the Faultless Furman Steam and Water Boilers. The present is the twelfth edition of that publication, so revised as to make it the most complete third person that could stand between the prospective buyer or user and the famous boilers. It is a bit of educative literature that the trader or fitter should read and study. The general theory of hot water heating will be better understood after a perusal of it, and business in the Faultless Furman will be more easily worked up by a trader who knows its contents fairly well. The matter is put before the reader in a style that is lucid and pointed. The form of the book is elegant. It is issued by the Herendeen Manufacturing Co., of Geneva, N.Y.

HOME WARMING AND VENTILATION is a neat booklet of 64 pages, published by the Herendeen Manufacturing Co., of Geneva, N.Y. It is a collection of articles by close upon a score of competent writers, among whom may be particularly specified Nathaniel C. Fowler, jr., Wm. J. Baldwin, M.E., Anson W. Burchard, M.E., Richard Swalwell, John Hopson, jr., Allan Forman, Albert H. Buck, M.D. In these articles there is left untouched no method of heating that has ever been tried. The book, read from cover to cover, will be found an admirable exposition of the subject that is named in the title. The book is not only to read and understand, but to put on one's shelves and often refer to, as it is an authoritative little work. It lays down, not the theory of heating that is embodied in the Furman Boiler, but develops the principles of sound criticism, and leaves the reader to apply them to the Furman.

J. & C. HODGSON, Montreal, have issued a Price List that pretty well exhausts the subject of quotations for wrought iron pipe. It is a scarlet covered book of 35 pages, bound in stiff linen boards. Its contents are chiefly in the form of tables, which permit of great conciseness in the presentation of the information that is likely to be sought in such a hand book. These tables are exceedingly convenient, and exhibit the matter so as to make reference swift and easy. Wrought iron pipe for gas, steam, water, oil well tubing, casing, line pipe, drive pipe, boiler tubes, and tubular goods for special purposes, as flanged end pipe, ammonia pipe, coiling pipe, ice machine pipe, etc., etc., are all quoted and tabled in the fullest possible way. The firm's telegraph cipher is a useful appendix to the Price List.

THE HARDWAREMAN'S SUMMER.

The Glorious Fourth!—may its glory never grow dim—has come and gone again, and left us a humidity of atmosphere not particularly conducive to active business efforts. The regular dull season of midsummer is at hand, and it may not therefore be out of place to inquire: "How can a hardwareman spend his summer to the best advantage to his business?"

The rushing, busy days of spring trade are over. The bulky order book has at last been overtaken, and the annual American vacation season is at hand.

The wise merchant, who has exerted every nerve to push his business the past year, will now feel himself entitled to a respite from its duties, he will not consider it time wasted to dally along the mountain brook, or sit lazily gazing out upon the undulating ocean. It is wonderful how even a few days' complete change of life and surroundings, with the mind in an uncalculating condition, will refresh the system physically and mentally.

Let every hardware merchant, this year, so arrange his affairs that he may devote some days or weeks to a restful vacation. It will be actually money in his pocket to completely neglect business for a time and commune with nature; leave the hard sidewalks, the close atmosphere, the weary customers, the bank account and the other details to some other hand and eye, and gladly transport himself to where the fields are green, and the fruits ripening, and

"Nothing mars the scene save man."

Leave orders not to have your business mail forwarded, unless obsolutely necessary, and, if possible, get beyond the reach of the ringing telephone and its ancestor, the telegraph station.

After the second day you will begin to feel the benefit of the change, there will be more color in your cheeks, and your laugh more honest; trifles will not seem so formidable, and you will conclude that life is worth living—when evenly spent in honest work and honest play. When the last hour of your vacation has arrived, and you step upon the train platform, inhale a long, lingering breath of pure air—enough to last you until the next vacation—and take up again with a refreshed and hearty liking the details of your duties. Your employees will, of course, also need a vacation, and you can afford to urge them to take it at your expense in time.

How new and interesting everything and everybody seems when you return? The store looks twice as bright as when you left, the goods seem to have taken on a new lease of life, and your surroundings have become surprisingly congenial.

The change, however, is in yourself, the tired mind has vanished, the peevish disposition has been left behind, and my word for it, you have risen 50 per cent. in the estimation of your friends and employees.

If you take a vacation early this month, you will, on your return, find several summer days still at your command to further your business interests. You will feel so exhilaratingly active that it may be unnecessary for me to urge you to seize the opportunity afforded during the few remaining dull days to put your store and arrangements in smooth working order for the fall campaign.

Now is a good time to sample up neglected goods and divide the wheat from the chaff, your catalogues also will bear over-hauling, and there are doubtless many new discount sheets, whose makers would be only too glad to mail you a copy upon request. Then there is the ledger—a very sensitive subject—this will be benefited by some extra attention to old accounts, and the adoption of some plan to avoid the risks of the past. The price books will also require some revision, and in spare moments a great deal can be accomplished by a man of energy. Genius is simply the faculty of continued application to a fixed purpose.

Now is a good time to study the effects of displaying goods. "Nobody expects to pay expenses in the summer," is an old excuse for many merchants. "Nobody" is hardly a commendable personage to pattern after, since "Somebody" (and this may just as well mean you) will not only pay expenses but make a margin of profit throughout the summer.

It requires extra effort to sell goods when the public are indifferently warm as to your offers, but there is a special advantage in this season from the fact that while your neighbors relax their efforts, you will thereby be the more conspicuous and get a start on the fall trade. This being a "Political Fall" (we can't tell just yet who is going to fall), there will be heavy demands in many sections for "Campaign Goods," such as torches, badges, etc., which you may consider worth catering for.

First impressions are of peculiar value, and when you first enter your store after the vacation, carefully note what details appear pleasing and what seem incongruous. Ask your clerks to do the same, and then put yourself in a position to view your surroundings through the public eye.—D. T. Mallett, in N. Y. Hardware.

An incident happened in Victoria, says the Vancouver News-Advertiser, on Wednesday last which has not become commonly known. A quantity of giant powder was shipped aboard the steamer Rithet, bound for New Westminister, on which several passengers were going. Some of them saw the powder being put aboard, among them Judge Bole, who objected to this, as it is contrary to law for a steamer carrying passengers to carry giant powder as well. He interviewed the purser who said the ship had a special permit to carry the explosive. His Honor then went to the Captain to protest, with the result that finally the powder was left ashore.

NEW GOODS.

COLD HANDLE IRONS.

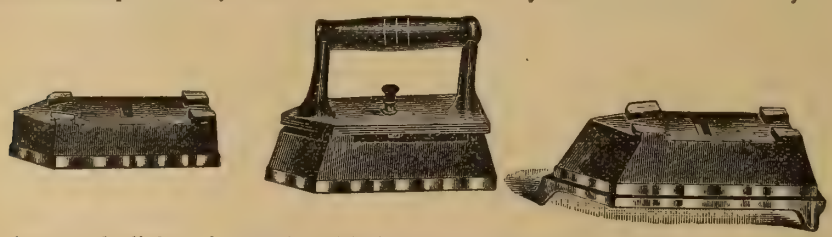
A line of Cold Handle Irons, manufactured by the Heidel Manufacturing Co., St. Louis, Mo., has some special features that it may be of interest to traders to examine. The Cold Handle is the main distinguishing charasteristic.

Their Family and Laundry Iron is made in shape like the old style flat iron, with a detachable cold handle. The handle or top-plate is so constructed as to allow the air to pass between the iron and top-plate or



handle, and prevents the handle from becoming warm, and acts as a perfect shield for the hand, and protects the same from the heat of the iron. They have no light parts to break or get out of order and are simple in construction. The above Irons are made three to the set, one polisher and two smoothing irons with stand.

Their dressmaker irons are especially manufactured for dressmakers, manufacturers of jean goods, overalls, etc. They are made in shape and style similar to the



tailor irons, only lighter in weight, with detachable cold handle, and have no springs or light parts to break. The handles of these irons are so constructed that they do away with all kinds of holders. They are made in shape to hold the heat long and are well adapted for ironing seams, etc. They are made three to the set, one each, eight, ten, and twelve pounds, with stand.

Their tailor iron is manufactured three to the set, one twelve, sixteen and twenty-pound, with stand, lifter and two detachable cold-handles, one with arm open to be used on either of the iron bottoms, for pressing inside seams, etc., the other handle to be used on either of the iron bottoms for ordinary pressing. No holder of any kind is necessary, as the handle always remains cool and protects the hand from the heat of the iron, as the handle when placed on the iron acts as a shield for the hand. The handles cannot rot or burn off, which is so frequently the case with tailor's irons. With each set of these irons is furnished a lifter for the purpose of lifting the same in and out of hot fires.



LOOK OUT FOR THE LITTLE THINGS.

It is not always the big items of profit or loss that count, and sometimes one does not get the chance to count the big items since the little ones have been neglected.

There are very few places in this world where economy cannot be practiced and those who do practice it in all things are the ones who best succeed in life. Look over your own store or office and see where there is room for improvement. It may be that there is waste going on somewhere that may be stopped without much real change, and yet what little effort is put forth to stop this waste may result at the end of the year in a better showing on your balance sheet.

Take care of your stock. Do not let it get "shopworn," any more than is necessary. Keep everything neat and clean. There is considerable neglect to be noticed in some of these little particulars, which in themselves do not look very great, and yet they may make a vast difference in the aggregate.

For instance, you have been showing a customer some fine edge-tools and he has been handling them with moist fingers. If they are put back without any care whatever they are liable to rust and therefore will not sell for the same as if they had been kept bright. They want to be rubbed dry and kept so all the while, and then there would be no danger of loss. It may not be that they will have to be sold below cost or even at cost, but every little counts on the profit side, and it should be kept at its maximum if possible.

Then there is another way to meet with loss. Leave articles lying around on the counter where they will get dusty and where they are likely to be handled by the curious who are always present and ready for such openings. If such things are permitted to go on for any great lenght of time you will have a store with a run down look and people will go elsewhere to trade, so that not only the articles will be depreciated in value, but there will be nobody to buy them at any price.

Nails and screws and all such little items do not seen to amount to much and a few of them dropped on the floor and swept out do not appear to make any great difference. But when you come to count up the little leaks for a year you will be surprised at what an amount they represent in money value. The little leaks are not noticed at the time, but if counted up for the whole year what a big difference they make.

Dealers in agricultural implements need to watch all these little things. It does not do to have machinery exposed to the weather, as it often is. It does not require any great exertion to be careful and keep everything clean and away from the effects of the elements, although it may be a little monotonous going through the same motions and doing the same thing over and over again. Yet the little exertion will save money in the long run and the man who is not willing to exert himself a little does not deserve success in business or in anything else.

For some reason or other, it is scarcely necessary to say what, it is the careless man who does not lookout for these little items who is always kicking about "hard times" and saying that there is no money in business. He does not seem to know what is the matter, but he has a vauge idea that there is a conspiracy against him to keep him from making money. His stock is run down, he lets everything lie aronnd the store in disorder, and he does not keep his store neat and clean. It is not at all probable that people will trade with that man, providing there is anywhere else to go. Many a retail dealer in a small town could keep trade at home if he would exert himself a little to please his customers and keep his store in attractive shape.

Take care of the little things and the big ones will take care of themselves. It is the little hole in the embankment that opens the way for the great flood, carrying destruction on its billows and it is the little leaks in business that open the way for the flood of financial disaster. See that you do not get caught in the whirlpool.—Stoves and Hardware Reporter.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

BINDER CORD.

Crown, Red Cap, Blue Ribbon or Blue Cap,
Silver Composite.

Orders Solicited.

THE TARIFF CHANGES.

The following is the text of the amendments made in the Tariff Act last week :

(A.) Resolved, that it is expedient to amend the Act, chapter 33, Revised Statutes, entitled, "An Act respecting the duties of Customs," by repealing item numbered 610 in schedule C to the said Act ; and to amend the Act 53 Victoria, chapter 30, entitled "An Act to amend the Act respecting the duties of Customs," by repealing the items numbered 95 and 122 under section 10 of the said Act ; and to amend the Act 54, 55 Victoria, chapter 45, entitled "An Act to amend the Acts respecting the duties of Customs," by repealing the item numbered 1, under section 1 of the said Act, and to provide otherwise by enacting that the following rates of duty be substituted in lieu thereof :

(B) Eggs, 5 cents per dozen.

2. All molasses n. o. p., all syrups n. o. p., all tank bottoms, all tank washings, all cane juice, all concentrated cane juice, all beet root juice and all concentrated beet root juice, when imported direct without transhipment from the country of growth and production ; (a) testing by polariscope forty degrees or over and not over fifty-six degrees, a specific duty of one and one-half cents per gallon (1½c. per gallon) ; (b) when testing less than forty degrees, a specific duty of one and one-half cents per gallon, and in addition thereto one cent per gallon for each degree or fraction of a degree less than forty degrees (1½c. per gallon and 1c. per degree additional) ; (c) and in addition to the foregoing rates a further specific duty in all cases of 2½ cents per gallon when not so imported direct without trans-shipment (2½ cents per gallon additional ;) the packages (when of wood) in which imported to be in all cases exempt from duty.

3. Paraffine wax, stearic acid, and stearine of all kinds, n. e. s., three cents per pound (3 cents per lb.)

4. Glove leathers when imported by glove manufacturers for use in their factories for the manufacture of gloves, viz., kid, lamb, buck, deer, antelope, and water hog ; tanned or dressed, colored or uncolored, 10 per cent. (10 p. c.)

(C.) Resolved, that it is expedient to provide that the duties of Customs, if any, imposed by the said Acts on the articles named in this section are hereby repealed, and that the said articles may be imported into Canada or taken out of warehouse for consumption free of duty :

1. Oleostearine, when imported by manufacturers of leather for use in the manufacture of leather in their own factories.
2. Tin strip waste.
3. Nitrate of soda.
4. Lime juice, crude only.

(D.) Resolved, that it is expedient to provide that the Governor-in-Council may order at any time when he may deem it in the public interest to do so, that item 2, under the foregoing resolution 1, shall be suspended for such period as he may name, and that during such period the following be substituted therefor :

1. All molasses n. o. p., all syrups n. o. p., all tank bottoms, all tank washings, all cane juice, all beet root juice and all concentrated beet root juice, (a) testing by polariscope forty degrees or over and not over fifty-six degrees, a specific duty of one and one-half cents per gallon (1½c. per gal.) ; (b) when testing less than forty degrees, a specific duty of one and one-half cents per gallon, and in addition thereto one cent per gallon for each degree or fraction of a degree less than forty degrees (1½c. per gallon and 1c. per degree additional) ; the packages (when of wood) in which imported to be in all cases exempt from duty.

And, also, that for the like period item 2, of section 1, of the Act 54-55 Victoria, chapter 45, entitled "An Act to amend the Acts respecting the duties of Customs," shall be suspended ; and the Governor-in-Council may as aforesaid further order that section 2, of the said Act 54-55 Victoria, chapter 45, shall be suspended for such period as he may name, and that during the said period the following be substituted therefor :

The duties of Customs, if any, imposed by the said Acts on the articles mentioned as follows, are hereby repealed, and the said articles may be imported into Canada or taken out of warehouse for consumption free of duty, that is to say : All cane sugar not above No. 14 Dutch standard in color, all beet root sugar not above No. 14 Dutch standard in color, all sugar sweepings, all sugar drainings or pumpings drained in transit, all melado, all concentrated melado, all molasses, n. o. p., all cane juice n. o. p., all concentrated cane juice, n. o. p., all beet root juice n. o. p., all concentrated beet root juice n. o. p., all tank bottoms n. o. p., and all concrete n. o. p.

EQUAL TO THE EMERGENCY.

A Hebrew wholesale firm in New York, whose knowledge of "cent per cent" was more profound than that of the geography of the country, sent a "Drummer" on a trip West.

"My pardner und me, ve been lookin' at your expense akound. We notice you got sleeping car fare St. Paul to Minneapolis two dollars and railway fare berween dose same points only thirty cents, how is dot ? We was wondering."

For a moment the drummer was staggered, but he came to the front boldly. "I told how dot vas, now I remember me. Ven I vas in St. Paul dere vas the biggest railroad war I ever did see. I got me a dicket for thirty cents, und I give the firm the benefit of the cut rate. Dot sleeping car—dere is never any reduction on dem. Dot Pullman, he got a cinch, you know."

Said the boss : "Dot's right, my man, dot's right. The firm always oxpect the benefit of cut rates."—Western Merchant.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

The Hamilton Powder Company will start a branch warehouse in Vancouver.

London (Ont.) merchants and others now refuse mutilated silver coin except at a discount.

The Clauss Shear Co., Fremont, O., are working night and day to keep pace with their orders.

The Yates Tool Company of London, Ont., recently made a large shipment of machinery to St. John, N.B.

The erection of sampling works at Nelson, B. C., by the J. E. Boss outfit will depend on the output and development work done this year.

Glencoe merchants have adopted the early closing system, and after Monday July 11, their stores will be closed at 6 p.m. every day except Saturday.

The Canadian Rubber Co. has received an extra number of orders, this week, for their seamless rubber hose. This hot dry weather booms the sale of that excellent article.

The R. H. Brown's hardware factory at New Haven, Conn., suffered slight damage by fire, caused by a leak in the pipes that supply the drop forge furnaces with oil.

At a meeting of the Quebec Board of Trade, complaint was made that the Quebec Central Railway was discriminating against Quebec, and in favor of Montreal as regards freight rates.

The Kingston city council has decided to exempt manufacturers on buildings, machinery and plant who desire to locate there. The industries must run nine months in the year and pay $400 per week in wages.

Says the London Free Press: The Hobbs Hardware Company expect to realize some thousands of dollars out of a clever stroke of business in having purchased the other day, at the right moment, $100,000 worth of binder twine.

William Burleigh, who gave himself out as a "bad debts collecting agent" at Smith's Falls, was sent up for trial for obtaining money under false pretences, was found guilty, and sentenced to six months in the Central prison, Toronto.

The Ontario Nut Works, of Paris, Ont., has for twenty years made a specialty of wrought iron nuts for machine work, and the success of the business during all that time has been secured by careful attention to the wants of its customers, supplying a first-class article true to size, and promptness in filling orders. The customers of Brown & Co. throughout Ontario, whether hardware dealers or manufacturers, will bear us out in this word of commendation.

Sidney Shepard & Co., the Buffalo Stamping Works, have sent forth to their friends a handful of handsome leaflets, illustrating in colors a few of their specialties—water coolers, oil tanks, safety oil cans, steam egg poachers, coal vases, etc. Price lists are printed upon the cards.

The Finance Committee of the Kingston Civil Council, has decided to give exemption to any new industry on its machinery alone, the company to select between fire exemption on its buildings or land, but not on both.

Mr. Brodeur asked in the House of Commons the other day what use is to be made of the large number of muzzle-loading rifles now in possession of the Government, but was informed that the question has not been taken into consideration.

The Reid & Currie Iron Works of New Westminster, B.C., have just turned out six big iron pillars for the Masonic block. The four largest columes weigh about 1,600 lbs. each. The Company have just finished 75 fish coolers for the canneries.

The Toronto Furnace Company, J. J. McKittrick, manager, has assigned to G. L. Kavenagh. The liabilities will probably be some $15,000 in excess of assets. Dulness in the building trade, difficult in making collections, and adverse litigation are the primary causes of the failure.

T. S. Simms & Co., brush and broom manufacturers, St. John, N.B., are compelled by increasing business to take large premises. Their new office and show rooms on Dock street are very attractive, and all orders entrusted to them will secure prompt attention.

The National Conduit Company, which recently moved to Hamilton, has threatened to leave that city and go to Montreal, if the Grand Trunk Railway Co. does not put in facilities for handling the Conduit Co.'s products. The railway company refused to put in a switch unless at the Conduit people's expense.

The Craighead & Kintz Co., New York, are noted for the beautiful bronze goods and lamps that are turned out at their factories at Ballard Vale, Mass. Their "Daylight Lamp" is a new illuminator which has several interesting points for the scrutiny of the trade and of consumers. The mechanism of the lamp is very ingenious, and as a means to the end to which it is directed. it is both simple and effective.

On the free list is placed tin waste and strip. Tin itself in sheets comes in free, but for some reason or other tin waste, which is used in the manufacture of heads of tacks and for various other purposes, has been charged a duty of 20 per cent. being put in the unenumerated list. For dyeing purposes most of the articles formerly came in free, amongst others nitrate of soda, but another substance somewhat similar to this, but differing in some of the elements, nitrite of soda, which is used tor dyeing purposes, was not mentioned in the list, and has been put in the free list by the recent change.

Thompson & Sutherland, wholesale dealers in stoves, tinware, chandeliers, lamp goods, sewer pipes, drain tiles, etc., are doing an extensive business in New Glasgow, N.S. Established in 1872, their trade has shown an annual increase. Their salerooms and workshops on Provost street are headquarters for stoves and kitchen furnishing goods, lamp goods and glassware. The firm also do steam and hot water fitting, and all kinds of plumbing, their work in this direction having a wide connection through the province. They are large importers and dealers in glazed sewer pipe, drain tile, fire brick, fire clay, Portland cement and lime. Thompson & Sutherland also conduct a branch at North Sydney, C.B., under the style of A. C. Thompson & Co., where they carry a full stock.

At the Farmers' Institute picnic, held at Grimsby last week, President Awrey said: In the past farmers had carried on their business without any proper system of bookkeeping, but that slipshod way was being changed, owing to the people being educated by the Government to a propor appreciation of intelligent methods of farming. Canada was now selling eight or nine millions of dollars worth of cheese, because the make was the best in the world. On account of its superiority the Canadian article brought from a half to one cent more a pound than that paid for any other. There was a great market for butter in England, and Canada should wake up to the fact. The country did not export a million dollars' worth per year, but there was a limitless market for it in England.

Two of the cannon which, it is believed, were at one time mounted on board Christopher Columbus' flagship were received at Chicago recently. The cannon are of the ancient and clumsy pattern of such guns turned out in the fifteenth century. Nothing but the body of the guns remains, the woodwork, of course, having rotted away centuries ago. The guns themselves are almost worn to pieces and are not much more than huge chunks of rust. Indeed, the cannon are put on the "scrap iron" list in the custom house papers. These historic old pieces have been secured for exhibition at the World's Fair. One of the naval officers who was detailed for work in connection with the Columbian Exposition found the relics at one of the West Indian islands. Tradition and substantial proof showed that the cannon had been used in a fort erected by Columbus' son, and that they were brought from Spain with Columbus' fleet. The ruins of the fort are still to be seen.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."



These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

From $1.80 per cask upwards.

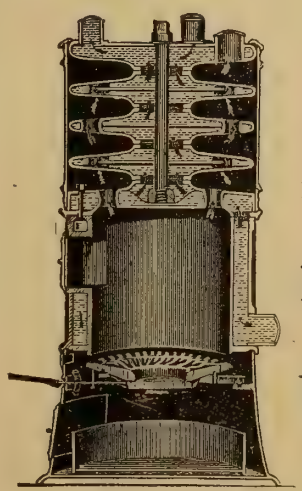
FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

Thos. Firth & Sons, Ld.,
Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,
Bessemer Steel,
Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



GUARDS—

Basement Window Guards; Factory and Mill Window Guards; School and Church Guards; Store Front Guards; Office Counter Railings; Inside fine woven wire Blinds, lettered or plain.

WRITE FOR CATALOGUE.

Manufactured by THE B. GREENING WIRE CO. LTD., Hamilton, Ontario.

OLD STYLE PLATES.

The importers of old style roofing plates who during the past few years have built up a large trade in guaranteed goods, and whose plates to date have been standard so far as thickness of iron or steel is concerned, and far above standard so far as coating is concerned are placed in a very awkward predicament by reason of the present action of the Welsh manufacturers. It is essential above all things that they maintain the quality of their plates up to the high standard which they have possessed for years past, thereby maintaining good faith and giving their customers entire satisfaction. To do this, however, with standards of weight and quality being lowered, keeps these high-class plates disproportionately expensive in price; but after all, this is the smallest part of the difficulty. The Welsh manufacturers, never noted for a high sense of honor, having committed themselves to the plan of degrading the quality of common plates for the sake of meeting the existing conditions of the American market, announce to their correspondents that they have no hesitation in applying the same treatment to the high-class plates which they have been manufacturing to order and as it was supposed on honor. The facts are that not only have they become lax in the finish of these plates and in the amount of coating applied to plates of these special brands, in the character of the steel plate employed and in the way in which it is pickled and cleaned preparatory to quoting, but recently some of them have gone a step further and have actually proposed, as a matter of co-operation between themselves and the American importers who stand sponsors for these guaranteed goods, that the plates be degraded even in other particulars in order that as much money as possible be made out of the situation.—Metal Worker.

A HINT WORTH HEEDING.

To sell goods of any description the dealer must offer some inducement to the prospective buyer. In these rushing times the purchaser requires everything to be brought before his or her eyes in as comprehensive a manner as possible, thus saving both time and worry regarding any little details. Many dealers in house furnishing goods show that they are alive to this fact by attractive displays in their show windows or by novel exhibits in the way of model kitchens, etc. In the same line is an idea that we believe originated in the house furnishing department at Wanamaker's Grand Depot, Philadelphia, and is now extensively followed in many other establishments in our large cities. It consists of an arrangement of kitchen and cooking utensils divided into three outfits, costing respectively $100, $50 and $25 each. Unless you look often, it is absolutely impossible to know of the many work saving and money saving things for housekeepers' use that are being invented and placed on the market nearly every day. It is to obviate this worry that these lists are made up and printed in small pamphlet form, to be handed to any one desiring them. An idea of a $100 outfit can be gained by glancing at the specimen given below. The prices are affixed to each article, but in no case is a list arbitrary, as the total amount may be made up of any selections the purchaser may prefer. If the idea is adopted the dealer should advertise the fact and without a doubt his sales will be doubled in a very short time.

KITCHEN OUTFIT NO. 1. $100.

1 Step ladder,	1 Polishing iron,
1 Clothes horse,	1 Ice pick,
1 Clothes line,	1 Hatchet,
10 Dozen clothes pins,	1 Meat saw,
1 Ironing board,	1 Family nail box,
1 Ironing table,	1 Refrigerator,
1 Zinc top table	1 Coal scuttle,
1 Dish drainer,	1 Coal shovel,
1 Water bucket,	1 Poker,
1 Rolling pin,	1 Garbage can,
1 Potato masher,	3 Tin pie plates,
1 Vegetable slicer,	3 Tin jelly cake pans,
1 Clothes wringer,	1 Butter kettle,
1 Wash bench,	1 Basin,
1 Cedar wash tub,	1 Turk's head,
1 Cedar wash tub,	1 Wire broiler,
1 Cedar wash tub,	3 Iron spoons,
1 Washboard,	1 Wash boiler,
1 Flour bucket,	1 Toaster,
1 Salt box,	1 Radish grater,
1 Nest boxes,	1 Nutmeg grater,
1 Coffee mill,	1 Croquette mould,
3 Wooden spoons,	1 Chain dish cloth,
1 Soap cup,	1 Set skewers,
1 Kanging safe,	1 Flour dredge,
1 Knife box,	1 Sugar dredge,
1 Meat board,	1 Pepper dredge,
1 Pie board,	1 Tin cup,
1 Feather brush,	1 Dish pan,
1 Window brush,	1 Graduated measure,
1 Hand scrub,	1 Cake turner,
1 Chamois,	1 Dipper,
1 Broom,	1 Oyster boiler,
1 Dust brush,	1 Egg beater,
1 Dust pan,	1 Egg poacher,
1 Stove brush,	1 Egg whip,
1 Dish mop,	1 Skimmer,
1 Stove blacking,	1 Scoop,
1 Market basket,	1 Cake cutter,
1 Clothes basket,	1 Tea strainer.
1 Set table mats,	1 Coffee strainer,
1 Agate cook pot,	1 Vegetable boiler,
1 Agate cook pot,	1 Pudding boiler,
1 Agate sauce pan,	1 Jelly mould,
1 Agate farina boiler,	1 Melon mould,
1 Agate pudding pan,	1 Soup strainer,
1 Agate colander,	1 Bread box,
1 Agate coffee pot,	1 Cake box,
1 Agate teapot,	1 Sugar canister,
1 Oval iron boiler,	1 Coffee canister,
1 Teakettle,	1 Tea canister,
1 Muffin pan,	1 Spice box,
1 Roasting pan,	1 Tray and brush,
2 Bread pans,	2 Japanned trays,
1 Fry pan,	1 Cleaver,
1 Omelette pan,	1 Set scales,
1 Fish boiler,	1 Tack claw,
1 Waffle iron,	1 Bread knife,
1 Soapstone griddle,	1 Butcher knife,
1 Oyster fry,	1 Mincing knife,
1 Steamer,	1 Paring knife,
1 Set sad irons,	

The $50 and $25 outfits can be very easily made up from the above model, and any enterprising dealer can, if he sees fit, add to this a $20, $10, or even $5 outfit, suited to the means of customers who cannot afford the more expensive collections.—The House Furnishing Review.

THE DISH WASHER

The Dish Washer machine is run by steam and it resembles a large stationary wash tub with a circular bottom. The lower half of the machine is filled with boiling water, and the top is fitted with a large iron pipe from which steam issues in clouds. Between the water and the steam pipe are thaee cradle shelves fitted on a bar that runs through the centre of the machine, and is revolved by a crank.

The dishes to be washed are placed in frames, called baskets, each of which consists of fifteen double rows of wooden rungs, running parallel with the sides of the machine. The rungs hold the dishes firmly on their edges. Two of the frames are filled with dishes and are allowed to rest on the bottom of the tub, while scalding hot water is turned on. The hot water runs in a steady stream over the soiled dishes. From the hot shower the two frames rise upward, where they are enveloped in a big cloud of steam. The third empty frame is at the open front of the machine during the steaming and ready for another basket of soiled dishes. When that sinks to the bottom of the tub the washed and steamed dishes come into view. They are so hot that they are dried completely by their own heat a few moment after removal from the machine. A thick canvas curtain prevents the clouds of vapor from rushing into the faces of the persons putting in new baskets of dishes and removing those that have been washed.

It is estimated that from 400 to 1,000 dishes can be washed in an hour, if one person places them in the baskets and another takes them out. That is a great gain in time over the old method of washing and drying by hand, and there is another gain in the protection from breakage. Skilled hand washers who have watched the machine are divided about the thoroughness of the washing, and insist that the removal of grease and the drying of the dishes is not so thorough as when the work is done by hand. It is evident from inspection, however, that more water is used in the washing in the machine than is possible when the work is by hand, and, it is asserted, that is proof in itself that the washing must be more thorough by the machine.—New York Sun.

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton, Ontario.
SP

PURE PREPARED PAINTS

FLOOR PAINTS.

FOR HOUSE USE.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson,F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.





See That Seal?

It Means Something



It means that wherever you find it in green on a package of Paint, Oil, Varnish, or Glass, the contents of that package is of pure quality and the highest possible grade.

Walter H. Cottingham & CO.,

Sole Proprietors of the Green Seal Registered Trade Mark.

MONTREAL.

TRADE MARK J REGISTERED.

TO CARRIAGE HARDWAREMEN :

Do your customers want cheap hand drilling machines. Our No. A 1 is better value than cheap imported tools. If they want a better article, our Nos. 0, 1, 2, and 3, though more expensive, are well worth the difference in price. We can suit you in price and quality.

A. B. JARDINE & CO.,
Mfrs. Blacksmiths' Tools,
Hespeler, Ont.



FOR PIPE.

THE ADJUSTABLE

"DUPLEX" DIE STOCK

Quick. Accurate. Durable.

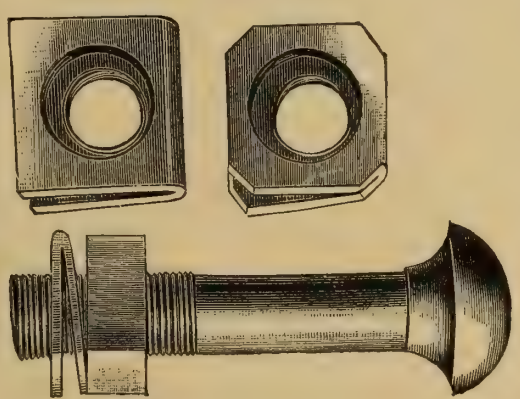
20,000 Now in Use.

Hart Manufacturing Co.,

CLEVELAND, O., U. S. A.



FOR BOLTS.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.

DON'T PAY $40 For a "Metal Ball" Cash Register

When you can buy this one, guaranteed equal in every particular to the SUN or any similar machine for

Only $25

We make 34 different kinds of Cash and Autographic Registers at prices from $12 up.



THE NATIONAL CASH REGISTER CO.,
Dayton, Ohio, U. S. A.

Canadian Salesrooms: Toronto, Ontario, 63 King Street W; Halifax, N. S., 107 Holles Street. Montreal, P. Q., 174 St. James Street. Winnipeg, Man., Main and Queen Sts

OIL AND TURPENTINE IN TRANSIT.

The Associations of Linseed Oil Jobbers and of Spirits of Turpentine Jobbers in this city have taken joint action in two matters of importance to the hardware trade. The first is the urging upon the railway companies the need for better shipping and storage accommodation for oil and turpentine. The loss heretofore suffered for the want of proper protection to these commodities at the Don station, where they are shipped, has been considerable, and has of course been borne by the trader, as the goods being sent at his risk, he has no claim upon the shipper for damage incurred while in hands of the transportation company. Barrels would often lie several days, exposed to the strong sunlight, until a car was being made up for the point to which they were destined. The railway people have promised to amend this state of things at once, and to provide good store-room during all the time the goods are awaiting transport.

The other step taken by the combined associations has not yet been fruitful of result, but there is reason to expect that it will be equally successful. It is an application to the General Freight Agents' Classification Committee to have linseed oil and turpentine put in the fourth class of freights as they are in the United States. At present oil ranks in the third class and turpentine in the second. The effect of this change, if granted, will be to lower the freight charges to some extent.

HOW TO SELL CUTLERY.

"The retail dealer in cutlery could often avoid a certain amount of dissatisfaction on the part of his customer if he would give him some instruction regarding the best manner of using the article purchased," said Mr. H. W. Beegle, of the American Knife and Razor Company, St. Louis, to Stoves and Hardware Reporter. "When selling a razor he should always send out a good strop with it, as a poor strop will do more harm than good. If the dealer himself does not understand stropping the razor he should learn how or go out of business. After showing the purchaser how to use the strop, and how to hold the razor, cautioning him to lather his face well, he need have no fear of any complaints, if the article sold is of merit. Instruction should also be given when a pocket knife is sold, as nine-tenths of the users put too thin an edge on the blade, which will break, of course, if the knife is of high temper. Manufacturers or their agents are often perplexed to know what to do in regard to replacing goods for we do not like to be imposed on any more than anyone else, yet we want the good will of the trade. This could all be avoided by the dealer enlightening his customer as to the proper use of his goods and would increase his reputation as to handling the best goods, which is an enviable record to have in any community."—Stove and Hardware Reporter.

THE PASSING OF THE STEEL NAIL.

We have had occasion several times in the past in these columns to refer to the struggle for existence between the wire and steel nail, and to note the various stages of the conflict. The events of last year have proved pretty conclusively that the end is not far distant, and that in the language of the day the wire nail is "a stayer," and is pretty sure to win. It is true that there are not wanting enthusiasts—as witness a recent communication to an influential trade journal in the East—who prophesy that the wire nail has reached its limit and that the steel nail will begin to gain ground. However, the facts are all the other way, and it is not a question where any argument will have the least influence. The matter has really been determined by the actual experience of the users of the nails themselves. Whether the steel nail will have a long and lingering existence, or whether its extinction will be sudden, as in the case of the iron nail, no one can venture to prophesy, but the chances are that the steel nail will be a factor (though a decreasing one) for some little time. It will not be a pleasant matter to write the obituary of a once extensive and flourishing business, employing thousands of men and millions of dollars of capital, and seeming as securely established as any business enterprise in existence.—Age of Steel.

LIGHT-WEIGHT PLATES.

We have referred in these columns on several occasions in the recent past to the evident disposition of British tin-plate manufacturers to hold their American trade regardless of the tariff and of the local competition which is springing up. We have also referred to some of the methods that are coming into vogue for cheaping cost and reducing the price of Welsh plates so that the competition of the tin-plate makers of this country can be successfully met by foreign manufacturers. From various sources we learn that every possible economy is being practiced in the tin-plate works of Wales, and that in addition various questionable expedients for reducing cost are being resorted to. The greatest change that has been introduced, and the one in which American consumers of tin plates are most interested, is the substitution of light-weight plates for standard goods without indication of the change in the marks on the boxes. Plates that are supposed to weigh 112 pounds to the box, for example, are being sent out by the manufacturers weighing only 108, 104 and even as little as 100 pounds to the box. An extreme instance to which our attention has been called shows bright plates at 80 pounds to the box, and another 150 pounds for 20x28, equivalent to 75 pounds to the common box. Inasmuch as duties are assessed by weight, these light plates, of course, represent not only smaller cost at the works and smaller cost in freight, but also smaller cost in the way of duties. Hence a profit is possible even though the price per box is less than formerly, notwithstanding increased duties. A statement that reached us only a few days since from the importer who is thoroughly conversant with conditions in Wales at the present time was to the effect that all but a very small percentage of the plates that are at present being imported are of the light-weight variety.—Metal Worker.

AS TO THE COLLECTION OF CHECKS.

Some time ago HARDWARE published an article calling attention to the burdens placed upon jobbers and manufacturers, in collection of checks made in payment of goods purchased at metropolitan centres. To a house with travellers out in every section, the charges made by banks for these collections aggregate a large sum in the course of the season, and, in strict justice, it perhaps ought to be borne by the purchaser of the goods. With good reason, he pays for cartage and freight on his purchases, and were conditions of mercantile customs different, the same would be the case in regard to checks.

In most cases, the check is often made in full settlement, making it inconvenient to request a further remittance for a small and variable sum, and while the exchange is unknown to either pavty before the remittance is placed in the bank. The customs of banks also vary. To a house carrying a good account, no charge is made for these collections, except when the matter of exchange and its fluctuations are a factor. A party sending to New York a check for collection in Chicago funds, places an ever varying burden on the merchant in the former city.

In the spring, money flows towards New York, and in the fall towards Chicago, according to the balance of trade. So in the spring the charge may be as high as $1 per hundred; generally, however, 50 cents, while in the fall it would be nothing. For Cleveland, it rules about one-fourth per cent.; for the Southern cities much more, and so on. With Canada, it is generally an onerous charge, while with near-by places and New England it is nothing, or trifling. These variations make it difficult for any single merchant to institute a reform in this direction, and without some unity of action it would be futile to inaugurate a reform.—N. Y. Hardware.

A clerk competent to take charge of travellers' orders is wanted by a wholesale hardware house in Montreal. Experience and salary expected must be stated. The address is Box 1014, Montreal.

M. & L. Samuel, Benjamin & Co. are the agents in this city for the celebrated Hudson or Rocking Table Apple-Parer, and the Little Star and Parer made by the same manufacturer, C. E. Hudson, Leominister, Mass. The sale last year was large, but is expected to be still larger this fall.

The Adjustable Duplex Die Stock, made by the Hart Manufacturing Co., Cleveland, O., and sold in this city by Rice Lewis & Son, is an implement for which there is wide call on both sides of the line. A cut of it is to be seen in the manufacturers' advertisement on page 9.

M. & L. Samuel, Benjamin & Co. have now a very large assortment of guns that are offered at attractive prices. The line includes Winchester rifles, Martin rifles and other well known guns of English and American manufacture. The list will be furnished on application.

General Storekeepers
Who deal in Groceries
Should subscribe for

The Canadian Grocer

which will keep you informed on all important questions affecting the grocery & allied trades. Its market quotations are full & reliable which alone are worth the Subscription price.

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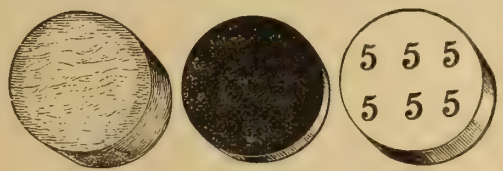
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The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

To be had of all Jobbers and Dealers in Sporting Goods.

JAMES BALDWIN & SONS,

ORIGINAL MANUFACTURERS,

Morville Street, Birmingham, Eng.

Agent:--W. H. JAGGER,

24 Front Street West, TORONTO.

Price Lists and Samples to the Trade Only.

The James Smart Mf'g Co. Limited

Brockville, Ont.

STOVE PIPE DAMPERS.

"EXCELSIOR"



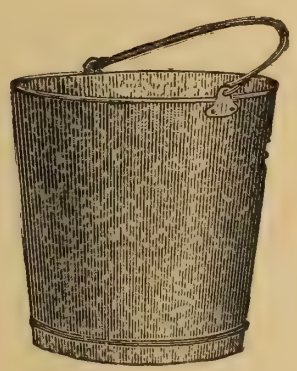
For Style, Finish, Durability and Convenience POSITIVELY UNEQUALLED.

No Springs to burn out, or become worthless after use for a short time. Will ALWAYS maintain its tension on pipe. More easily applied than any other damper. "Always Cool" Ventilated Handles. Japaned or Nickel plated.

WRITE FOR PRICES.

Hardware and Stove Manufacturers

Galvanized Bucket.



We Manufacture them in both floring and straight styles, with seamed or rivetted sides, also special weights and sizes.

For specialties in Tin or Calvanized Iron, write to

THOS. McDONALD & CO.,

42 SCOTT ST., TORONTO.

MARKETS

MONTREAL MARKETS.

MONTREAL, July 15, 1892.

HARDWARE.

There has been little that is interesting to note about the iron market or in fact about heavy materials of any sort. Within the last few days, however, the wholesale hardware houses have experienced more activity due to the fine weather which has lightened up trade noticeably. For crude material however, there is no particular call, pig iron ruling dull, chemicals being the same.

PIG IRON.

There has been little or nothing doing in pig iron during the week in fact the only sole of any importance was a round lot of Carnbroe which sold at $17.50. Stocks continue very light here but the demand does not improve. Values rule the same. We quote Summerlee and equal brands $19, Eglinton $18.40, and Carnbroe $17.50.

BAR IRON.

Makers are doing a moderate business, but there is nothing specially remarkable. The jobbing movement is inconsiderate also. We quote round lots from makers $1.85 and jobbing prices $1.90 to $2.00.

SCRAP IRON.

Scrap iron moves in a quiet jobbing way, and values are unchanged. We quote wrought scrap $15.50 to $16.00 and cast at $13.00 to $14.00 according to quality.

TERNE PLATES.

The turnover in this line has been almost a blank since our last, and prices are the same. We quote terne plate $7.25 to $8, merchant plate IC. 20x28 $13.50, and IX. $16.

TIN PLATES.

The easy feeling in tin plate is still to note, but in the absence of any large transaction, there are no changes in prices. We quote cokes $3.30 to $3.50 and charcoal $3 75 to $4.50.

CANADA PLATES.

The business in this line can be put under the head of nil. Stocks are small now and prices are unchanged at $2.50 to $2.60 according to quality.

COPPER, ETC.,

There is little to note regarding copper, which rules dull and easy at 13 to 14c. Ingot tin is the same way 23½ to 25c.

NAILS.

The nail market is unchanged with only a small business doing, and values are the same.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

GENERAL HARDWARE.

The week has witnessed considerable improvement in shelf goods, the fine weather having a good effect on trade. It was quite welcome, and the houses profess to see hopes of its continuation.

CHEMICALS.

Heavy chemicals are a dull factor at the moment, with little doing and no change of any sort.

Bleaching powder,	$2.30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.28	to	0.32
Cutch,	0.08	to	0.09
Gambier,	0.06	to	0.07½
Madras Indigo	0.60	to	0.80

GLASS.

There is further cutting reported on this article, but to do business in a regular way our quotations would have to be paid. Prices remain therefore as before. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.15 to $3.40 for thirds and fourths.

OILS.

There is little or no change in oils, and business has been small. We quote as follows:—Cod, Newfoundland, 45c.; seal, steam refined 45c.; linseed raw 56 to 57c.; linseed, boiled 59 to 60c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25; turpentine, 49 to 50c. Less 3 per cent. 30 days.

PAINTS AND LEADS.

A fair jobbing movement is all that can be said of this line. We quote:—Government standard, $5.50 to $6; No. 1, $5.00; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

NAVAL STORES.

The ship chandlery business presents no new features. Trade is fair and values are the same. We quote as follows:—Turpentine, 47 to 48c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 13½c. for smaller sizes.

CEMENT AND FIRE BRICK.

The cement market remains unchanged. No round lots are moving and the local demand is confined to small parcels. Arrivals have been light, only some 2,000 barrels being received. We quote as follows: London brands, $2.15 to $2.30; Belgian $2.00 to $2.10. Fire bricks are in steady demand at prices ranging from $15 50 to $22 per 1,000, as to brand, ex-ship.

PETROLEUM

There is no improvement in petroleum, business being quieter even than last week. We quote as follows:—Canadian, 11c. at Petrolia, 12¼ to 12½c. in car lots at Montreal, and 14c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent off for cash; American benzine, 23 to 25c., and Canadian, 12 to 12½c. in bulk Petrolia: 15c. in car lots, Montreal.

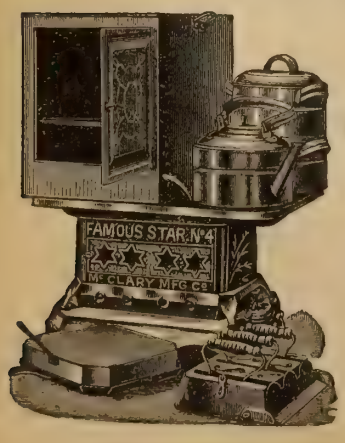
TORONTO MARKETS.

TORONTO, July, 15, 1892.

HARDWARE.

This week has surprised some of the houses by the volume of business that it brought. For harvest goods there was quite a lively last scramble. This season's trade in that line has been enormous. Some of the manufacturers were pretty well cleaned out of stock, and the wholesalers had to repeat orders. The very heavy crop of hay and the unusual growth of straw in the grain crops

Lithographed Stove Boards.



Original designs and in the highest style of the Art.
See our samples before ordering.

Refrigerators. Ice Cream Freezers.
Oil, Gas and Gasoline Stoves.
Brass Bird Cages.

If you want a Coal or Wood Furnace write our Nearest House.
We guarantee Satisfaction.

THE McCLARY MF'G. CO.,
LONDON, TORONTO, MONTREAL, WINNIPEG.

MARKETS—Continued.

have been the cause of this strong run on harvest tools. The hot weather makes the call for refrigerators especially good, and fly-traps are beginning to go as well. Iron-workers' tools, as rasps, files, etc., are in good-request. Binder twine is of small consequence in current hardware distribution from this point. There is considerable diversity in the business now done, and it would be hard to enumerate all the lines that are called for, though small parcels are the rule. The orders for fall trade do not make a big showing. Axes are being pushed, stove-pipes and elbows are also on the travellers' lists. Stove men report a large delivery of stoves for the portion of the month already passed. As to prices, they cannot be called satisfactory in lines subject to shading. The changes of the week are generally unimportant, and are far from numerous. Shot is lower in sympathy with the raw material and as a result of dull trade. The discount is now 12½ per cent. on ordinary lots, and 17½ per cent. on time. Wire window screens are down to $5, fully a dollar below last week, as the season is now well on. Payments are about the same as ever.

BARB WIRE.—Henceforward this may be dropped until the reopening of the active season, as now there is nothing doing to furnish ground for report or comment.

BINDER TWINE.—Prices are unchanged at quotations in Prices Current. Trade is dull.

BOLTS.—Some business has been done, but not enough to make any special stir. There is no change in discounts.

BUILDERS' HARDWARE.—This department continues to receive but little attention.

CORDAGE.—The trade has been fairly good. Prices are steady upon a basis of 11¼c. for manilla, 9¾c. for sisal, 8¾c. for tarred lath yarn, and 7½c. for jute.

HORSE NAILS.—The week has little to show in the way of trade in these. The price remains at 60 to 60 and 5 per cent. from the list.

HORSE SHOES.—The quotation continues at $3.60, and business is slow.

NAILS.—A very ordinary distribution is to be credited to this week both in wire and cut nails.

METALS.

The movement of metals is sluggish. This market has not been busy by any means, and orders are sparingly given even for the necessities of the moment. Values appear to have little stimulus in the general conditions of outside trade. Flunctuations have not played an important part either locally or outside. Pig tin has a stronger tone in London than in New York, and copper is losing ground by small degrees. Lead is deplorably dull.

ANTIMONY—This metal is not in much demand, but the price is very steady at former quotations, namely, 14½c. for Cookson's and 13½c. for other brands.

CANADA PLATES—There is some stock going forward, but manufacturers are not in haste with their orders. Prices are $2.80 to $3.10, the latter for brights.

COPPER—Though a comparatively heavy export trade is reported from New York, the price of copper drops. Upon this market the quotation 13¾c. is rather easy for Lake ingots, and 13½c. for casting brands.

GALVANIZED IRON—A well sustained demand, the condition of other metals being considered, remains to the support of the galvanized iron market. The price of 28-gauge is 5¼c.

LEAD—The dulness deepens. A small advance in European prices and in New York quotations has taken place, but upon this market there is no change in either the quotation or the state of activity. Imported pig is 3⅝c.. domestic 3⅜c.

SHEET ZINC—The price of sheet is easier. Cask lots are 6⅜c., broken lots 6⅝c.

SPELTER—Though prices are firmer in England they are easier in the United States. Here, they keep at the same quotations, 4½c. for domestic, and 5½c. for imported.

TIN—The price of pig tin has been benefited temporarily by shipments from New York to London, where stocks are lower and values higher. There has been a good deal of selling in New York dvring the week. This market is quiet at 24½c.

TIN PLATE—Trade makes but little progress. Prices are unchanged from a basis of $3.65 for cokes and $4.25 for I. C. charcoals, to which is to be added $1 for each cross.

IRON AND STEEL.

There have been some heavy deals this week in pig iron. One agricultural implement manufactory bought 2,000 tons of Scotch irons, assorted brands, and a Hamilton stove manufactory purchased a big lot of southern iron. Both transactions were direct. There was also a considerable volume of business made up of 100-ton and similar sized lots, and a heavy delivery of United States irons is reported. In bar iron no change is to be noted, and prices are steady.

HAYES' PATENT
MANUFACTURED BY
METALLIC ROOFING CO.
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL LATHING

OILS, PAINTS AND COLORS.

The week shows that the trade is receding from its high-season mark in most lines, though the inquiry for linseed oil is still widespread and considerable. That commodity is higher in England, having made an advance equal to a cent a gallon in Liverpool. Here the quotation remains 57½c. for raw and 60½c. for boiled in 1 to 3-barrel lots. Two cents is allowed off these prices delivered in Toronto, Hamilton, London and Guelph. For larger lots the quotation is ½c. lower. Turpentine is quoted 48c., with freight allowed, which is about equal to last week's quotation of 46c. f. o. b. The trade in paints is now rather quiet.

PETROLEUM.

The state of trade varies very slightly from week to week. A small stock suffices to satisfy most needs that now make themselves felt at wholesale warehouses. Prices continue to quote from 14c. to outside buyers.

The Petrolia Advertiser reports :—Petrolia crude $1.27 per barrel : Oil Springs crude $1.27½ per barrel. There is little change in the crude market this week and business remains quiet on 'change. Drilling operations are going ahead with varied success. A few good paying wells have been struck in the Northwest. Refined remains unchanged and may be quoted at 10½ to 11 cents, according to quality, f. o. b. here. Everything is very quiet and the refiners are not doing much at this season of the year, but most of them are repairing up and getting ready for the fall trade.

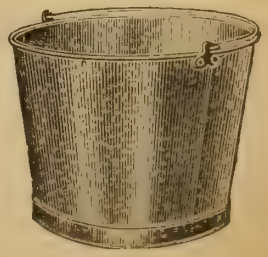
GLASS

The market has undergone no change, the basis of quotation remaining at $1.35,

OLD MATERIAL.

The trade is rather dull. Prices remain unchanged. They are :No. 1 heavy cast scrap 65 to 70c. per 100 ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c; light scrap brass 5½c. ; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c. ; scrap rubber, 2¼ to 2½c. ;

GALVANIZED BUCKETS---English and American Patterns.
Japanned Ware. Stamped Ware.
Pieced Tinware.

Water Coolers, Baths, etc.

Thos. Davidson & Co.,
474 St. Paul St., Montreal.

MARKETS.—Continued

country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c. ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

HIDES, ETC.

HIDES—The market is apparently in a better condition, owing to the output of cured, which has been rather extensive this week. Prices are unchanged, No. 1 green cows' quoting at 4½c., cured at 5c.

SKINS—Lamb skins are plentiful at 40c., and pelts at 25c. Calf skins are quiet at 5 to 7c.

WOOL—There is a good supply for fleeces, which quote at 17c. for combing and 20c. for clothing. Pulled quotes as follows : Super 21½ to 22½c., extra 25 to 26c.,

TALLOW—Rough is easy at 2c.; rendered at 5 to 5½c.

AMERICAN METAL MARKET.

NEW YORK, July 15, 1892.

The Eastern pig iron market has undergone no change for the better. As a matter of fact, weakness is more pronounced at the present time than it was at the beginning of the month. Since their cut in prices, the Thomas Company have secured more orders, many of which had previously been withheld, but evidence is wanting of anything in the nature of more gratifying experience. The general demand is disappointingly slow, and it is no secret that competitors have sold below the Thomas prices to secure orders. For example, good Southern brands have been put in at $14.50 for No. 1 X and $13 to $13.50 for No. 2 X, while some Lehigh Valley product. No. 2 X, against which many consumers discriminate, was sold to the extent of at least 200 tons at $13 or $13.25. The extreme top prices on standard brands are $15 for No. 1 X, $14 for No. 2 X and $13.50 for grey forge. In Scotch iron there is merely a retail trade, and the business passing is chiefly at prices that have retailed for some little time past. Spiegeleisen and ferro-manganese are neglected, and a fair criterion of market value cannot be arrived at for the present.

Old material is quite as badly off as pig metal, the demand being very slow, while the few sales making are chiefly at previous low prices. A moderate quantity of iron tee rails realized $18, which is undoubtedly full value, and steel went at $14.50 at Jersey City. No. 1 wrought scrap iron is quoted at $16 to $16.50 f. o. b. Jersey City, but a favorably located lot of slightly "off" No. 1 went at as low as $14 50 delivered in Pittsburg.

Apart from the placing of a few Southern orders of moderate size, there has been little if any business in steel rails in this quarter. Prices for standard sections are maintained at $30 f. o. b. mill, but light rails still sell at relatively lower rates. Billetts, rods, structural material, etc., remain without change in the Eastern markets, little if any business being diverted to this quarter by the Homestead disturbances and incidental unsettled condition of affairs at other Western points.

TIN—In the pig tin market there has been an almost perpendicular downward movement of values, with more or less realizations by wearied holders and some operation on "bear" account. The outcome was a drop to 20.45c for Straits tin prompt delivery and corresponding rates for futures, with just a trifle reaction at the close. The final quotation for 10-ton lots on spot was 20½c. In all about 400 tons have changed hands on the break from 20¾c. to 20½c for prompt delivery. London values have undergone a similar fall, dropping to £95 for both prompt and future delivery, with only 2s 6d to 5s reaction at the close.

COPPER—Copper has also depreciated in value and meets with slow sale at the decline. On the Exchange 125,000 lbs Lake Superior ingot were sold at 11¼ to 11.30c. Outside of that institution, moderate quantities were parted with at 11.35 to 11⅜c, and surface appearance are that the "nominal" quotations given by producers' agents are above the actual trading basis. Casting brands are down to 10½ to 10¾c, and meeting with slow sale at the decline. In the London market prices for merchants bar have dropped to £44 10s for prompt, and £45 for future delivery.

LEAD.—Lead has had slow movement and the market is affected very little, if at all by the labor troubles at the Idaho mines. In any event purchases have been made at 4.15c within the past 24 hours, while offers at 4.20c. were quite free at the close.

SPELTER.—Spelter has met with very moderate sale, but the market remains quite steady at 4.80 to 4 85c. for prime Western early shipment, and 4.70 to 4.75c. for August-September shipment.

TIN PLATE.—The tin plate market has remained very quiet, and there is no new feature to note on either spot goods or future delivery.

ANTIQUES

Antiques of every description are now the rage and andirons occupy a very prominent place in the minds of those who are interested in the collection of articles once in common use among our forefathers. To accommodate the wants of those who cannot afford the high priced originals, models of the early patterns are being turned out by the wholesale by manufacturers. Naturally these imitations are not appreciated by any one having a taste for the original andiron, but in many cases this is overloocked by the newly rich who bank so extensively on appearance only. These imitations are of cast iron and spun or sheet brass, and are very easily ditinguished from those made in the early days of cast brass. The patterns are numerous and, in some instances, are made in a very massive and elaborate manner.

The earliest specimens of andirons were made of wrought iron, the chief characteristic in the matter of form being a curved top ending in a diamond shaped mass of iron having a diameter of from one-and-a-half to three inches. The feet were usually made in imitation of those of the goat, but not cloven. When first introduced andirons were intended for actual use, but as the years wore on they developed into mere ornaments, and now their true purpose is entirely lost sight of. Some of the modern specimens show that the designers were either totally ignorant of the use of these articles, or else subordinated themselves to the fashions of the day.

What is known as the Chippendale pattern consists of a shaft in three parts, that nearest the feet being hexagonal; the next large and egg shaped, and the top repeating the same egg form in about one-third the diameter. The commonest form to be found in antique shapes is a small brass pattern surmounted by a ball having a diameter of two or three inches, a short shaft and legs that suggest branch forms. Then there are imitations of the old time New England 'fire dogs," so-called because of being ornamented with brass imitations of canine heads. The richest field for andirons, however, is the South, especially in Maryland and Virginia, where the climate permits of the fireplace remaining a permanent fixture, and in many of the old mansions in both of these States the fire irons of three generations ago are still in use.—House Furnishing Review.

"The making of sleigh-bells is quite an art," says an iron founder. "The little iron ball is too big to be put in through the holes in the bell, and yet it is inside. How did it get there ? The little iron ball is called 'the jinglet.' When you shake the bell it jingles. In making the bell the jinglet is put inside a little ball of mud, just the shape of the inside of the bell. Then a mold is made just the shape of the outside of the bell. This mud ball, with 'the jinglet' inside, is placed in the mold of the outside and the metal is poured in, which fills up the space between the ball and the mold. When the mold is taken off you see a sleigh-bell, but it will not ring, as it is full of dirt. The hot metal that the bell is made of dries the dirt so that it can be shaken out. After the dirt is all sherken out of the little holes in the bell the little iron 'jinglet' will still be in the bell and will ring. It took a good many years to think out how to make a sleigh-bell."—American Artisan.

It is a well recognized fact that no business establishment is complete without some cash carrier system. Attention is called to the Whiting Cash and Parcel Carrier. It seems in it impossible for anything to get out of order,as there are no cords or springs. Merchants throughout the country, who give it a trial, may satisfy themselves of its merits. feeling satisfied that where once introduced it would never be parted with.

SARNIA, Ont., June 8, 1892.

H. E. WHITING, Esq., London :

DEAR SIR,—I have been using your Cash Carriers for a long time, and must say they fill the bill in every particular, especially as to their keeping in order. It seems to me that they could hardly be improved on.

I remain, yours truly,

(Signed) JOHN LEYS,
Late Leys & Morrison.

This carrier has been in use two years and six months. adv

SITUATION WANTED.

HARDWARE—SITUATION WANTED, LONG experience as buyer and salesman, goop stockkeeper. George Stethem, Peterboro'. 33

FIRST-CLASS STENOGRAPHER WITH seven years experience, three last years in wholesale hardware. Highest business and personal references. Address, Miss E., care HARDWARE. 29

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

TRAVELLER WANTED, IN A FEW months hence, a travelling salesman, one who understands the stove, tinware or hardware trade throughout Manitoba and the North West. Give particulars as to past employment, also salary received. State whether married or single, age, etc Correspondence confidential. Address, "North West," care HARDWARE.

WHY NOT ADD

ELECTRIC BELLS BATTERIES AND PUSH BUTTONS

To Your Stock, and Make Money?

The Cheapest Wholesale Electrical Supply House in Canada is that of

T. W. NESS,

749 Craig St., MONTREAL.

We carry a large stock, ensuring prompt shipments.

Our new book, "Instructions for Amateur Electricians," sent Free to applicants.

TWO HARVEST EXCURSIONS

Via the Chicago. Milwaukea & St. Paul R'y, on Tuesday, August 30th, and September 27th, '92.

Where the grasses are kissed by the wand'ring breeze,
And the fields are rich with the golden grain;
Where the schooner ploughs through the prairie seas.
To its destined port on the western plain;
Where homes may never be sought in vain,
And hope is the thriftiest plant that grows;
Where man may ever his rights maintain,
And land is as free as the wind that blows.

For further particulars apply to the nearest Ticket agent, or address A. J. Taylor, Canadian Passenger Agent, 4 Palmor House Block, Toronto, Ont. 31

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

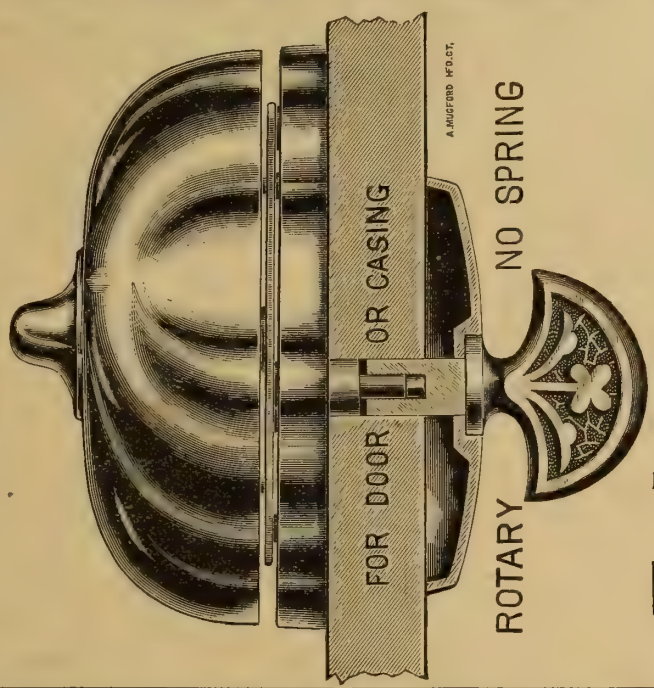
I. H. CAMERON, 10 Front St. E.

MICA.

I have arranged with several Canadian producers of White and Amber Mica to act as their agent. Send for samples and prices.

CHAS. D. CHOWN
KINGSTON, ONT.

NEW DEPARTURE "ROTARY" DOOR BELLS.

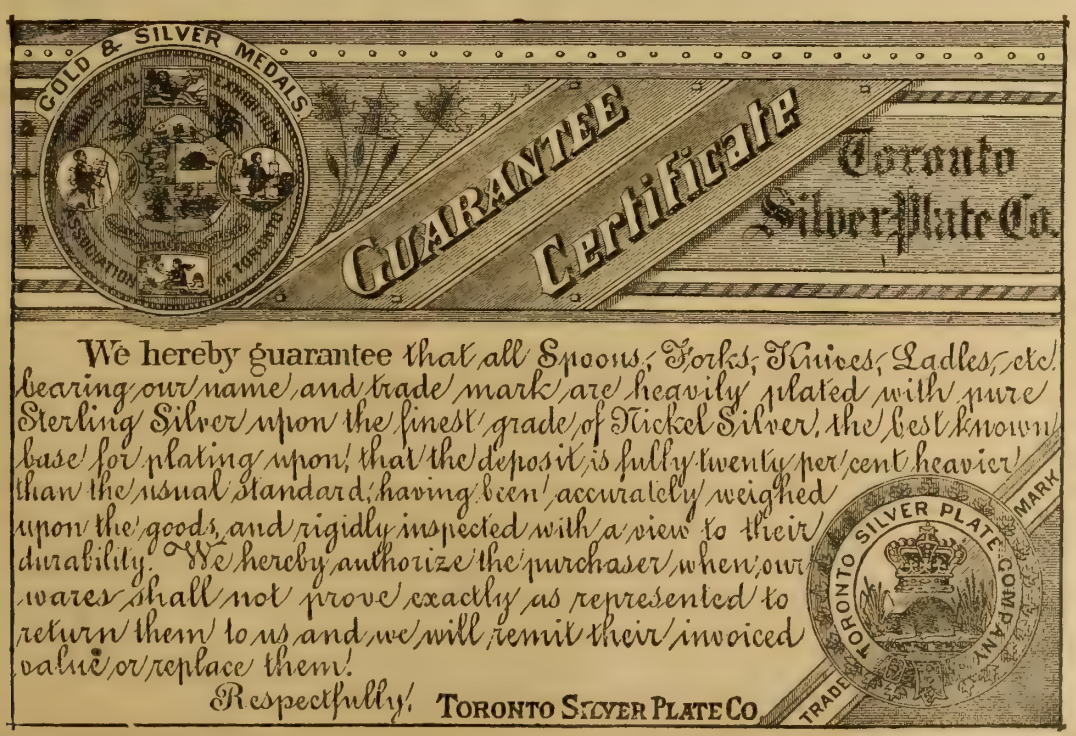


Incomparable!
NO SPRING!
Best Tone, (Sure)
Superior Finish!
Bronze Trimmings!
COMPACT!
CHEAP!

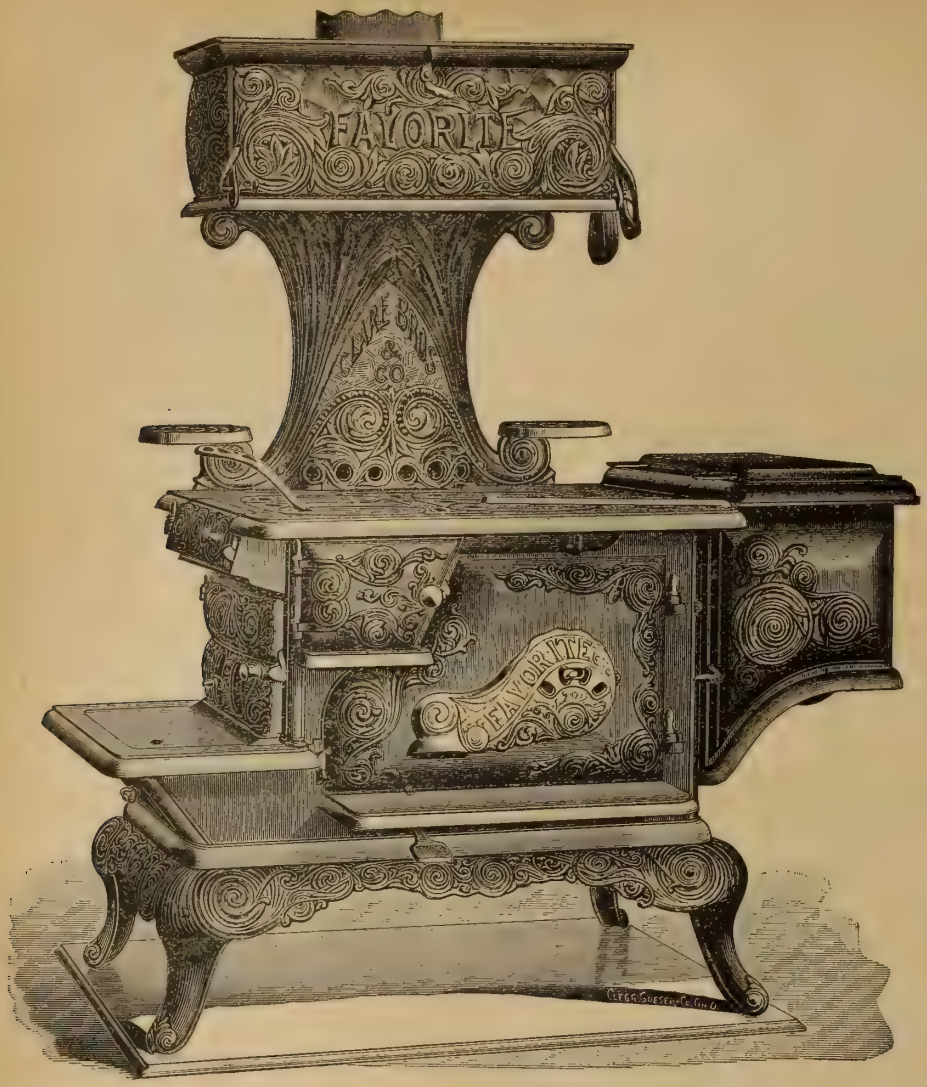
For Circulars, address

THE NEW Departure Bell Co.,
BRISTOL, CONN.

Fac-similie of Guarantee Certificate accompanying all flatware stamped "Toronto Silver Plate Co."



E. G. GOODERHAM, Manager. JNO. C. COPP, Sec'y-Treas.



As stated in last week's issue, it is our intention to present to the trade a number of lines of

New—— Cook Stoves and Ranges

in succeeding issues of HARDWARE.

The accompanying cut will serve to illustrate our line of

Favorite Diamond Ranges

which possess many new and special features, particulars of which we will be pleased to mail upon application.

Clare Bros. & Co., Preston, Ont.

MAKERS OF FINE STOVES, RANGES, ETC.

WHERE THE JOKE COMES IN.

Clock Dealer—What makes the gongs sound so loud this morning?

Cashier—I think, sir, it is sympathy with the city salesman's new spring suit.

Old Lady—"I see you advertise wired hose twelve cents a foot."

Shopman—"Yes, ma'am; best in the market."

Old Lady—"I want to get some for these boys. They're dreadful hard on their socks."

"And will you be mine?" he asked with the warm impulsiveness of anticipated affirmation.

"No, I won't," she said in a pratical business way.

"Why not?" he implored. "You know I love you."

"Yes."

"Then why will you not be mine?"

"Because, Harry, this is to be a joint stock concern, with equal representation and equal liabilities, and I don't propose to surrender my rights at the very beginning."—Detroit Free Press.

The following is a literal account of what took place in an office on the street just this week:

The invoice clerk was hunting for an order sheet for Cain Bros., Bobcaygeon, and in his search for the same considerably bothered the profit and loss clerk. Coming around to the latter's desk for the third time he was gruffly asked "What the deuce are you looking for now?"

"Trying to raise Cain,
but I don't seem to be Abel.
Have you seen it?"

"No ah, and I don't care A-dam
if you don't find it till Eve."

"You see, Mrs. Oilriz," said the suave young man, "they called them 'Canaanites' because they came from Canaan.' "Oh, I understand," said the old lady, affably "There's something that Mr. Oilriz knowed and I didn't." "Indeed?" "Yes. He had heard that you spent several years in Paris, and he spoke of you yesterday as 'a Parisite.'"

FOR SALE BY TENDER.

Tenders will be received up to noon of

FRIDAY, THE 29th OF JULY,

for the purchase of the assets as a whole, or in two separate lots of the firm of

J. R. Armstrong & Co., Stove Manufacturers,

219-223 QUEEN STREET EAST,

Consisting of

Lot 1.—Merchandise, Stoves, Patterns, Flasks, Machinery, and Tools, amounting to about.....$20,300

Lot 2.—The very eligible leasehold property on Queen street east, having a double frontage of 110 feet by a depth of 130 feet, on which is erected the foundry and salesrooms, valued at.....$36,000

Terms—One-fourth cash; balance in eight quarterly payments, with interest at 7 per cent. secured to the satisfaction of the undersigned. Ten per cent. deposit required at time of sale.

This is an old and well-established business and has been most favourably known for forty years. The business pays well, and the ill-health of Mr. J. R. Armstrong is the sole reason for selling.

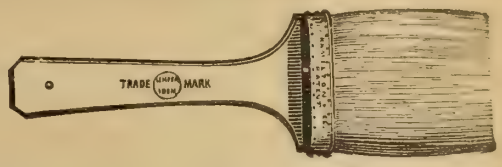
Stock list and all information can be had at the factory. Stock list also at the office of

E. R. C. CLARKSON.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

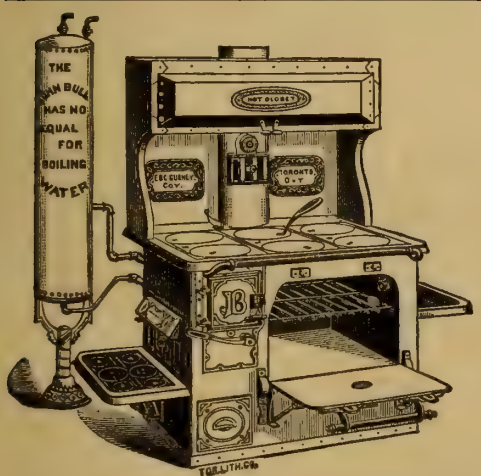
BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11 :

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY. The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern ; so that we have the somewhat singular sight of a combine reducing prices."



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

THE BEST English Sporting Gunpowder

USE THE

"ALLIANCE"

PRIZE POWDER.

—Mane only by—

Pigou, Wilks & Lawrence, L'd.,

11 Queen Victoria St., London, E. C.

Always obtainable from

Frank S. Taggart & Co., Toronto.

The Hingston-Smith Arms Co., Winnipeg.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C. I. F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer.



RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes, Piano and Furniture Polish, Stove Pipe Varnish, etc.

PARIS ONT.

HOW TO CONDUCT AN IRONMONGERY BUSINESS.

The last instalment under this head from the Ironmonger says:

The evidence which has already been presented is chiefly of cases where the employes earn their livelihood by manual labor, so perhaps it may not be amiss to point out that the stimulus which has worked so favorably well with them will work equally well with employes of a higher class of intelligence and attainments. In fact, it has been seen that even better results may be anticipated because a more harmonious feeling exists between employer and employes, and the latter are not only more capable of effecting an improvement in a business, but also more capable of appreciating the benefits of the system. The reason given by Messrs. Head for the suspension of their system was the lack of intelligence on the part of the men, so that it is their opinion, where this quality exists the probability of success increases.

In reality the principle of profit-sharing (classing under this name the various forms of recompensing proficiency—such as commissions on sales, bonuses to foremen and managers, etc.,) prevails very largely, but has not yet been developed to the extent it may be. My opinion is that the principle could profitably be much further extended and more systematically applied, and that it would go a long way towards remedying many of the evils which the business world now suffers. In my next paper I shall make certain suggestions as to various ways in which the principle can be applied to the circumstances of a retail ironmongery business.

Those who use the system have applied the principle of profit-sharing in various ways. Some pay the whole of the workers' share direct to them in cash, while others put the money into a provident fund that their people may be assisted during sickness and in old age. Others, again, combine the cash and provident-fund plans by paying a portion of the bonus at the end of the year and retaining the remainder for a sick-benefit and provident fund.

A comparison of these three modes of distribution shows the combined cash and provident-fun plan to be the best, because while the cash payment moiety acts as a reward soon to be received, and therefore is an active stimulant to energy, the provident-fund plan exercises a steadying influence, and helps the worker to realise that he is as much concerned in the permanent prosperity of the firm as in its prosperity for the time being. Moreover, it has a tendency to attach the worker to the firm, and to keep him from leaving its employ. As dismissal for misconduct causes a person to forfeit all claim to the benefits of the provident fund, it is easy to see what a powerful check it is against the graver sort of business offences. The existence of this fund is a real comfort to a humane employer, who has frequently to deal with the case of an employe who, through sickness or old age, cannot do his work as well as formerly. The conditions under which business is carried on do not permit of such men being retained, and yet the alternative is very painful to one who has to act upon it when he knows that the person to be dismissed has little or no means of livelihood. Where the whole of the bonus is paid over to a provident fund the benefits of profit-sharing do not appeal so forcibly to those who really need its appeal most—I mean the indifferent ones. Its benefits are perceived by the more intelligent, of course, but the reward is too long deferred and too produce the best results.

The ready-cash bonus plan (payable annually) is calculated to produce the greatest change in the shortest time, and for comparatively small businesses is probably the best, because, where the workers are few and the ownership of the business somewhat unstable, a provident fund introduces complications and difficulties. For really large establishments, however, the combined plan has much to recommend it.

Connected with the question as to the best means of sharing the profits among those who are entitled to them is another, which also needs attention. Shall the sum of money for distribution be divided among all the workers, or reserved for a few who have merited the privilege by longer service or other special qualifications? Some employers have chosen the former, and others the later. There is much to be said on both sides. If an "inner circle" of the older "hands" be formed, and to them is given a privilege because of their good conduct and length of service—which privilege others do not share—there can be no doubt that those outside will thus be encouraged to strive eagerly to do their best, that they too, in due time, may also be sharers. It will, however, be seen that as length of service is one of the qualifications for the privilege, some will have to be admitted chiefly for this reason who do not so much deserve admission as others who may be excluded because their service has only been of short duration. It need also be noticed that the class of employe who participates under this "inner circle" plan are those who ordinarily do their best under any circumstances, and consequently do not so much need a special stimulus. On the other hand, if every employe be admitted to a share of the profits distributed, each one is induced, for his own personal benefit, to take hearty interest in his work. The question, however, still remains to be decided whether the best results are obtainable where each one is rewarded for extra exertion, or whether a better result still may not be obtained by restricting the benefit to a few whose good example and influence may be expected to have the effect of elevating the others to their level. It may be that the desire of those outside to qualify themselves for admission to the privileges of the inner circle might prove sufficient stimulus to secure the object in view. In my opinion the solution of the problem depends entirely upon the circumstances of the case to which the system is to be applied. In an industry where good labor is comparatively scarce, and there is difficulty in retaining efficient men, the "inner circle" plan is the best because it has a strong tendency to attach the worker permanently to the firm. In other cases, however, where the supply of labor is good, it seems better, on the whole, to admit all the employes to a share in the profits, because in this way each individual becomes directly interested in the prosperity of the proprietor.

The excursion party of the Dominion Travellers' Association met with a royal reception in Portland. On their arrival they were met by a deputation of the Maine Travellers' Association and marched in procession headed by Chandler's band, to the City hall where an address of welcome was read and a number of congratulatory speeches were made. In the evening an At Home was held at the handsome club rooms of Maine association. On Saturday an excursion to Little Chebeaque Island and a clam bake took place at which a number of loyal and patriotic speeches were made. The party then divided; part going to Boston and others to Cushing's Island, Old Orchard Beach, etc. On Monday Mr. and Mrs. J, H. Dow held an At Home at their cottage on Peek's Island which wound up the festivities, and the excursionists left for home thoroughly pleased with their trip.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

SPOONER'S FRAGRANT
BANNERMAN'S PATENT.
PHENYLE
GERMICIDE POWDER
DISINFECTANT.
DEODORIZER,
For the use of People of Fine Sensibilities, who kn w and Realize the necessity of protecting Themselves and Others
From Malarial, Miasmatic and Contagious Diseases ARISING FROM ANY CAUSE
THIS IS A CURE & PREVENTATIVE
☞ THOSE WHO TOLERATE & REVEL IN UNEARTHLY SMELLS WILL HAVE NO USE FOR PHENYLE
PROF. ELLIS, TORONTO UNIVERSITY, RECOMMENDS IT
☞ TAKE SOME HOME WITH YOU AND USE IT. ☜
ITS THE VERY BEST ON EARTH.
ALONZO W. SPOONER,
PORT HOPE.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

SHOVELS--Fenerty's.

We know whereof we speak. We claim we are giving the best value of any makers in the Dominion.

LOTS OF TESTIMONIALS.

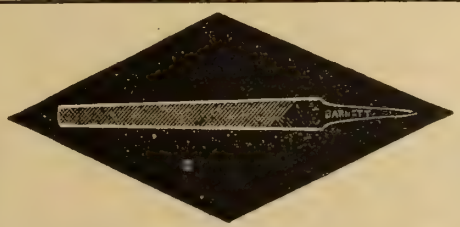
DEALERS, BUY THEM, AND LET YOUR CUSTOMERS TRY THEM.

JNO. PETERS & CO., Halifax.
JAS. E. CHIPMAN, Vancouver.
CRAIG, MacARTHUR & CO., Toronto.
Stock carried at Toronto Branch.

CAN TELL YOU ALL ABOUT THEM.

HALIFAX SHOVEL CO., Ltd., Halifax, N. S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

We are now in position to name prices on 1, 4 and 6 piece

ELBOWS, STOVE BOARDS,

Paper and Wood Lined, Crystalized and Embossed.

Patent Stove Pipe, Coal Hods, Fire Shovels.

WRITE FOR PRICES.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

SAMUEL, SONS & BENJAMIN, 164 Fenchurch Street, LONDON, ENG.

Business Changes.

SALES MADE OR PENDING.

The stock of J. Howard, general merchant, Cataract, Ont., is offered for sale by auction.

The general store stock and property of James Benere, Enfield, N. S., is advertised for sale by tender.

The stock of David Morris, general merchant, Rogers' Pass, B.C., is advertised for sale by assignee.

CHANGES IN STYLE OR COMPOSITION OF FIRM.

Connor & Glennon, plumbers, Vancouver, B. C., have dissolved.

Miller Bros., general merchants, West La Have, N.S., have dissolved.

REMOVALS AND DEATHS.

Edward McMillan, general merchant, Whycocomagh, N.S., is dead.

W. B. Christian, general merchant and fish dealer, Prospect, N.S., is dead.

Thomas Detlor, general merchant, Red Deer, N.W.T., is moving to Innisfail.

FIRES.

John Hamilton, paint dealer, Richmond, Que., is burnt out. Partially insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. E. Fortune, general merchant, River Bourgeois, has assigned.

Jeremiah Sullivan, tinsmith, Williamstown, Ont., has assigned.

The Victoria Stained Glass Co., Toronto, has assigned to T. M. Higgins.

D. E. Landry, general merchant, St. Flavie Station, Que., has assigned.

John Ashfield, crockery dealer, Ottawa, has assigned to P. Larmonth, Ottawa.

James Young, general merchant, Nanaimo, B.C., has assigned to J. H. Todd and S. O. Oppenheimer.

THE TENDENCY TOWARDS CASH.

Horace Greeley was considered the best analytical editor of his time, and there certainly never has been a newspaper man who had a better and more thorough knowledge of business conditions. It was Horace Greeley who said that the poor man who has encountered some sudden and severe calamity, such as the burning of his house or the destruction of his crops by hurricane or flood, may very properly be offered credit for a season at cash prices; so may the poor widow, whose children, this year at school, will be earning wages and able to help her next season. But in all ordinary cases the merchant, if only from a patriotic regard for the general well being, should inflexibly refuse to sell on credit, since such selling is, and must ever be to the uncircumspect majority, a temptation and facility for general improvidence and overtrading.

It has been questioned that the tendency of the times is toward cash transactions. That the growth of building associations, and the rapid increase of time payment systems, is evidence that the people are more attached now to the credit business than they ever were before, nevertheless, the drift of feeling throughout the country is in favor of a cash business, and the best proof of it is the fact that collections are urged, and made more imperative than was ever before known. The time was when a merchant sold his goods with the understanding that the purchaser was to pay at the end of ninety days. Now the time is more limited, and the buyer is expected to meet his obligations at the period agreed upon. The mere fact that time payment systems thrive in the city has nothing to do with the situation as regards the great majority of merchants who do business in the towns and villages.—St. Louis Grocer.

NEW THINGS FROM ABROAD.

A number of imported novelties in the house furnishing goods line will be introduced into the trade during the fall. The importers are now abroad in search of new and attractive goods, and every steamer brings over novelties for the American house furnishing goods dealer. To enter into a detalled description of all of these articles is impossible at this early date, as only a portion of the same have arrived. Of the many shown us during the past month, the following attracted our attention as being particularly novel:

A spice box cabinet containing a number of small round boxes with glass tops to show contents. A small nutmeg grater and spoon accompanied each cabinet. Spice boxes will also be shown made of tin and enamelled in imitation of natural woods, blue and white china, japanned and decorated in Japanese designs, etc. Handsomely decorated tin salt boxes, with a glass jar which can be easily removed for cleansing, will also appear. A variety of porcelain salt boxes with wooden hinged tops, finished in blue and white decorations will be offered to the trade.

Fruit knives, with porcelain handles handsomely decorated, also with imitation of ivory and pearl handles are very attractive; and should have ready sale with first-class dealers.

A new idea in the shape of a salad dish consists of a large circular bowl of white china, supported by the claws of two red lobsters. Accompanying the salad dish are a fork and spoon, the handles of which are of green porcelain made in the shape of pickles.

A variety of new trays are being imported; many of these are plain in colors with no inducement to catch the buyer's attention, outside of the fact that they are imported. The most attractive goods in this line are lacquered and decorated with Japanese designs; they come in three shapes, oblong, square, and round. There are also some very handsome trays made of papier-mache with embossed designs.

A decided novelty in the machinery line is a small grating machine with thumb screw attachment to fasten to the kitchen table. This little machine is for grating horseradish, vegetables, etc. The grating portion consists of a small tin cylinder which can be easily removed and cleaned after using. It is very simple and intended to sell at a popular price.

Sprinkling pots of highly colored enamelled tin with delicate floral decorations, are by far more attractive than any goods of the kind before offered to the trade.—House Furnishing Review.

Chafing dishes, says the House Furnishing Review, are reported to be growing more and more popular and large numbers are sold. The cooking schools are partly responsible for this, for they have shown what palatable dishes may be very easily served upon the table, without the trouble of being over a hot stove with one of the utensils. They are offered at almost all prices and some of the finer are very handsome as well as useful. The flat teakettle, to be used at 5 o'clock teas, is the popular style at this time, both in brass and copper. The rage for them does not appear to abate to any appreciable extent.

IDEAS FOR

Hardware Merchants.

By D. T MALLETT.

CONTENTS: Starting a Hardware Store; What Hardware Dealers may Sell; Hints about Inventory; Behind the Desk; Ratio of Expenses to Sales; Retail Advertising; System in the Store; The Use of a Store Window; The Holiday Trade in Hardware; John Jones, Jr.; The Successful Merchant; Parable of a Foolish Trader; Cordiality Between Competitors; Commercial Value of a Smile; More about Advertising; Business Education; Fable of the Magnet; Why One Merchant Failed; The Other Half; Cash or Credit; Don't Get Into a Rut; The Value of Price Lists; A Store Library; Books for Hardware Men; Advertisements of Leading Manufacturers.

PAPER BOUND, - - $1.00.

Sent, post-paid, on receipt of price by

J. B. McLEAN PUB., CO'Y,

10 Front St. E., Toronto.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

Crystographs.

TO REPRESENT

Stained Glass Windows.

A new and original process easily applied.

Cheaper than any imitation stained glass windows.

A LARGE ASSORTMENT.

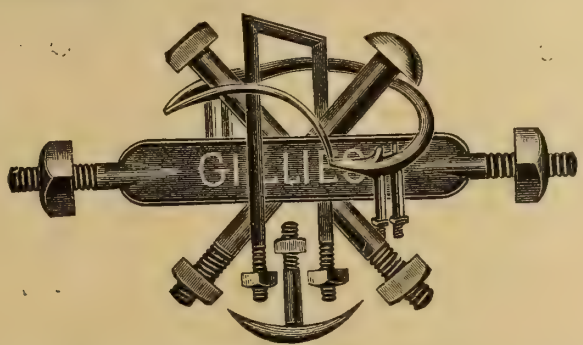
A. RAMSAY & SON,

Established 1842.

MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

Best in the World.

Wrapping Paper.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. Send for samples.

The Price Low.

WIRE!

This trade mark on the tin tag is a guarantee of first-class quality on all kinds of Wire, especially of

Copper Steel Spring Wire

A. C. LESLIE & CO., Agents,
445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"
PORTLAND CEMENT.
BEST ENGLISH BRAND MADE.

Canadian Consignees:
McRAE & Co.,
Ottawa and Toronto.

J. L. Goodhue & Co
DANVILLE, QUE.

For the convenience of Western trade a full assortment of Staple sizes of our Leather Belting is now kept by our Western Agent,

H. D. SIMMONS,
74 York St., Toronto,
TELEPHONE 2164.
Send in your orders.

SPOONS, FORKS ETC. STAMPED
1847 ROGERS BROS. A1
ARE GENUINE "ROGERS" GOODS

Excellent Quality! Reasonable Price!



ADAMS-MARS BEST.
GALVANIZED SHEET IRON. SP

Canadian White Enamel Sign Co.
All kinds White Enamel Letters and Numbers.
GEO. BENGOUGH, Mgr.,
10-12 Adelaide St. East,
Agents Wanted. TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	25, 26
Strip "	26, 27

Tin Plates—*Charcoal Plates, Bright.*

Bradley M.L.S.	Per box	
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 50	8 75
D.C., 12½ x 17	4 00	4 25
D.X.,	5 00	5 25
D.X.X. "	6 00	6 25

Note.–Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 00	8 25
I.X. Terne Tin	10 00	10 25
Old process I.C.		13 00
" " I.X.		16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½	6¾
26 "	7	7¼
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina ½ bright	2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c dis.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5½ 6
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4¾
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ½ to ½ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16½ 0 17½
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17½ 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05¼ 0 05½

Zinc Sheet.

5 cwt casks	0 06¼ 0 06¾
Part casks	0 06⅞ 0 07

Lead.

Imported Pig, per lb	0 03½ 0 04
Domestic "	0 03½ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 55 0 55½
Boiled "	0 58 0 58½

Turpentine (in bbls)

Selected Packages, per gal	0 44½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, one shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge 0 25
Thin card wads in boxes of 1000 each, 8 gauge 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18
Chisels—*Socket, Framing and Firmer*
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c:

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c;

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches.				
16 to 25	1.35	2.60	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Morgar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled. Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. o 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   Basis—30 to 60 dy 2 30
   40dy 2 35
   30 dy 2 40
   20, 16 & 12 dy 2 45
   10 dy 2 50
   8 & 9 dy 2 55
   6 & 7 dy 2 70
2. American Pattern Only
   from 4 to 5 dy 2 90
   3 dy. (lath) 3 30
3. Canada Pattern Only
   from 4 to 5 dy 2 80
   3 dy. (lath) 3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 25

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p. c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33½ per c

Rivet Sets.

Canadian, dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9¾ 10	11½ 11¾
¼, 5-16, ⅜ in.....	10½ 10¾	11½ 12
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " "	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each 1 75 2 75
" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes 3 25
" ½ and ¼ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c.

Ties.

Cow, per doz ..... 1 [illegible] 2 50

Tinner's Shears and Snips

P. S. & W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " } 4¼ 4¾
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz 1 25 2 00

SIMPSON, HALL, MILLER & Co.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

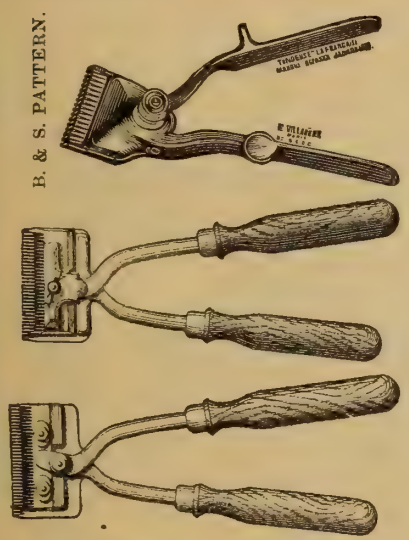
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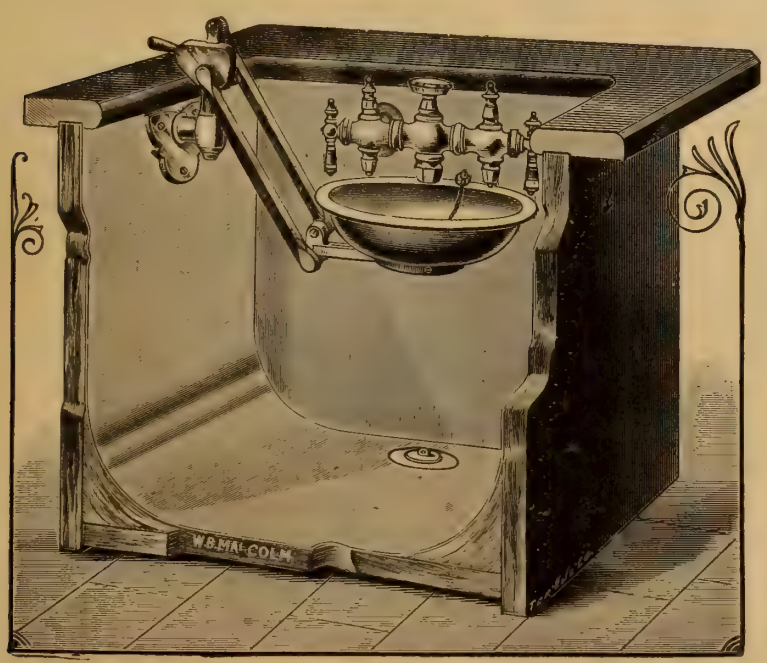
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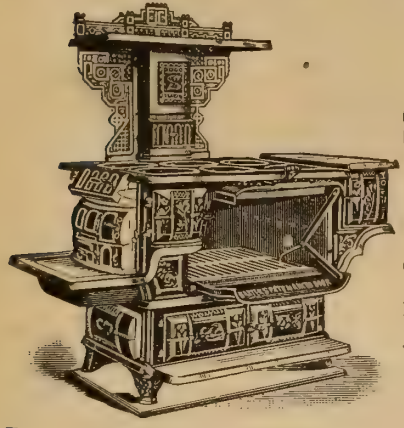
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VOL. IV. TORONTO, JULY 23, 1892. No. 30.

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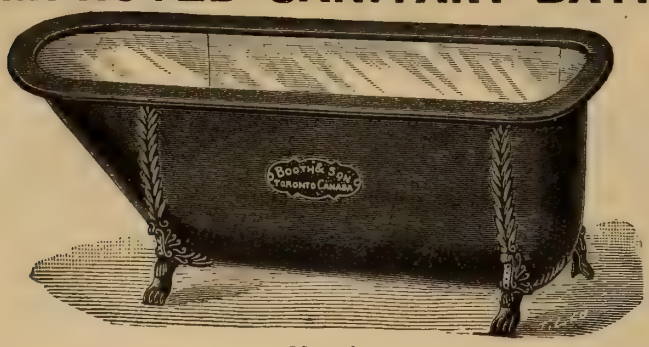
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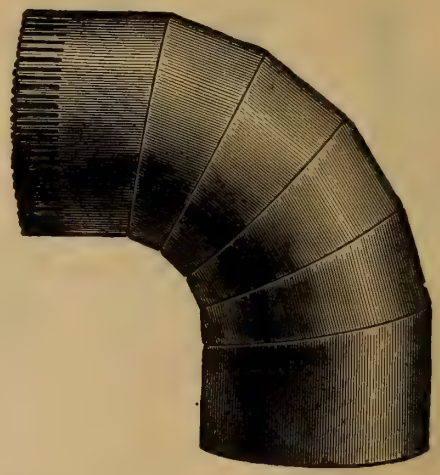
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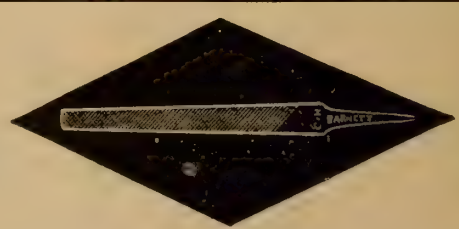
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Vol. 4. TORONTO, JULY 23, 1892 No. 30

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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It is altogether probable that the manufacture of binder twine in the Central Prison will be a success, tried by all the tests that are likely to be applied to the results of the experiment. It will furnish employment to a class of people whom imprisonment would make worse rather than better if they were confined in idleness; it will be likely to make the price of twine much lower than it is now; it will therefore please the farmers and weaken the hold of the concern which now monopolizes the manufacture and disposes of the distribution of binder twine; for reasons pointed to in last issue it will be unlikely to arouse the hostility of organized labor. But the work will have to be done on business principles if it accomplishes all that will be expected of it. An official will not be able to do it on business principles. The Patrons of Industry are as likely to make a success of general merchandise as the officers of a department are of a branch of manufacture. Again, if the labor is sold to some business man it is not certain that the best effects will be realized by consumers. The manufacture of locks in the Kingston penitentiary years ago was a good thing for the man who got it, rather a better thing than most monopolies are, because labor was cheaper than it is possible for combination to make it. The Farmers' Alliance of the State of Minnesota is now raising a fuss about a matter that should be instructive to the Ontario Government in its preparations for the starting of twine works in the Central Prison. The unsatisfactory results of the manufacture of binder twine in the State prison at Stillwater is what is agitating the Alliance. At a meeting in St. Paul on the 12th of this month the Executive Committee of that body declared that the twine made in this prison was put on the market at prices which favored the National Cordage Co., and a resolution was passed appointing a committee to inquire why the twine was from one to two cents dearer than it was a year ago, and about as much dearer than the Cordage Co's prices are now. If the prison cannot make twine as cheap as the Cordage Company, it must be for the reason that it has not the proper business capacity employed in its management, or because that the Cordage Company has a control of material or machinery that makes competition with it out of the question.

* * *

A manufacturers' list is a source of mischief if it is promiscuous in its composition. To work satisfactorily and to be fair, it must be very exclusive and admit no names but those of houses which do an unmixed wholesale trade, or which, doing a retail trade, carry it on as a business by itself. As soon as manufacturers allow any other principle of selection to determine additions to their list, so soon do they take upon themselves to interfere between retailer and retailer and adjust the conditions of competition between rivals. Manufacturers ought not to put themselves in any such position. It is not for them to put a makeweight on B that thereby A may outstrip him. If it were their province to do that, the race would truly not go to the swift nor the battle to the strong, but it would be of the combined manufacturers' doing. There are some associations of manufacturers that would doubtless be ready to admit that there was too much latitude allowed in the range from which nominations were originally made for election to their list. Sometimes expediency urged, sometimes competition was the spur. In the outset it was probably necessary in the case of some manufactures to make the list large that sales might be freely made against some established rival article. When one manufacturer would propose the name of a leading retailer another would be determined to make himself solid with another leading retailer, and thus the extension of the list would go on with the object of attaching trade. The rope and twine lists, the cut tack list, the lock list, the cut nail list, and the wire nail list contain the names of several retailers and thus discriminate unfairly against all others. The cut nail men claim that United States competition on the border is their reason for widening the basis of eligibility and putting some retailers on their list. The binder twine people of course make no pretence of trying to please the general retail trade. The other associations of manufacturers who have retailers on their lists probably started on a broad gauge of selection for the purpose not simply of selling but of planting a demand. Whatever the cause, the effect is always the same—to give some one retailer a monopoly in a given district. Take wire nails, for example. The retailers on the manufacturers' list can give contractors, builders and large consumers a discount of 75 per cent. Hence competing retailers not on the list must simply forego a trade in wire nails with such contractors, builders, etc., as the non-listed retailers themselves can get only 75 per cent. discount. Thus through their injudicious admissions to their list the manufacturers have made it possible for the chief consumers to buy wire nails at as low prices as the rank and file of the retail trade can

buy them. If a builder wants a keg of wire nails and he is reasonably close to a retailer on the manufacturers' list, he goes to such favored trader though he may have to pass the stores of a dozen other hardware men.

* * *

A report in another column shows that the business men of Montreal are not allowing the question of uniform customs appraisement to die from neglect. A strong deputation waited on Mr. Chapleau with the same representations that they submitted to his predecessor at the head of the Customs Department. His suggestion that an exhaustive list be drafted so that the duty upon each article could be entered after it, may be of some use as a preliminary to a consideration of the matter, but does not go far towards the settlement of it. It would be impossible to make a list in which all the distinctions that characterize articles could be admitted. The specializing circumstances of material, finish, composition, etc., are too numerous for it to be possible to make a list that would solve every puzzle that the appraiser would be likely to encounter in his actual work. Even if an exhaustive, properly classified list could be compiled, the appraiser would still have to know whether a given article was of this or of that particular subdivision of a particular class or in a subdivision of some other class. Something that a list cannot do is necessary. There has to be discriminating power, which experience and knowledge alone can give. There must be some regulating authority other than a list. The grave need there is for an assimilation of appraisements on the same class of articles at different ports requires that there should be little delay in the settlement of the matter. Importers whose goods are entered at a large port like Toronto or Montreal is handicapped by the difference in duty upon some articles in favor of some competitor whose goods come in through a port where there is little business done. The importer at the large centre cannot influence the appraiser, whose diversified and extensive experience makes him an authority unto himself, and he usually takes care that the [illegible]e loses nothing, no matter who does. [illegible]ther hand the appraiser at a port [illegible] business is small is not versed in [illegible]ions that constitute dividing lines [illegible]asses. Some goods are passed [illegible]ws nothing about, and he is more [illegible]endent upon the consignee, who [illegible]nts to get the goods in under the clause of the tariff that requires the least duty. The present loose way of valuing thus favors the smaller places. This causes prices to go to pieces all over the country at times, as it is often the cause of a cut being inaugurated by the trader who is thus favored. Thus hundreds of dollars are frequently lost on one line. Contracts on which metropolitan houses have figured have gone to rivals in smaller places because the appraisers differed. So important was the part played in prices by the less-experienced appraisers that importers whose place of business was at a large centre very often made entry of their goods at small ports. Some years ago certain lines passed free of duty at one point and were made dutiable at others. It is time that the possibility for all this sort of thing were removed. There is no trade that suffers more from it than the hardware trade.

* * *

Hardware merchants in this city are likely to have their attention called to the law relating to the storage of explosives, as some alarm has found expression in the daily press that disregard of the law in this matter might lead to great disaster. Not so long ago the whole town of Trenton was shaken with an explosion which resulted from a fire in a hardware store in that town. The damage was happily confined to inanimate objects, but might have been destructive of human life. In Oil City, Pennsylvania, one of the most fearful disasters occurred a short time ago through an explosion of a combustible that was in store. There is no saying where a fire will end if its beginning is fed by some such highly inflammable substance as benzine, petroleum, spirits of turpentine, gun-powder, nitro-glycerine, dynamite, etc. The Newfoundland visitation shows how unruly fire once well started always is. Manufacturers who have to make use of these combustibles should in their own interests, as well as those of the public generally. observe the strict letter of the law and keep the minimum quantity necessary for their uses. The by-laws of this city provide that only one barrel of benzole, benzine or other similar combustible shall be kept at once on any premises.

THE CUSTOMER.

The man who has a need, and that need not fully outlined in his mind, is the man whom you meet daily. Not one man in ten knows just what he wants when he enters your door. He may have looked over your competitor's stock and not been satisfied, or he may have become offended at the salesman across the street, because the said salesman was not gifted with sufficient patience to carry the customer over the sea of indecision into the port of positive selection. A few days ago, while standing in a large wholesale and retail hardware store, the attention of the writer was attracted toward a man, who, to use a simile, resembled a straw floating with the tide, stopping here and there, and then moving on in an aimless sort of way. It was plain that this man wanted something. The man stood around for at least ten minutes, and finally sauntered up to a clerk and said; "Got any files?" "Yes sir," said the clerk, "what kind do you want?" "Well, I don't know, let me see some." "Do you want flat, half-round or three cornered?" said the clerk. "Flat," I guess," said the man. The clerk got down a box of flat files and showed them to the customer, who, upon seeing them at once said they were too small. Another box met with the same criticism. By this time the salesman was commencing to fume, but he produced another box. The customer pushed this box aside, after a glance at the contents without any remark. "Got any files for wood?" At this the clerk's anger boiled over, and he said: "Why didn't you ask for wood files at first? I thought you wanted iron files." "See here, young man, if you knew more you'd make a better salesman. I wanted the box of files which I put on one side. I also wanted a box of wood files, but I'll get them somewhere where I can be decently treated." He turned round and walked out of the store and went a few doors down the street to a competitor.

This is an example of everyday business experience, and it is very provoking to take down all the goods you may have in a certain line, explain each little detail, compare different goods, and then have the customer say: "I do not care for any to-day, I'm just looking over the line, thank you." To say "no trouble at all, and call again," and say it without doing so through your teeth is a trait that goes to make up a good salesman, and to be a good salesman one must need have much of Job's patience, Solomon's wisdom, and no end of persistence. The salesman can do more to affect the balance sheet than he fully realizes. Suppose a customer comes in and asks for a lock for his front door, or a jack plain for his work shop, or anything else in this line of business. The point to be attained is to sell this man the very best you have in stock, and not a lock that is cheap or a wooden jack plane, when he would buy a steel one. If the salesman knows his business he can, in nine cases out of ten, convince the purchaser by common sense arguments that a certain high priced article is cheaper in the end than the low priced goods. Take yourself for instance. If you get a first class pair of trousers you feel better satisfied, even if it did weaken the purse for the time, and your tailor is better satisfied than if you bought a cheap pair. This is the same in the hardware line. If you would be a proprietor, first, be an A 1 salesman.

OUR LONDON LETTER.

LONDON, 9th July, 1892.

The volume of our shipments of metals and manufactures show a further decline, comparing last June with the June of 1891. The pig iron trade throughout the Middlesborough district has been quiet during the past week, and little has been doing, partly owing to the disturbed state of the warrant market. There is every indication of a quiet time coming on for the coal trade, and steam coal is selling for 2s. less than was the ruling price two or three months ago. Things are not settled among the miners. A vote has been taken on the question of abandoning the sliding scale system, and a large majority has voted in favor of doing so at the end of six months. This may mean more strikes, and the result is regarded as unsatisfactory by the older and more experienced men. I believe that another course will be taken to ascertain the real feeling of the men. The steel trade is improving a little, but the spurt is mainly in steel bar for tin plate purposes. This latter industry is gaining ground gradually, but there is no appreciable movement in prices. In Sheffield little business is being done, except in a few special departments; manufacturers attribute this slowness to the political elections now going on in this country and in the United States. Purchasers of iron, steel, and fuel do not go beyond present wants. Prices are rather easy. The heavy branches are fully employed on old orders, but in the lighter branches, many workers are unemployed. Makers seem disinclined to do much stocking. The leading cutlery firms objected some time ago to paying the old prices for work that was not ordered, and which would only be added to stock. The operatives, however, were stubborn and refused to budge an inch, but it has lately been discovered that the men at one establishment had consented to work at a 5 per cent. reduction and the trade union decided that the men in that department should all come out. This occurred last Saturday and is probably the beginning of a big dispute. The employees say that they can't afford to pay higher wages in view of excessive competition and bad trade. The Wolverhampton galvanized sheet trade is quiet, but is a little stronger than last week. Local manufacturers in Birmingham and district are much concerned at the progress of the United States scheme for obtaining preferential terms in various metal markets by means of reciprocity treaties. At a recent meeting of the local Chamber of Commerce attention was called to the treaty entered into between United States and Spain, but the Birmingham chamber is not prepared to advocate a policy of retaliation as urged by the Tariff Committee. The Tyne engineering firms are asking for a reduction in wages of 10 per cent, 7½ and 5 per cent. on different classes of work : it affects 15,000 to 20,000 men. This applies to all branches of engineering work.

The total quantity of iron and steel exported from England last month was 215,348 tons, valued at £1,813,407; June 1891, 358,895 tons, £3,068,000; June 1890, 346,704, tons £2,616,964. I give below the figures for the six months trade, ended June last, compared with the same periods of 1891.

	Exports to British N. America, 1891.	1892.	Total exports to all countries, 1892.
Hardware:			
£	50,910	46,842	1,094,764
Iron pig :			
Tons.	6,607	8,169	332,391
£	18,217	20,887	860,136
Bar, angles, bolts, etc.:			
Tons.	3,001	2,413	89,003
£	23,305	19,406	594,312
Railroad iron:			
Tons.	35,073	28,282	193,417
£	172,259	114,507	954,388
Hoops, sheets and boiler plates:			
Tons.	3,007	3,065	56,505
£	24,585	22,678	518,883
Galvanized sheets:			
Tons.	1,387	1,284	76,570
£	23,425	21,020	1,030,121
Cast and wrot' iron and other manufactures :			
Tons.	5,449	5,675	172,965
£	61,390	53,033	2,291,038
Tin plates:			
Tons.	6,451	7,304	206,777
£	110,815	110,793	2,824,042
Steel, unwrot':			
Tons.	6,995	6,301	71,235
£	67,570	58,344	842,786
Lead, pig, sheet, etc.:			
Tons.	1,901	1,124	34,887
£	25,314	13,699	434,020
Tin, unwrot':			
cwt.	1,172	3,475	53,482
£	15,013	16,471	155,477
Steam engines:			
£	14,594	5,289	1,681,561
Machinery, general:			
£	41,192	71,629	6,045,687
Cement:			
Tons.	12,564	8,848	231,746
£	24,245	16,326	435,357
Seed oil:			
Tons.	1,909	2,025	36,253
£	43,340	38,874	721,940

THE INCREASE OF INSOLVENCY.

The usual half-yearly return of commercial failures has been published and it appears that there has been a large increase all round. In the wholesale branches the number is 548 against 499 in the June half of 1891. There were 4,008 retail failures as against 3,388, or an increase of 18½ per cent. These failures are distributed pretty evenly over all trades.

THE ROYAL AGRICULTURAL IMPLEMENT SHOW.

This society,s annual show has just been held. There were 5,430 exhibits of implements. The portable engines shown were identical with those exhibited during the last few years. These engines seem to have reached such a stage that further improvement is uncalled for. There were no novelties of construction. Castings did not seem to be so well finished as they used to be. It has been said lately, more than once, that English foundry practice is retrograding, because English moulders of the first quality cannot be had, the operations of the trade unions tending directly to discourage the development of excellence. There appeared also to be much "reedy" wrought iron in connecting rods and valve gear. English engineers have something to learn in connection with the continental plan of lagging cylinders with close annealed sheet iron. Our people are too fond of screws. There were several oil and gas engines on view and there appears to be a very favorable future for these motors, especially the oil engines. Petroleum is used for propelling launches on the Thames. The exhibits at this show do not call for extended remarks as not being of paramount importance to readers of HARDWARE.

THE LONDON CONFERENCE AND CANADA.

The second Conference of Chambers of Commerce throughout the British Empire was held in London on the 28, 29, 30 June, and 1st July. The amount of business to get through was very considerable and the attendance was representative of the Empire. Lord Brassey carried a motion affirming the expediency of a closer commercial union between England and the Colonies. Mr. N. Lubbock then moved a revolution "that a commercial union, within the British Empire, would tend to promote its permanence and prosperity." This also was agreed to. Mr. Medley, a free-trader, then moved that any union based upon preferential duties would be politically dangerous and economically disastrous ; and that a better arrangement could be arranged by the Colonies adopting, wherever possible, a free-trade system. Sir Chas. Tupper opposed this and moved an amendment proposing that England should allow Canada a preferential duty not exceeding 5 per cent "on certain productions." This was defeated by 79 to 34, and when taken by Chambers, was defeated by 55 to 33. Mr. Medley's resolution was then carried by 47 to 34 votes. There was a motion drawn by the Montreal Chamber in favor of a slight differential duty, and one by the Winnipeg Board of Trade in favor of a discriminatory tariff. The resolution affirming absolute free-trade of course stopped these motions.

At the present time there seems no chance of any such policy coming into effect. Certainly not if the Liberals come into power. They are dead set against this policy. The question has not been even attended to by political candidates. Lord Salisbury is, however, not wholly averse to the suggestion of reciprocity. The Liberals in any event will only have a bare majority, in the near Parliament, and perhaps not that.

NEW GOODS.

THE HULL PATENT WEATHER STRIP.

In the accompanying cut of The Hull Patent Weather-Strip, A is a solid piece of wood which is screwed onto the casing of door or window through holes, F F, placed at regular intervals ; B is movable part of strip attached to A by screws E E, working free in A. D D are coiled springs allowing B to expand or contract, thus enabling a large or small space to be made air tight by adjusting screws E E. C is a strip of rubber inserted in B, fitting snug to door or window thus keeping out all cold, wind, dust, &c, and prevents rattling. The Weather Strip can



be furnished all sizes and in any desired wood or trimmings. It is manufactured by the Hull Weather Strip Co. of Sherbrooke, Que., in their works at Lennoxville. The range of manufacture includes weather strip for doors, windows, cabs, cars and steamboats. It can be applied readily by any carpenter. The company have a large budget of testimonials given by persons who have used the Weather Strip and found it satisfactory and fully up to the claims made for it.

OUR MICA AND PLUMBAGO DEPOSITS'

J. L. Wills, mining engineer, Ottawa, had the following to say the other day about our mica and plumbago ;—While the phosphate demand is slow, the trade in mica is largely on the increase, and as this mineral is always found in the phosphate rocks what is lost in the low prices of phosphate is more than made up in the growing demand for mica. The mining for both minerals go together, and where formerly tons and tons of mica were thrown away as useless in the mining for phosphate, now this mineral is largely sought after as furnishing one of the most needed component parts of electrical appliance. Stove mica, owing to the fact that hot air and other furnaces are superseding the stove, has dropped in value ; but it is not transparency, but freedom from iron which is required for electrical work, and the demand is now for dark and amber mica. This mica boom does not benefit the owners of the phosphate mines so much as it does the miner and prospector, and it supplies a market for the surplus labor let loose on account of the drop in phosphate.

There is an immense deposit of plumbago or graphite in Ottawa county, and, though for some time there has been very little said about it, I notice that recently there are quite a number of inquiries about it, and in the near future it is bound to take as prominent a position in the mineral wealth of Canada as phosphate. There is no pratical difficulty in seperating this plumbago from the rock, and placing it on the market in merchant-table shape. The failures of the past in plumbago mining in Canada is no criterion by which to jndge the future. The trouble lay in the fact that the right appliances were not used and modern machinery brought into requisition. With modern ideas and inventions utilized graphite mining is bound to be a success.

Plumbago or graphite is used at present largely in the manufacture of stove polish, anti-friction powder, and iron molds, and the finest variety for crucibles and pencils. The quality of graphite found in Canada is equal to any on the continent. What is wanted particularly is the proper placing on the market of the Canadian article. At present the large houses in the trade which use graphite draw their supplies from mines in which they have personal interests, and the Canadian article has to fight this opponent before it can be successful.

WHERE THE JOKE COMES IN.

An exchange tells of a Hagerstown, Md. hen that laid an egg, upon the shell of which was the imprint of a foreign piece of money : the date 1822 and the word "Constitution" can easily be deciphered. If that hen story is true it was a most miraculous lay, if not, it is a marvellous lie.—Detroit Herald of Commerce.

Deaf and dumb beggar—"Say, pard, did yer see that dude jest went by?" Blind beggar—"Yaas ; what of him?" Deaf and dumb beggar—"I'd a' killed him if he hadn't gave me a dime." Blind beggar—"Why?" Deaf and dumb beggar—"He was whistlin' 'McGinty.' That tune allus makes me sorry I'm a himposter.—Harper's Bazar.

"Look here, waiter! Didn't I give you a dollar when I first came in?" "Yes, sah." "And you've kept me here nearly three-quarters of an hour." "Yes, sah. I done that to show you dat I couldn't be bribed, sah."

Miss Thumpp-Hardie—Did you ask Mrs. Nexdoor if my piano playing disturbed her baby? Servant—Yes, mum ; and she said the baby liked it, and she was much obliged to you for playin' so much. Miss Thumpp-Hardie—Did she, really? Servant—Yes, mum. She said it saved her th' trouble of poundin' on a tin pan.

"Why, Bridget," exclaimed the housewife, "I can write my name in the dust here!" "Deed, ma'am," replied Bridget, admiringly, "thot's more nor I can do. There's nothing loike education, afther all, is there, ma'am?" —Washington Star.

Mr. Williams (Fanny's admirer)—"Is your sistah going to the seaside this summah, Tommy?" Tommy—"That all depends on you. Heard ma say that if you and Fanny were engaged before the season opened, there wouldn't be any sense in her going."—Texas siftings."

"Look yere," demanded the city marshal of Boomopolis, Oklahoma, bursting into a room where several prominent citizens were congregated, "what's the cause of this rumpus? Whatever are you doin' with that tourist?" The tourist in question was stretched on his face on the floor with four prominent citizens holding him down, one seated on each corner. "Makin' him useful as well as ornamental," was the reply. "Playin' checkers on his pants. It's your move, Hammerslaw.—National Tribune.

Landlord of Seaside Hotel—"Where are all the young ladies this morning?"

Head Waiter—"They are out on the water killing a shark."

L.—"Killing a shark? That's a curious pastime for young ladies."

H. W.—"It's a man-eating shark, you know, and they're afraid he'll get hold of the only man that's here."—New York Press.

Brown—"Did you take any holidays this year, Jones?"

Jones—"Yes, of course."

Brown—"How did you manage your business while you were away?"

Jones—"Oh, I just took my advertisement out of the papers until I returned, so there was no business to manage. Capital idea, wasn't it."—Tid Bits.

THE ST. JOHN'S, NEWFOUNDLAND FIRE.

A naval force under the command of Sir Baldwin Walker, is engaged blowing down the dangerous walls. The safes belonging to most establishments have been opened. The bank vaults, court records and savings bank-books are in good order. The records of the Crown Lands Department are all destroyed. The manuscript of the important Acts passed during last session have also been destroyed, and there is no copy extant The largest mercantile establishments had English safes, and all proved worthless, the contents being completely destroyed. Taylor's safes all came through the fire unscorched internally. In one case there was a Milner and a Taylor in the same bnilding. The contents of the former were destroyed, while those of the latter were intact. Consequently the Canadian safes are now in great demand. Public gratitude to the Canadian people for their prompt assistance is warmly and universally expressed.—The Empire, July 16, 1892.

It has been ascertained that the total amount of the insurance on the property destroyed will reach four millions and a half, but this will not cover more than one-third of the losses sustained. One peculiar feature of the conflagration has been the test it afforded of the value of rival makes of safes. Those manufactured by Milner have been found useless, while those made by Taylor, of Toronto, proved perfect. The test ought to prove of the utmost value to Canadian trade as some of the most serious losses have been caused by safes proving unreliable.—The Gazette, Montreal, July 14.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

"OVERSTONE" Bicycles.

Close Prices for Import on application.

COLONIAL AGENTS FOR BRITISH MANUFACTURERS.

On various occasions of late we have been in receipt of complaints from agents in some of the colonies in relation to their treatment by the British firms they represent. We have not been in a hurry to bring forward these complaints, being under the impression that there is a good deal to be said on both sides of the question; but, as it is urged that British trade may suffer—indeed, that it is suffering already—from the misunderstandings in question, we propose to-day to give selections from the correspondence which has been addressed to us, in the hope that this publicity may lead to explanations and, in the near future, to a better state of things. In so doing we admit freely that the whole subject bristles with the difficulties which are inevitable when the parties are separated by thousands of miles and can only approach each other through the not always satisfactory medium of correspondence. Letter-writing is not yet one of the fine arts comprehended by the average man of business, and, even when both the parties are able to say what they mean in the best and clearest manner, the letters are a poor substitute for actual personal communications. One of the chief complaints set forth by the colonial agents is in relation to what they term the "greediness" of home manufacturers. Says one of our correspondents on this head:—"Greediness shows itself in two ways. First, by jealousy of the success of an agent. When the firm at home finds the agent in the colony building up a business and getting a large income—running, perhaps, into four figures—the temptation is strong to try and reduce the commission account; but the agent, knowing that his exertions (very ill-paid in the earlier years) are now only bearing fruit, naturally resents this, which he calls sharp practice. In the second manifestation this greed is mixed up with want of confidence. The agent reports that he has interviewed ——— & Co., who promise an order, which will go through their usual channels. The order comes from a merchant firm in London, with no indication that it is from the colony, and the principals say, 'We are not going to credit you with that; how do we know it is your order?' This again creates friction and distrust, culminating, perhaps (as in one recent case), in a letter from the agent to his principals throwing up their agency, and another to their chief opponents asking for the privilege of representing them." It is obvious that there must always be a difficulty in identifying particular orders when they come through merchant channels, but we fancy the matter would be made relatively simple if the agent would be at the pains to particularize the probable requirements of his customer. That done, the manufacturer would have something to guide him in recognising the order when it came to hand, and confidence would be created between the parties. Another correspondent, writing from Australia, makes the following comments on the subject generally:—"The distance between principal and agent creates difficulties more especially because of the utter ignorance on the part of principals of the conditions of trade in the colony where the agent lives. A wise manufacturer takes a trip round, discounts from his experiences the effects produced (a) by the fact that he is a principal, (b) that he is only a visitor, not settling permanently; then if he appoints an agent, who must be a permanent resident, not a bird of passage, and is not the principal, he should be prepared to treat him fairly and generously. Another absurdity too often perpetrated is for an English or other firm to offer a local man the agency at 1 or 2½ per cent., the agent to bear all expenses, with no assurance that the business shall be guaranteed to the agent for more than a year or two—that is to say, the agent is to spend valuable time, and use local knowledge and experience that have cost him much to acquire, in introducing an article into a very slow—if not hostile—market, with the risk that when he has done all the hard work the harvest will be taken from him. The difficulty of knowing how a man will turn out when he gets away form the restraints of home and English life to a place where he is less known, where the atmosphere is full of speculation, is a very serious one." The substance of all this, of course, is that manufacturers and their colonial agents must have confidence in each other if they are to work together successfully. In many cases there is no doubt that both are at fault. The manufacturer is not sufficiently careful in making the appointment, or the agent does not think out the subject in all its bearings. Now and then either one or the other is unfair, and endeavours to get the best of the other party to the agreement. Occasionally the agent is not properly credited with the commissions due to him, and can only secure satisfaction by unpleasant and possibly costly investigations. On the other hand, agents do not always act fairly by their principals—indeed, the foibles and faults of human nature get play on both sides, and fiction is the inevitable result. For these faults there is no remedy, but many causes of trouble may be avoided, we are convinced, by greater care being taken in drawing up the agreements between the parties, by occasional visits of the agents to the United Kingdom, in order that they may see what the works are capable of producing, and by occasional visits of the manufacturers to the colonies, in order that they may see what the consumers there require. These visits should not be too far apart. If they take place every four or five years the parties will be kept in sufficiently close touch, and in either case they will be enabled to gain much useful information. This applies more particularly to the manufacturer, who must need the information more than the agent, and who cannot fail to gain numerous valuable "points," even if he does not book a single order on the journey.—The Ironmonger.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

W. Gilchrist manager of the Kingston locomotive works, has gone to Glasgow to reside permanently.

On Saturday the employes of the Greening wire works, Hamilton, held a successful picnic at Niagara Falls.

The contract for the heating apparatus of the public building at Peterboro' has been awarded to McGuire & Bird, of Toronto.

Wm. Lucy, Australian representative of Pilkington Brothers, St. Helens, Eng., is at present in Montreal on his way to Australia via C. P. R.

Mr. T. B. Hall, was elected President, and Mr. A. C. Flummerfelt, Vice-President of the Victoria (B. C.) Board of Trade, at their annual meeting some days ago.

The Hamilton Powder Company's factory on Vancouver Island has closed down for an indefinite period, the supply of explosives in store being far in excess of the demand.

The merchants of Nanaimo are organizing a fire insurance association. They claim they are paying the insurance companies a higher rate than is paid in other cities, it being 5½ per cent.

A big pic-nic was held at Dundurn Park, in Hamilton, on Saturday last, under the auspices of the Moulders' Union of that city. Many were present from other towns and cities.

A. Anderson & Co., a Toronto firm wants to know what inducement the city of London will offer if their fire alarm manufactory will remove to that city. This was referred to the special committee on industries.

The manufacturers of the "Happy Thought" range are endeavoring to restrain the manufacturers of the "Happy Dream" range from using the word "Happy" in the name of their stove. The action is pending.

Daniel Webster, tinsmith, of Fergus, went to sleep in his wagon the other day, when he fell out on his head. His left ear was torn almost completely off, probably by a wheel of the vehicle, his forehead sustained a big cut, and the thumb of his right hand was dislocated.

A new machine has just been patented by Mr. Gaudrie of Port Hope, for the purpose of putting Labels on bottles of all sizes and kinds, and also on fruit and other cans of all sizes, and on square packages of all sizes. The capacity for labeling beer bottles is from twenty-five to thirty thousand per day, and it will do easily from eight to twelve thousand tins and three-pound fruit cans. The management of this device is in the hands of Alonzo W. Spooner, of Port Hope, the Copperine man.

Samples of ore from the McWilliams copper mine in Dummer township near Peterborough, were sent to Messrs. Dewar, of Toronto, to be assayed, and their report shows that the samples averaged 36 per cent. of copper. If the lode holds out at this rate it will be one of the richest copper mines in Canada.

Nothing has appeared in the Associated Press dispatch in years to arouse the public to such a sense of the necessity for judgment in the security of papers and valuable documents as the St. John's fire, when nearly all foreign safes proved worthless, and those of the Canadian manufacture of J. & J. Taylor alone stood the test.

C. M. Counsell, of Hamilton; John Freeman, William Kerns and David Ghent, all of Burlington, Ont.; David Rich and William Beddoe, of New York, are seeking incorporation as the Hoffman Patent Caster Company, of Canada, with headquarters at Hamilton, and a capital of $60,000.

The Times office received a pleasant call one day last week from Mr. John Cameron, who is representing the J. B. McLean Printing and Publishing Company, of Toronto. Mr. John Bayne McLean, the popular secretary of the Canadian Press Association, is the president of the Company, and his brother, Hugh C. McLean, is the secretary. They print and publish the following trade journals :—THE GROCER, HARDWARE, BOOKS AND NOTIONS, DRY GOODS REVIEW, and other papers.—Dresden Times.

Items having appeared in the papers cautioning the public against forged $10 notes of the Ontario bank, the manager of that institution authorizes the statement that there are no known counterfeits of the $10 notes now issued by the bank, which are of a reddish color, dated 1st June, 1888, and payable in Toronto. A forgery of the $10 notes issued by the bank 1st November, 1870, payable at the Ontario bank, Bowmanville, and of a light green, almost white, color, has been in circulation for about fifteen years, but as the bank has been withdrawing bills of that date from circulation since the counterfeit was discovered, there can be very few genuine bills of that issue unredeemed by the bank.

This week HARDWARE had the pleasure of a call from E. K. Watson, representing The Fox Cutlery Co. of Montreal. He showed a full range of patterns at the Queen's hotel, and has booked some nice orders in the city. In conversation, he said that his company had had numbers of inquiries from all parts of the Dominion about their Columbus pattern of knife, which was noticed in HARDWARE some little time ago; also that their advertisement was bringing in inquiries and orders from all parts of Canada. Mr. Watson has just returned from an extended trip through the provinces, and will make a thorough trip through Canada.

The London Tool Company employes are to enjoy a half holiday on Saturday afternoons during the warm term, beginning last Saturday.

The McClary Manufacturing Co., London, find their works in that city do not afford them all the room their output calls for. They are now after the old Dundas foundry. If they get that they will send patterns there for the manufacture of some of their lines.

J. H. Brent, late in the employ of Benny, McPherson & Co., Montreal, has secured an engagement with the old established house, Caverhill, Learmont & Co., Montreal, to represent them over the ground lately covered by A. Welch, who has lately resigned.

The hardware store of Joseph Codville, Woodstock, was burglarized early on Tuesday morning. Goods to the value of $150 were stolen. Among the articles missing are about 10 dozen razors, several revolvers, two dozen pocket knives and some gun fixtures. A drawer in the office was forced open and a gold watch taken.

The Prize List of the Toronto Industrial Exhibition ought of itself to beget a big interest in the great Fair, as it offers substantial inducements to producers to exhibit the products of their handiwork, manufacture or culture that should bring many competitors together. The Prize List is very lengthy, and the classes are so diversified as to give a chance to all varieties of product, while the prizes are ample and well graded. The List should be very thoroughly distributed among the people, as a perusal of its pages will suggest to many a man to enter something that he never thought was comprehended in the scope of the Industrial's intended exhibits. The great Fair is sure to be a success, and everybody should con its Prize List with the object of ministering to that success.

The E. B. Eddy Co. report business satisfactory. Their branches at Montreal and Toronto and their agents and travellers from the Atlantic to the Pacific coast are crowding the house at Hull with impatient orders. Since responsible branches have been opened at Montreal and Toronto under direct control from headquarters at Hull, and since paper has been added to the Company's other lines of manufacture there has been an immense increase in business, as the wholesale trade and the jobbers in nearly every line of business are now purchasers from the Company direct. The rapidity with which the paper branch of the business has developed is beyond the most sanguine expectations of that most sanguine of men Mr. Eddy. Their paper mills with three machines, already the largest in Canada, are to be supplemented with a 96 machine, which is expected to be in operation by October of this year. The hardware, shoe and leather trades handle their Manillas, Shoe Brown and Brown Wrapping in large quantities.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."

BRITISH SHEET GLASS
P.B.

These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

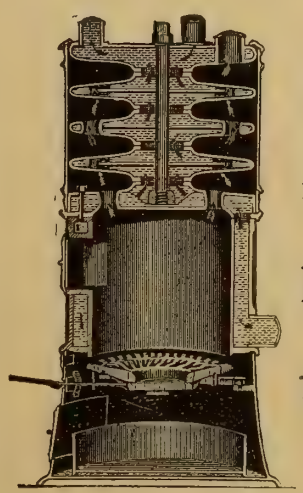
From $1.80 per cask upwards.
FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

Thos. Firth & Sons, Ld.,
Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,
Bessemer Steel,
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MONTREAL AND TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
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GUARDS—

Basement Window Guards; Factory and Mill Window Guards; School and Church Guards; Store Front Guards; Office Counter Railings; Inside fine woven wire Blinds, lettered or plain.

WRITE FOR CATALOGUE.

Manufactured by THE B. GREENING WIRE CO. LTD., Hamilton, Ontario.

HOW ABOUT THAT VACATION?

Have you thought of the matter of a vacation either for yourself or your clerks? It is a question of the greatest importance. It is possible for a man to work hard at the desk or behind the counter every day in the year, or seems to be so with some, but there certainly comes a time when a rest is needed. There comes a time when nature asserts herself and demands a change.

In these days of rush and close application there is a great deal more reason for recreation than in the days gone by when everyone took life a little more moderately, believing that nothing was to be gained in health and happiness by hurry and worry.

All this has been changed in the constant chase after the American deity, the almighty dollar. It is work, work, work, from morning till night, day in and day out, throughout the month and year. Some men in their eagerness to secure wealth do not take time for sufficient rest at night and the result will be a short, if lively, career. Nature must have some compensation or she will retaliate and then it will be too late to repent.

This state of things may apply more to the large cities than it does to the small ones but it is none the less true that all business men wherever they may be should have a short breathing spell at least. The clerk in the country doubtless works just as hard if not harder than the clerk in the city and he invariably has to work longer hours. No one will deny that he has the right to a vacation as well as his city cousin.

It is the plan of some country merchants to let off their clerks for a day or two at a time when they cannot spare them for a week or two. This is a good plan as far as it goes and is much better than no vacation. A day or two to hunt or fish will do a great deal for a clerk in the country and perhaps he will enjoy several of these short vacations better than the city clerk well enjoy two weeks taken all at once. It takes longer for the young man in the city to get to a place where he can hunt and fish, and for that reason he needs more time.

A good custom has sprung up in the cities of closing up stores in the afternoon of Saturday during the summer months. This applies more to wholesale houses than to retail, though there ought to be a closing up of all. In this way the clerks get a chance for a little outing every week, and they are not obliged to use Sunday for that purpose.

What is true of the city might be applied to the country, but for the fact that country people do some of their heaviest trading on Saturday so that it is necessary to keep open house on that day. This is only another argument in favor of a generous vacation for the clerk in the country. He does not have an equal chance with the city man in this respect.

It would be a good step in the right direction if people could be taught to show a little more consideration for those who are shut up in the store from morning till night, by regulating their trading in such a manner that the clerk might have his evening at least to himself and one afternoon a week also.

What are the advantages of giving an employe a vacation with salary continued? It will give him more love for his employer and make him more alive to the interests of his employer. He will be on the alert to do some good turn to help along the business. This of course should always be the duty of the employe, but even duty needs some encouragement. The vacation will return the clerk to his accustomed place with renewed vigor for his work and he will be worth a great deal more to his employer than if he had not been given the change.

The merchant himself needs some recreation and he should take it when he finds a good chance. It will do him good to throw off the cares of business for a season and seek out enjoyment in some place where his attention will be attracted to other things. By all means give your clerks a vacation and take one yourself.—Stoves and Hardware Reporter.

UNIFORM CUSTOMS APPRAISING.

A deputation of wholesale merchants waited upon the Hon. J. A. Chapleau, minister of customs, at his office in Montreal on Friday morning. Their purpose in doing so was to ascertain if greater uniformity could not be secured in the interpretation of the tariff. The deputation was headed by the Hon. Ed. Murphy, and upon it were C. P Hebert, vice-president of the Board of Trade and J. B. Learmont, H. Newman, Henry Miles, J. P. Cleghorn, J. Kerry, A. Ramsay A. Masson, J. A. Cantlie, G. Macpherson, R. Angers and others. Hon. Mr. Murphy presented the deputation, and was followed by J. P. Cleghorn and J. A. Cantlie for the dry goods trade; J. B. Learmont, Real Angers, T. H. Newman and Gordon Macpherson for the hardware; A. Ramsay for paints and oils, and Henry Miles and John Kerry for the drug trade. Each gave instances where appraisers at different points classed certain articles under different heads. In some cases the difference in the duty amounted to 20 per cent. This is particularly the case with brass goods and cutlery, which were sometimes classed under two or three different headings. By some appraisers palette knives, tailors' shears, oyster openers etc., were called cutlery and a duty of 25 per cent. imposed, and by others as tools and 30 per cent. charge. The members of the hardware trade also seized upon the occasion to protest against item 52 of the Customs act which discriminate against them, as by its terms the duty upon damaged iron and steel goods is not refunded.

Hon. Mr. Chapleau listened to the deputation and acquainted himself with the details of the case. He expressed his willingness to do all he could to meet with wishes of the deputation, and suggested that, perhaps, the most feasible method of getting around the difficulty would be for each firm to send a list of their goods to the department, so that a complete catalogue might be prepared and the duty placed opposite each article. The deputation thanked the minister for the interest he had manifested and withdrew.

HE WAS A ST. LOUIS DRUMMER.

Said John D. Patterson, of Kansas City: "There was a very mad conductor on the east-bound Kansas City train the other night. The car was crowded and I shared my seat with a St. Louis drummer, who was bent on having a good time at the expense of his fellow-passengers. As the conductor came along a dog under our seat began to snarl viciously. The conductor looked hard at the drummer. 'No dogs allowed in the coaches; take him into the baggage car,' he said. Not my dog,' replied the drummer as he made a vicious kick. The cur went howling under the seats the full length of the car. The passengers became interested. The conductor, porter and brakeman made search for him. He continued to run and howl. The passengers joined in the search, but no dog could be found, and the quest was finally given up. Just as the passengers had settled into a doze the dog set up a heart-breaking, ear-piercing howl. The search was renewed, but without success. As we pulled into Bunker Hill the dog got under the wheels, and his death song was something appalling. The conductor was overjoyed. He got off and looked for fragments of the dog. The drummer had alighted, and as the conductor called all aboard he put down his grips and filled that train from engine to sleeper with dog fights. He was a ventriloquist. The conductor was so mad that he forgot to take up tickets for forty miles."—Interstate Grocer.

An order-in-council has been passed by the Dominion Government, adding the computing scale manufactured by the Computing Scales Company of Dayton, Ohio, to the list of scales which may be admitted to verification, and that the fees for verification be fifty per cent. higher than that charged for ordinary scales of like capacity.

THE ONTARIO TACK CO
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton, Ontario.
SP

PURE PREPARED PAINTS

FLOOR PAINTS.

FOR HOUSE USE.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.





See That Seal?

It Means Something



It means that wherever you find it in green on a package of Paint, Oil, Varnish, or Glass, the contents of that package is of pure quality and the highest possible grade.

Walter H. Cottingham & CO.,

Sole Proprietors of the Green Seal Registered Trade Mark.

MONTREAL.

TRADE MARK J REGISTERED.

TO CARRIAGE HARDWAREMEN :

Do your customers want cheap hand drilling machines. Our No. A 1 is better value than cheap imported tools. If they want a better article, our Nos. 0, 1, 2, and 3, though more expensive, are well worth the difference in price. We can suit you in price and quality.

A. B. JARDINE & CO.,
Mfrs. Blacksmiths' Tools,
Hespeler, Ont.

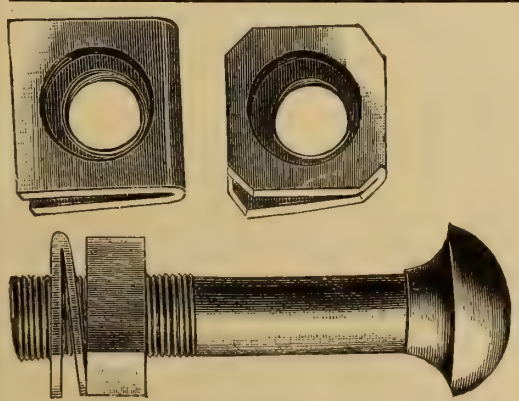
Painters' Brushes.

With FLEXIBLE BRIDLES attached. Specially designed to supersede the old-fashioned Twine Bridles.

TWINE, MONEY AND LABOR SAVED.

CHAS. BOECKH & SONS, Manufacturers,
TORONTO.

For sale by all leading Hardware, Paint and Oil Trade.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

I. H. CAMERON, 10 Front St. E.

TWO HARVEST EXCURSIONS

Via the Chicago. Milwaukea & St. Paul R'y, on Tuesday, August 30th, and September 27th, '92.

Where the grasses are kissed by the wand'ring breeze,
And the fields are rich with the golden grain;
Where the schooner ploughs through the prairie seas.
To its destined port on the western plain;
Where homes may never be sought in vain,
And hope is the thriftiest plant that grows;
Where man may ever his rights maintain,
And land is as free as the wind that blows.

For further particulars apply to the nearest Ticket agent, or address A. J. Taylor, Canadian Passenger Agent, 4 Palmor House Block, Toronto, Ont. 31

HOTELS AND PUBLIC PLACES

GERMICIDE

URINALS

USE SPOONER'S
"PHENYLE"
BANNERMAN'S PATENT.
SANITARY CUBE
DISINFECTANT
DEODORIZER
GERMICIDE
PREVENTS DISEASES & BAD SMELLS IN SINKS, URINALS AND STABLES WET OR DRY PLACES, AND MOTHS IN FURS, CLOTHING, ETC. ADVISED BY HIGHEST AUTHORITY.
ALONZO W. SPOONER,
MFR., PORT HOPE, ONT.

URINALS

ALONZO W. SPOONER,
PORT HOPE.

FIREARMS TO MINORS.

The new criminal code for the sale of firearms to minors provides as follows :

Everyone is guilty of an offence, and liable, on summary conviction, to a penalty not exceeding $50, who sells or gives any pistol or air gun, or any ammunition therefor, to a minor under the age of 16 years unless he establishes to the satisfaction of the justice before whom he is charged that he used reasonable diligence in endeavoring to ascertain the age of the minor before making such sale of gift, and that he had good reason to believe that such minor was not under the age of 16.

2. Every one is guilty of an offence, and liable, on summary conviction, to a penalty not exceeding $25, who sells any pistol or air gun without keeping a record of such sale, the date thereof, and the name of the purchaser, and of the maker's name or other mark by which such arm may be identified.

TURPENTINE IN STORAGE TANKS.

The storage system which has done so much for the developement of speculation in pig iron, petroleum, wheat and other commodities is likely to be adopted, according to a Southern contemporary, by the producers and factors of spirits of turpentine in Savannah. These trades are now considering a proposal to erect several iron tanks of a capacity ranging from 1000 to 2000 barrels. The object is to provide some means of holding the stock off the market at times when prices are low and thus retain it until its sale at a price profitable to the producer can be effected. Herein the turpentine men are taking a leaf out of the Standard Oil people's book. The manner in which the tanks will be conducted is that producers or other persons storing turpentine shall receive receipts for the amount. These receipts it is proposed to make negotiable at the banks in Savannah and New York. At any time on presentation of these receipts and payment of storage charges the amount of spirits for which they call can be obtained. This will, of course, afford a fine field for speculation. The producer will be enabled to hold his crop until he thinks the prices warrant him in selling. In so doing he will defer the making of another crop or the extension of his business at least until he is able to get back the money which he has put in the crop stored by him, instead as at present being compelled to sell out at once and immediately begin the work of making a new crop to keep abreast of the procession and keep out of debt. There are a number of reasons why turpentine cannot be stored in barrels or shipped, the chief reason being that its tendency to evaporate is so great that heavy loss is entailed upon the owner who holds his spirits for any length of time. London is said to be the only place in the world, with the exception of the Standard Oil Company, and, perhaps, other similar corporations, where turpentine is stored in tanks to supply a regular demand and control the market. In London there are tanks with a capacity of over 50,000 barrels, by means of which that market practically controls the supply, and is enabled to largely dictate the price. This is especially injurious to the Savannah market, as when sellers there are inclined to boom the market and advance prices, they are liable at any time to be undersold by London. Savannah is credited with receiving three-fourths of the entire supply of spirits turpentine of the world, but it has never been in position to make use of the advantages given it by reason of not being able to store and hold the product.

CASH VS CREDIT.

On this subject Jeremiah Banks writes as follows to the Stoves and Hardware Reporter : It may be an old subject, but I think there is no one that ought to be agitated more among dealers than that of cash or credit. It is a subject which is of great importance to the retail dealer, and the use of the cash system when once taken up will not be laid down again.

The great trouble in changing from a credit to a cash basis of doing business is in getting started. It is hard to change ones habits of doing business—not so much so for the dealer as for the customers.

There are so many people who get into the habit of buying on credit that they never have any money. It disappears in some unknown way, the people themselves do not know exactly how. The trouble is probably that they spend it for something which they do not need on credit. Quite a poor way to reason no doubt, but nevertheless it will be found to be true in many cases.

While it may look hard to refuse credit to a man who is working by the month and only gets his pay at the end of the month, it is a good thing to teach him to save his money so he can pay as he goes.

In changing from credit to cash it is best for a dealer to give sufficient notice of his intention, and then if people are not prepared it is not his fault. If they are not ready for the change they should not blame the dealer.

There is another curious fact in this connection. There are a great many people who ask for credit simply because they can get it and not because they do not have the money to pay for goods. They are very likely to kick about changing the method but they will show up their pocket books just the same when they find they have to do so.

Some time ago I got to thinking the matter over and came to the conclusiou that I was not doing as well under the credit system as I ought to do. I had too many accounts on my books that were past due and in some cases there was not much show of getting any money out of them. Then, too, there were some of these customers that I could just as well get along without if they did not want to patronize me after I put my business on a cash basis.

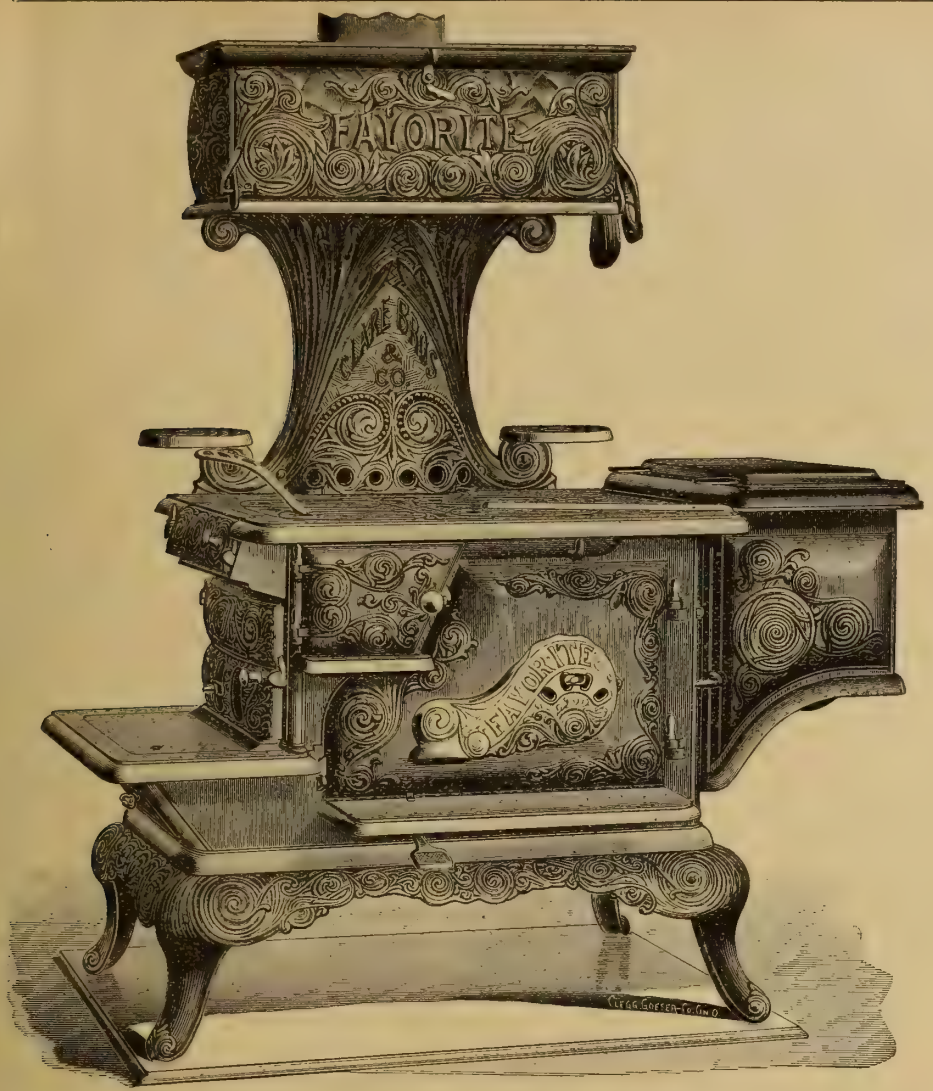
Taking all things into consideration I thought I would try the cash method and see what would come of it. So I gave two months' notice that I would hereafter do business for cash only, and that I desired to have all accounts squared up within the next sixty days. Well, as might be expected, I got a heap of free advice, and insinuations that I would lose all my trade, but all that made me the more anxious to put my new method into practice.

At last the sixty days was up and I started out with most of what was owing me settled up, or arranged for in good shape. At the end of the first week under the cash system I could not see that very much difference had been made in trade and the cash drawer was lots heavier than it had ever been in any ordinary week before.

There was some complaint of course. It was to be expected. There was 'Squire Higgins who sent down after a bill of goods and wanted them charged. Well, now ordinarily I would as soon charge a bill for the 'Squire as for anyone, but the trouble was that I had given out that I would do business for cash only and I did not intend to break my word even for the President of the United States. So I sent word back to the 'Squire that if he wanted the goods he would have to send the money for them, as I was doing a strictly cash business and could not favor him any more than anybody else. He sent the money down but he did not like it much, and threatened to trade where he could get better terms. I noticed though that he did about the same amount of trading with me as usual, and what was more he never attempted to get goods again without the cash.

That was one instance, but it was not the only one. There was some I had to refuse credit to that I was sorry for, but they learned a lesson by it and now are among my best cash customers. They were people like those I mentioned who got in the habit of getting credit so much that they never had any money. When they discovered that they could not do as they had been doing they began to be more careful and found it was not so hard to save money after all.

I found a good deal of satisfaction in my change, as I could tell every day just how much I had made. There was not the uncertainty about making collections that there had been before. There was no trouble in keeping the books straight either. Then, another thing I found as time went on, I could buy goods of the jobbers at better ad-



As stated in last week's issue, it is our intention to present to the trade a number of lines of

New——
Cook Stoves and Ranges

in succeeding issues of HARDWARE.

The accompanying cut will serve to illustrate our line of

Favorite Diamond Ranges

which possess many new and special features, particulars of which we will be pleased to mail upon application.

Clare Bros. & Co., Preston, Ont.

MAKERS OF FINE STOVES, RANGES, ETC.

vantage when I was doing a cash business. I found that I could get some very good bargains for cash, so I was benefited in more ways than one. Seeing that I could afford it I began to reduce prices a little and let people understand that it was on account of doing a cash business that I could give them more goods for the same money than I could before.

One day Jim Jenkins, one of my poorer customers, came into the store and said, "Mr. Banks, I'm glad you started in on the cash basis. I didn't use to have any money at all to spend, but since I have had to save it on your account I have learned to save in other ways so that now I am much better off. Then your prices have been put down and of course I like that. I'm going to pay for everything as I go after this whether I have to or not. It's the best plan every time."

I know several of my customers feel the same way and I am glad on their account as well as on my own that I started out to do business for cash down.

It is a well recognized fact that no business establishment is complete without some cash carrier system. Attention is called to the Whiting Cash and Parcel Carrier. It seems in it impossible for anything to get out of order,as there are no cords or springs. Merchants throughout the country, who give it a trial, may satisfy themselves of its merits. feeling satisfied that where once introduced it would never be parted with.

SARNIA, Ont., June 8, 1892.

H. E. WHITING, Esq., London :

DEAR SIR,—I have been using your Cash Carriers for a long time, and must say they fill the bill in every particular, especially as to their keeping in order. It seems to me that they could hardly be improved on.

I remain, yours truly,

(Signed) JOHN LEYS,
Late Leys & Morrison.

This carrier has been in use two years and six months. adv

Perhaps the most interesting development in the house furnishing line lately is the increased use of aluminum for kitchen utensils. As is well known, this metal possesses qualities which adapt it remarkably well to many uses for which tin, iron, silver and nickel are now used. It is light, having a specific gravity of only 2·6, and is remarkable for its slow oxidation. In other words, it is almost unaffected by the air, and will stay bright better than silver. In years gone by the cost of production, in its pure state, was so great, although very abundant, that its use was very limited. Recently the cost has been greatly reduced with a corresponding increase in its use in the arts and industries. A use to which it has been put is for the covers to agate and other ware. Preparations are making to utilize it in the manufacture of teapots and teakettles, and doubtless many other articles will soon be offered made of this valuable metal.

Goods conveniently located save time, money and temper in showing.

MARKETS

MONTREAL MARKETS.

MONTREAL, July 22, 1892.

HARDWARE.

There has been no such improvement in the market for heavy material as will correspond with that shown in several other lines of business, and we have to report another quiet week of it. In fact it is unusually so for there is hardly even the ordinary jobbing sales of pig iron to report, while in other lines remarks about dullness can be made without fear of contradiction. In fact the only lively spot in the situation at present is the life shown by shelf goods and ordinary hardware which is continued. This is a good sign but the iron dealers generally would like to see a more active disposition regarding crude material. They argue that buyers are not by any means heavily supplied which is certainly a reasonable asumption or the imports of iron have been less than those of last year and at the same time the exports of Great Britain from the various producing centres between the 1st January and the 1st July has fallen off 144,000 odd tons as compared with the same period in 1891. At primary markets however, there is a generally easy and steadiness of prices for heavy sorts and what jobbing is done is on a steady basis. The same remarks apply in other lines which are mostly all unchanged.

PIG IRON.

There has been nothing to note regarding pig iron during the past week, in fact no transactions at all came under our notice. We quote Summerlee and equal brands $19, Eglinton $18.40, and Carnbroe $17.50.

BAR IRON.

Bar iron has been quiet in sympathy with other lines and there is no business of importance to report unless an occasional jobbing sale can be called such. We quote $1.85 from makers and $1.90 in an ordinary jobbing way.

SCRAP IRON.

Some small sales of scrap are all there is to report, the figures being steady. We quote wrought scrap $15.50 to $16, cast $13 to $14.

TERNE PLATES.

Business doing in terne plate is small with no change of any kind to mention. We quote ternes $7.25 to $8, merchant plate I C 20x28, $13.50 and I X $16.

TIN PLATES.

Tin plate has not shown any change, but the easiness is still noticeable and prices are nominal. There is little or no business doing. We quote cokes $3.30 to $3.50 and charcoal $3.75 to $4.50.

CANADA PLATES.

There has been litterally nothing doing in Canada plates. We quote $2.50 to $2.60, according to quality.

COPPER, ETC.,

Copper and tin continue dull and unchanged. We quote copper 13 to 14c., and ingot tin 23½ to 25c.

NAILS.

Nails are still quiet and there is no change one way or the other calculated to develope anything interesting in the face of the prevailing dullness.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

GENERAL HARDWARE.

Business this week has been good, and all the houses report plenty of orders for all staple lines of shelf goods, while the reports from the country are more encouraging. Lamps, knives, in fact all lines of miscellaneous hardware are picking up, and dealers feel correspondingly cheerful.

CHEMICALS.

Chemicals are still dull and quiet, the only business doing on spot is for actual wants.

Bleaching powder,	$2.30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.28	to	0.32½
Cutch,	0.08	to	0.09
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

The cutting has led to a little more business in glass, but the market has not taken on any real activity. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.15 to $3.40 for thirds and fourths.

OILS.

There is little doing in oils and prices are unchanged. Cod, Newfoundland, 45c. ; steam refined 45c.; linseed raw 56 to 57c.; linseed, boiled 59 to 60c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25 ; turpentine, 49 to 50c. Less 3 per cent. 30 days.

PAINTS AND LEADS.

The market is quiet and steady, no noteworthy business transpiring during the week aside from the ordinary jobbing run. We quote:—Government standard, $5.50 to $6; No. 1, $5.00 ; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c. ; red lead, pure, 4½c.

NAVAL STORES.

There has been very little doing in naval stores, business in fact being below the average for this season of the year. We quote : Turpentine, 47 to 48c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 13½c. for smaller sizes.

CEMENT AND FIRE BRICK.

Arrivals of cements have been in the vicinity of 15,000 casks, the great proportion of which have gone through to the west. There is no change in the general condition of business, which remains dull. Firebricks are in fair demand at $15 to $22 per 1,000.

PETROLEUM

The business in this line works smaller, both American and Canadian being neglected. We quote as follows :—Canadian, 11c. at Petrolia, 12¼ to 12½c. in car lots at Montreal, and 14c. for single casks ; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia ; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent off for cash ; American benzine, 23 to 25c., and Canadian, 13 to 13½c. in bulk Petrolia: 15c. in car lots, Montreal.

Lithographed Stove Boards.



Original designs and in the highest style of the Art.
See our samples before ordering.

Refrigerators. Ice Cream Freezers.
Oil, Gas and Gasoline Stoves.
Brass Bird Cages.

If you want a Coal or Wood Furnace write our Nearest House.
We guarantee Satisfaction.

THE McCLARY MF'G. CO.,
LONDON, TORONTO, MONTREAL, WINNIPEG.

TORONTO MARKETS.

TORONTO, July 22, 1892.

HARDWARE.

The general report of trade credits buyers with little zeal for business these days, though this is varied by a good showing on the part of some houses in the way of trade in harvest tools. The call for these continues to keep up well. Orders are now forwarded by jobbers to the manufacturers and these are still able to send along supplies, though some of them are tried, the preparation for the season's trade not having been made in anticipation of any such run. In other lines trade does not make much ado in the warehouses, in fact there is a conspicuous lack of buoyancy or activity. The trade in binder twine is not receiving much attention at the hands of hardware jobbers. The changes for the week are few and slight. Enamelled kettles, owing to the Homestead strike, have advanced 10 per cent. on the list. The call for this class of ware has been very greatly stimulated by the discontinuance of the manufacture of seconds in granite ware. The stove men report the trade for this month exceptionally good, far ahead of that for last July, retailers having evidently taken the hint given in these pages and forwarded early orders. Delivery is now going on. The western trade is limited by the small pox in Victoria, which affects business throughout the greater part of British Columbia. It is almost useless to enumerate articles below, there is so little doing.

BINDER TWINE—Is unchanged. The jobbers are not paying much attention to this line.

BOLTS—Discounts continue as they were. Trade is very light.

BUILDERS' HARDWARE—The dulness is unbroken.

CORDAGE—No change in price is reported, and trade is fair. The basis is 11¼c. for manilla, 9¾c. for sisal, 8¾c. for tarred lath yarn, 7½c. for jute.

HORSE NAILS—The discount is 60 to 60 and 5 per cent. from the list.

HORSE SHOES—The price is $3.60, and nobody is buying in quantities of any magnitude.

NAILS—Trade is quiet. The stoppage of the Montreal cut nails works is not expected to have any serious effect on supplies. Prices are unchanged.

METALS.

The market has nothing to show in the way of great achievements in trade. A commonplace movement to keep consumers going on is all there is to report if exception be made for one or two round lots of spelter.

ANTIMONY—Trade is on the small side, and prices are steady at 14½c. for Cookson's and 13½c. for other brands.

CANADA PLATES—There is some delivery, but otherwise no movement. Prices go from $2.80 to $3,10.

COPPER—The price in New York is far from strong, and quotations waver from day to day. Here transactions have been more numerous, but large lots have not been in request. Lake ingots are 13¾c., casting brands 13¼c. Round lots sold at lower prices.

GALVANIZED IRON—A fairly good demand continues. The price is unchanged, 28-gauge being 5¼c.

LEAD—Outside, the position of lead has grown more unsatisfactory, the price having gone down in New York last week. On spot the quotation is 3⅝c. for imported and 3⅜c. for domestic.

SHEET ZINC—The trade is small at present. Cask lots are 6⅜c., broken lots 6⅝c.

TIN—The operations of buyers in New York have had rather a healthful effect, but here there is nothing to report that is new in the situation. Pig tin quotes at 24½c.; for large quantities this would be shaded.

TIN PLATE—The week's transactions are of small moment, and the market price holds at the points quoted last week, that is, at $3.65 for cokes, $4.25 for I C charcoals, with a dollar to be added for each cross.

IRON AND STEEL.

The pig iron transactions that may be credited to this week's trade are not large and have gone chiefly, almost altogether, to the benefit of United States makers. An iron that finds wide sale in the west is Pioneer. This is gaining ground, though its foothold has been good for some time. For Scotch irons there is very little demand.

Bar iron is still quoted at $2.05 and upwards. The demand for it and other manufacturing material, as steel, etc., is now at a low ebb.

OILS, PAINTS AND COLORS.

The trade in Paris green is well kept up by orders from some parts of the country where the bugs are not yet exterminated or where the state of growth is not so far advanced as in the general run of the crop.

EASTLAKE
MANUFACTURED BY
METALLIC ROOFING Co
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL SHINGLES

Linseed oil is in some demand. The quotation remains 57½c. for raw and 60½c. for boiled in 1 to 3-barrel lots. Two cents is allowed off these prices delivered in Toronto, Hamilton, London and Guelph. For larger lots the quotation is ½c. lower. The quotation given last week on spirits of turpentine is still current, being 48c. with freight allowed. Paints are now out of demand, as they always are in the fly season.

PETROLEUM.

A very slow business is done in Canadian refined oil, and no change in the price has occurred. Quotations are 14 to 14½c.

The Petrolia Advertiser reports :—Petrolia crude $1.26¾ per barrel ; Oil Springs crude $1.27½ per barrel. The drill still keeps hammering away punching holes down into the earth and a small quantity of oil is being daily obtained from each new well, sufficient to keep up the requirements of the Canadian people. The stock of oil during the last month has slightly increased in the hands of the different tanking companies, but the stocks in the hands of refiners are less than they were this time last year, and we consider that the present production of crude oil is about equal to the requirements of the country. The refined oil market is dull, and we quote oil in bulk at seven and three quarter cents (7¾c.) f. o. b. here, 60 days or two per cent off for cash.

GLASS.

The business in window glass affords little material for comment, being now limited and continuing at unchanged prices, or on a basis of $1.35.

OLD MATERIAL.

The quantity of stock offering is large, but the outlet that the foundries afford is also enlarging, and the state of trade is now rather better than it was a week ago. Prices remain the same throughout the list. They are for No. 1 heavy cast scrap 65 to 70c. per 100 ; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms,8c; light scrap brass 5½c.; heavy

GALVANIZED BUCKETS---English and American Patterns.
Japanned Ware. Stamped Ware.
Pieced Tinware.

Water Coolers, Baths, etc.

Thos. Davidson & Co.,
474 St. Paul St., Montreal.

MONTREAL Markets continued

yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs ; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c ; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, SKINS, WOOL, TALLOW.

HIDES—There is no change in hides. No. 1 green cows' are 4½c., and other grades quote accordingly while cured are 5c. in carloads.

SKINS—Lambskins are 40c., and pelts have been advanced to 30c. Calfskins are 5 to 7c.

WOOL—The market is quiet at 17c. for combing and 20c. for clothing fleeces. The prices of pulled are 21½ to 22½c. for super and 25 to 26c. for extra.

TALLOW—The prices are 2c. for rough and 5 to 5½c. for rendered

AMERICAN METAL MARKET.

NEW YORK, July 22, 1892.

The market for the leading productions of the rolling mills is kept quite firm by the unsettled conditions of affairs in the West and local labor trouble. The curtailment of production due to these difficulties is, however, the chief, if not the only support. In any event it does not appear that new orders of any magnitude are being placed, while considerable work that would otherwise likely be under way is held in abeyance pending indications that orders, if placed, would be executed satisfactorily. Railroad patronage continues disappointing, and inquiries for rails, track supplies, rolling stock, etc., are not such as are needed to encourage expectations of an immediate turn in affairs for the better.

For some brands of foundry pig iron very fair orders have been placed by regular buyers, but the general demand is slow and hesitant, as might be expected in the face of the unsettled conditions of affairs in the manufactured goods trade, and the undertone of the market rather weak. On Northern brands the quotations are $14.50 to $15 for No. 1 X foundry, $13.50 to $14 for No. 2 X foundry and $13.25 to $13.50 for grey forge. Southern brands quoted at $14.25 to $15 for No. 1, $13.50 to $14 for No. 2 and No. 1 soft, $13 to $13.50 for No. 2 soft, $12.50 to $13 for grey forge

Foreign pig iron, spiegeleisen, etc., still neglected, and prices can not be gauged with any accuracy at the moment.

Old material remains very quiet, and the little business that passes is at about former prices. The quotations given are $17.50 to $18 for iron tee rails, $14.50 to $15 for steel rails and $16 to $16.50 for No. 1 wrought scrap iron, all f.o.b. Jersey City.

TIN—Pig tin prices have dropped about ¼c. per pound under the influence of a reaction in the London market. There has been very little speculative business on the decline, however, and only routine purchases were made for trade account. Straits in 10-ton lots was valued at about 20¾ to 20.80c. for prompt delivery. In London the decline has been to £95 12s. 6d. for prompt and £95 10s. for future deliveries.

COPPER—Copper is quiet. The leading producers make no special effort to sell, outside lots are not offered as freely as they were a week ago and consumers buy very indifferently. In the absence of business prices are uncertain, but 10⅜ to 11½c. for Lake Superior ingot and 10¾c. for common casting copper are marked as fair, nominal quotations. The London market has been easy. Tuesday's cables quoted merchant bars £44 10s. to £44 12s. 6d. for prompt, and £45 for future delivery.

LEAD—Pig lead has dropped to 4.10c., at which price about 400 tons have been sold. The demand at present is slow, and, with rather free offering from some quarters, the market wears a flat, weak appearance.

SPELTER — Western spelter is moving slow, and the market for the metal remains flat. There are sellers at 4¾c. for July and August shipment, and a few buyers at 4.70c.

TIN PLATE — Tin plate remains unchanged, except to the extent that ordinary cokes may be secured for future shipment at easier prices. The general demand is light.

SOMETHING ABOUT WHETSTONES.

"An important industry of the world is the production of whetstones," said Curator Merrill, of the Smithsonian Institution, to a reporter. "Civilization may be said to depend primarily for its developement upon edge-tools, and so it is interesting to consider the most improved methods so far devised for the sharpening of the implements used in the mechanical and other arts. The finest whetstone known for the sharpening of fine edge-tools is obtained from Arkansas. In that State there are beds of what is called 'novaculite,' which is what is scientifically known as an 'altered schist.' This means a deposit of a flinty nature, usually combined with limestone, the rock thus produced being changed in such a manner molecularly, by processes not altogether understood, as to supply a surface most suitable for grinding. Arkansas furnishes the entire supply of novaculite for the United States, also filling a large part of export demand, which is very considerable. The main deposit of the material is in a single hill, about 500 feet high. For the sharpening of keen-edged tools, razors excepted, this novaculite is unrivaled. It is a very beautiful stone, of snowy whiteness, and is quite costly, because it has to be cut by diamond dust, owing to its extreme hardness.

"Next in point of quality for whetstone purposes is a gray fine-grained sandstone from Orange county, Ind. It is called, indifferently, 'Hindustan stone,' or 'Orange county stone.' Very commonly it is made into long spikes for sharpening knives in the kitchen, and for this purpose it is far better than steel. Another sandstone employed for the same purpose is quarried in Cortland county, N. Y., and is called without any reason 'Labrador stone.' It is of a dark-gray color. A still coarser whetstone, for scythes and other such tools, is made from Berea grits, a sandstone found very near Berea, Ohio. Also there are certain qualities of fine grained mica schists, a crystalline rock of quartz and mica, which are obtained from New Hampshire and Vermont and utilized for hones wherewith to grind tools of the bigger sort. But it must be understood that there is hardly such a thing as a whetstone quarry. Nearly every quarry from which whetstones are derived is worked chiefly for obtaining building stone, the small pieces of particularly fine grade only being utilized for making whetstones.

"Three stones imported from abroad are employed in this country for whetstones. Best known of these is the German razor hone, which is commonly used by barbers for sharpening their razors and is in all probability the best substance for the purpose known. It is found chiefly near Ratisbon, Germany, in the old river bed. During the era of geological formation the river brought down to that point mud, which was deposited on the bottom. This mud varied in material from one season to another, depending upon the source from which it was derived, so that during one year it was white, and during another blue. Subsequently, in the course of ages, the mud became stone, and now the white layers serve to sharpen the blades by which civilized men all over the world keep their faces clean of hair. Because the white stone is costly, it is usual to back a thin slab of it with another slab of the cheap blue stone, fastening the two together with cement. Such is the ordinary razor hone of commerce. There are two other foreign whetstones commonly used in this country. One of these is a fine-grained schist from Scotland known as the 'Water of Ayr,' and used much by carpenters and stonecutters for rubbing down the surface of other stones. The other is the 'Turkey oilstone,' resembling novaculite.

"The stones used in this country for grindstones are mostly from Ohio and Nova Scotia, the latter supplying the best grade, which does excellently for scythes. Of foreign grindstones most come from England. Of all whetstones the most curious and interestlng are those which are utilized by engravers to sharpen their engraving tools. They are of every shape imaginable, from long needle-like points to fine-edge sticks, the object being to grind the little points and edges of the steel instruments which could not be sharpened upon an ordinary stone.—Iron Industry Gazette.

Twenty years ago the buyer went to the seller, now the seller goes to the buyer. This is not to be taken literally, of course, as if the seller was required to hawk his wares from door to door, but the whole tendency of modern business methods is that the man who has something to sell seeks out the buyer, a complete reversal of former conditions, when he who was in want of something sought out the seller. The tradesman, who now-a-days contents himself with a dignified seclusion petrifies into a statue. The live man advertises, circularizes, thrusts his personality in a hundred ways on the notice of the public, presents his wares so that they speak for him, considers the taste of buyers creates wants and desires, and studies the convenience of customers.—Iron Trade Review.



Is so constructed that the razor cannot cut the edges. The Leather and Webbing are made specially for this strop. The best value ever offered in Canada.

The Hemming Bros.' Co., Ltd.,
76 York St., Toronto.

"IDEAS FOR HARDWARE MERCHANTS,"
JUST PUBLISHED
PRICE $1.00 POSTPAID.

This novel book is the only book ever written especially for Hardware men, and every Hardware Merchant will find it of decided help and of intrinsic value. It tells HOW TO ADVERTISE a Hardware Store. HOW TO DRESS a Hardware Store Window. HOW TO SELECT Seasonable Goods and HOW TO DISPLAY them to best Advantage. HOW TO MAKE a success with Hardware. HOW TO COMPETE with "Department Stores." HOW TO TURN a Credit Business into a Cash Business. HOW TO AVOID Bad Debts and Increase Trade. HOW TO SECURE Low Quotations from Jobbers and Manufacturers. HOW TO ARRANGE the Fixtures in a Hardware Store. HOW TO TREAT and Manage Clerks. HOW TO KEEP your Accounts with the Least Labor. HOW TO SYSTEMATIZE your Business and Arrange its Details. HOW TO ARRANGE Price Lists. HOW TO MEET close Competitors and HOW TO BE ENTERPRISING. HOW TO PROPERLY proportion Store Expenses, and thousands of practical hints for Hardware Merchants.

"Ideas for Hardware Merchants" sent postpaid upon receipt of price.

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10 Front St. East, Toronto.

DON'T PAY $40 For a "Metal Ball" Cash Register

When you can buy this one, guaranteed equal in every particular to the SUN or any similar machine for

Only $25

We make 34 different kinds of Cash and Autographic Registers at prices from $12 up.

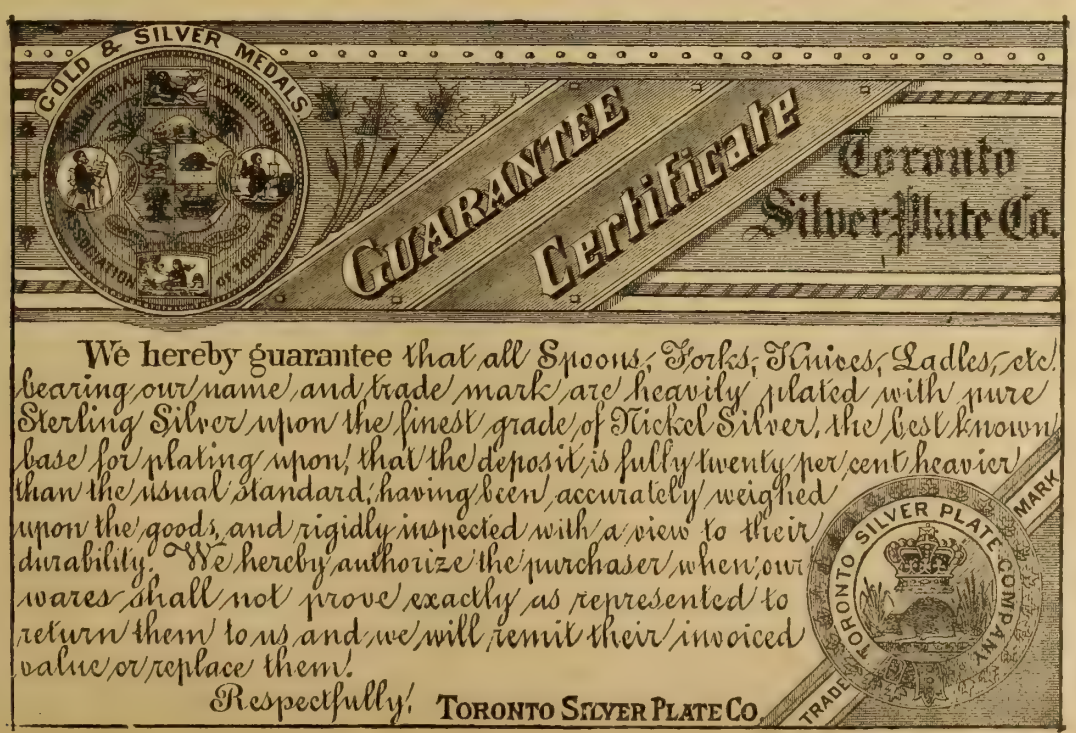


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Dayton, Ohio, U. S. A.

Canadian Salesrooms: Toronto, Ontario, 63 King Street W; Halifax, N. S., 107 Holles Street; Montreal, P. Q., 174 St. James Street; Winnipeg, Man., Main and Queen Sts

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Fac-similie of Guarantee Certificate accompanying all flatware stamped "Toronto Silver Plate Co."



E. G. GOODERHAM, Manager. JNO. C. COPP, Sec'y-Treas.

INTEGRITY IN BUSINESS.

Mendacity, plain lying, has been the flagrant vice of all ages. Some heathen philosophers taught their disciples that to lie for one's country was commendable patriotism. A subtle and dangerous error underlies the proverb: "The end justifies the means." Petrarch, the Italian poet, presents a noble example of truthfulness—pity so few of his compatriots have been emulous of his example. He was called to testify in a court room and advanced to take the customary oath when the judge interposed: "Not so, Petrarch, thy word is as an oath." What higher tribute could be offered to integrity? His oath is of liftle value whose unsupported word is worthless.

Another false maxim, as suspicious as it is dangerous, is this: "Of two evils choose the least." We say never choose either of two evils. If compelled to submit to an evil let it be the least, but choose it never. "Will you be honest if I buy you?" was the question a gentleman in a slave market put to a negro boy who importuned him to become his purchaser because of the look of pitying kindness which shone in his countenance. "I'll be honest whether you buy me or not." was the answer of the "brother in black." Noble words, worthy a noble success.

There is far more individual integrity than corporate honesty. There is a modicum of truth in the saying, "corporations have no souls." A corporation will be heartless, any director of which would, in similar conditions, be generous. It always pays to be honest in business transactions.—Selected.

THAT RAISE OF SALARY.

When you have an opportunity to be of more value to your employer, don't make the mistake of trying to get a raise at once, because you have him on the hip. Don't try the "I'm going to leave Saturday" scare.

Clerks who have been kept right along through the dull season; clerks whose errors and weaknesses have been overlooked; clerks who have been coached and trained; clerks who have been given a stock in trade, so to speak, by the experienced obtained; don't make spectacles of yourselves, when the clerk above you, possibly in charge of the stock or buyer of the stock, is sick, leaves or is changed, by trying the "force" gag. When you are asked to assume the more responsible position, do it with might and main; show a disposition to succeed and appreciation of the opportunity given. Then, at a proper time, make any request, or ask for consideration.

The clerk or man, in any position, who acts on the principle "that now he sees his chance to force them to his terms," is building his house on sand.

Don't do any building on a sandy foundation. A solid masonry or rock foundation is yours to build upon; don't be deceived into using baked sand for solid rock.—Ex.

GO TO THE ANT, THOU HUSTLER.

Energy or industry—which is the more important factor in business life? Which of the two is more likely to command business success? Energy seems to play a most important part. We say seems for it shows to better advantage—impresses itself more on the attention than its quieter and slower sister, industry. It shows more in action; it is more noisy, perhaps, and captures the ear as well as the eye. It rivets the attention by its rapid action. It has the rattle of the express train rather than the easy glide of the swift-moving cruiser. But is it really more effective? We doubt it. Energy moves quickly—the chances are greater it may move without reflection.

The Dominion Cartridge Company, and the Hamilton Powder Company have opened an office, in Vancouver, B.C., on powell street at the corner of Carrall street. The head office of the companies in this Province is in Victoria, and their business has hitherto been transacted through an agent. The business has, however, so largely increased, and since this is their chief shipping point, owing to their magazine being situated here, they decided to open up offices, and there is no doubt but that Vancouver will in a short time be made their headquarters. H. W. Maynard will be in charge of this office, and Mr Scott, the General Manager for the Province is also in the City at the present time.

THE JAMES SMART M'F'G CO. LIMITED
BROCKVILLE, ONT.

STOVE PIPE DAMPERS.

"EXCELSIOR"



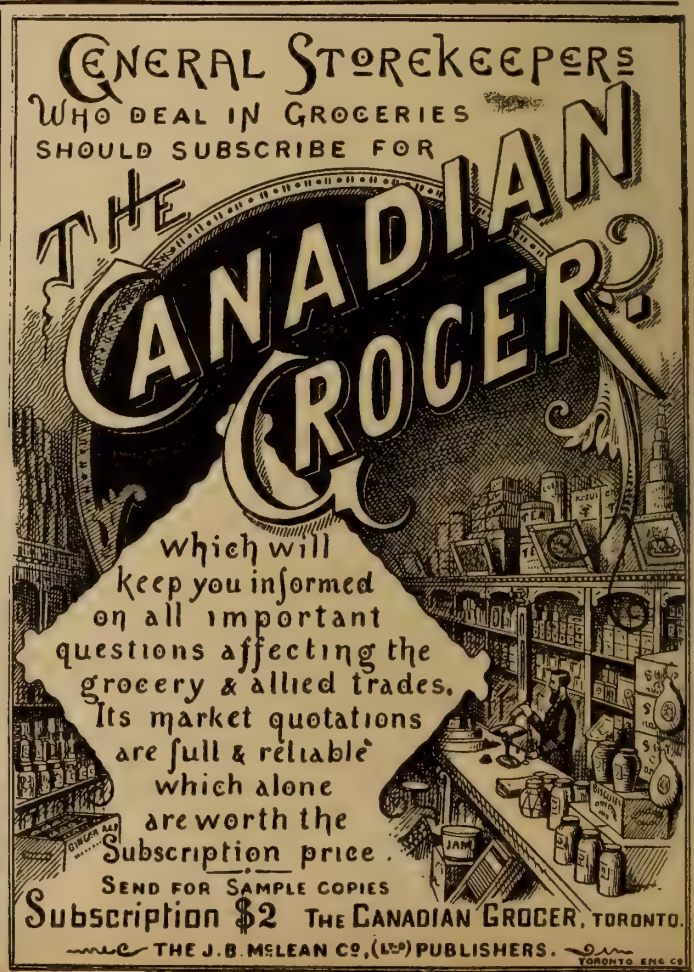
For Style, Finish, Durability and Convenience
POSITIVELY UNEQUALLED.

No Springs to burn out, or become worthless after use for a short time. Will ALWAYS maintain its tension on pipe. More easily applied than any other damper. "Always Cool" Ventilated Handles. Japaned or Nickel plated.

WRITE FOR PRICES.

HARDWARE AND STOVE MANUFACTURERS

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR
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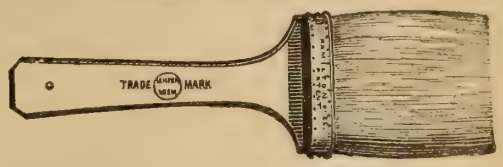
which will keep you informed on all important questions affecting the grocery & allied trades. Its market quotations are full & reliable which alone are worth the Subscription price.

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PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

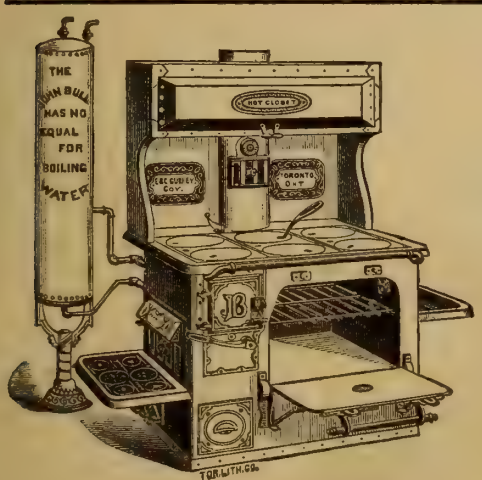
BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11 :

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY. The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern ; so that we have the somewhat singular sight of a combine reducing prices."



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

THE BEST English Sporting Gunpowder

USE THE

"ALLIANCE"

PRIZE POWDER.

—Mane only by—

Pigou, Wilks & Lawrence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.

Canada Iron Furnace Co., Ltd.

Manufacturers of

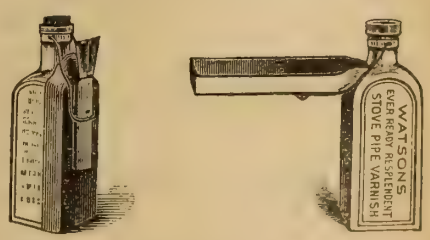
CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer.



RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes, Piano and Furniture Polish, Stove Pipe Varnish, etc.

PARIS ONT.

EVOLUTION OF STRUCTURAL IRON.

In 1845 Peter Cooper erected the largest rolling mill at that time in the United States, for making railroad iron, and at this mill he was the first, soon afterward, to roll wrought iron beams for fireproof buildings. In the building of the Cooper Institute in New York City, in 1857, he was the first to employ such beams with brick arches to support the floors, in a large structure designed to be fireproof. In this building, however, as in all similar structures up to a very recent period, the walls were depended upon to furnish the principal support of the several floors and give the necessary strength and stability to the building. Such dependence upon the walls alone has been found to be increasingly difficult and vastly more expensive with every addition to the height of the building; and where it was necessary to make the walls at the first story, four or five feet or more thick, as has often been the case in eight or nine-story buildings, a large proportion of the most valuable room was thus taken up.

The modern method of building obviates this difficulty, and enables the architect to put up structures twenty or more stories high having every desired element of strength and stability, but with the walls forming only a mere shell inclosing the building, and in no way depended uponfor its support. This is accomplished by making a good foundation for each of the iron columns of the interior, the weight of the structure in all its parts being carefully figured out, with due allowances for the uses to which the building is to be put, and the several foundations for interior pillars, columns and piers being prepared in accordance with the manner in which the weight and strains of the completed building will be distributed. In this way of building the walls are only intended to support their own weight, serving such purposes of ornamentation or embellishment as may be sought, the openings for the admission of light and air to the interior being largely increased, or, as has been followed in some cases, the exterior may be formed almost entirely of glass.—[Scientific American.

A BAD TIME FOR CAST PIPE MEN.

The demoralization of the cast iron pipe trade leads the Age of Steel to speak of the development of that industry and the causes that have brought on the present trouble: "From 1881 to 1887 it had its big barbecue in prices and sales, in the aftermath of which has come the nullifying condition of too much pipe an too small a profit. This is apparently paradoxical in the face of increasing demands of pipe in railroad service and city sewerage and for drainage and culvert purposes, with the fact that the aggregate of mileage for water and gas works alone is sufficient to double its circle around the globe. This boom in demand had the usual response in the crowding of production. Older plants increased their out put, while new and pushing competitors in the South and West added to the list of foundries, disgorging a meal for two on the plate where but one eater wanted a meal. This abnormal stimulation could have but one issue, of which the avenues of escape can only alternate in restricted production or a radical reduction in the cost of product. In the acute stage of cheapened cost, the penalty must be distributed between the manufacturer and the worker, with the disadvantage probably heavier at the working end."

FURTHER INROADS OF STEEL UPON IRON.

The Iron Age comments in its leading editorial this week, on some of the contracts recently closed by Western agricultural implement makers for iron and steel to be delivered in the next 12 months. While prices were kept up, early in the season of contract-making, competition finally became too keen among the rolling mill companies, especially those making cheap Bessemer steel stock. Bar iron makers were wholly unable to compete, and Pittsburg and Ohio manufacturers were completely barred out by rolling mills further West. It was a case of steel against iron and of the West against the East. The consequences are that Pittsburg and the Valleys must go lower than ever, and that steel will still further take the place of iron. The results are thus summarized: 1. The Western mills are now disposed to make a wholly independent set of prices, without reference to the advantage they have in freights as a protection against mills further East. 2. A more serious blow has been given to iron in merchant shapes than at any previous time. 3. It is difficult to see how the rolling mills can now agree to pay the past year's wages scale when they have sold a large part of their output for the coming year at such an extremely low rate. The agricultural implement manufacturers again enjoy a peculiar conjunction of favorable circumstances—cheaper material than ever and a continued heavy demand for their products."

A order in council has been passed which states that in cases where capsules are manufactured of lead they be rated for duty under departmental item No. 433 of the Tariff Act, viz., 30 per cent. and that when manufacturered from any other material the rate of duty be that payable upon manufactures of such material.

A very disastrous fire broke out in Montreal, on Monday evening, and destroyed the big iron foundry which gave employment to 300 hands. The fire spread to the Canada pipe works and soon had that building enveloped in its flames. Next A. Ramsay & Sons' paint and oil establishment caught. The total loss through the burning of these three places was about $200,000. They are covered by insurance.

THE NAILMAKERS' STRIKE.

The nailmakers' strike is still unsettled, and the men are still out and the nail factories closed down. The fact that a car load of nails came in from Hamilton last week considerably alarmed the men, and they telegraphed in haste to the union at Hamilton, asking them to stop any further shipments. Unfortunately the nail works at Hamilton employ only non-union hands, and the result is that the men are seriously disquieted.

A deputation of the men waited upon the employers on Saturday and offered to work eleven months of the year at $2.50 per day, although they preferred working on a scale of prices. Later they presented their scale, but this was so high that the employers considered it out of all reason and unanimously rejected it.

There are now four nail-making companies in this city, Pillow, Hersey M'fg Co., ltd.; Peck, Penny & Co., the Montreal Rolling Mills, and Abbott & Co. In conversation with one of the leading employers of nailmakers yesterday, he said: "We are perfectly willing to do what is right by our men. The trouble is that one of those pestilent labor agitators has got in amongst them and stirred up trouble for all of us. We are willing to give 1 1-2 cents advance over the Pittsburg schedule, and this should surely satisfy them. The Pittsburg schedule, based upon the tenpenny, or three-inch nail, is as follows:—

	c.
Card of $2 to $2.25	14
Card of $2.25	15
Card of $2.50	16
Card of $2.75	17
Card of $3	18
Card of $3.25	19

Now, to-day the tenpenny nail is sold in this city on the basis of $2.25 and yet we are willing to grant the men 15 1-2 cents per 100, or 1 1-2 cents over the Pittsburg schedule. This is fair, is it not? More we cannot afford to pay."

"Of course, we are anxious to come to terms with our men, but we could not afford to accept a basis of 20 cents, which is practically what the men demand. We offer them 1 1-2 cents over the rate paid at Pittsburg, or 10 per cent. over the old schedule of prices, and if this does not satisfy them we must look elsewhere for men."—Montreal Gazette.

All the foundries in Hamilton are now reported to be working full time and with full force. Wages are $1.50 to $3, instead of on a general scale of $2.50 for all hands. The employes are for the most part non-union men. One of the delegates from the Brantford Moulders' Union, in speaking of the stove trade in that city at the picnic in Hamilton, said that the trouble of the Hamilton moulders had increased the business in Brantford quite perceptibly. There are now seventy-three moulders employed in Buck's foundry, and all kept busy. The item in connection with the conversation which he made most emphatic was the fact that Buck's is now practically a union shop, and that seventy men of the seventy-three employes were union moulders.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S

Butcher Knives

and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade Mark.

-- FALL SPECIALTIES --

We are now prepared to qnote lowest prices on :

Coal Hods, Lanterns,
Copper Kettles, Patent Stove Pipes.
Dampers, Stove Shovels.
Elbows, 1, 4 and 6 piece, Stove Boards.
Etc., Etc.

Write us for Prices and Special Fall Catalogue.

JAMES ROBERTSON & CO.,

KING ST. WEST, TORONTO.



CLIMAX SAFETY TUBULAR LANTERNS

WITH SQUARE TUBES.

Manufactured by the ONTARIO LANTERN CO.,

Hamilton, Ont.

We make a specialty of the Lantern business, and warrant our Lanterns to give a BRIGHTER and STEADIER light than any other in the market. (Never left in the dark with the Climax.)



WALTER GROSE, Agent, Montreal.

We are now in position to name prices on 1, 4 and 6 piece

ELBOWS, STOVE BOARDS,

Paper and Wood Lined, Crystalized and Embossed.

Patent Stove Pipe, Coal Hods, Fire Shovels.

WRITE FOR PRICES.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

SAMUEL, SONS & BENJAMIN, 164 Fenchurch Street, LONDON, ENG.

Business Changes

SALES MADE OR PENDING.

Herbert Bowen, general merchant, Sheep Creek, Ont., has sold out to Patterson & Sons.

The stock of L. O. H. Langlois, general merchant, St. Hughes, Que., is advertised for sale.

The stock of W. R. McKay, general merchant, Duart, Ont., is advertised for sale by auction.

Imbleau, Leroux & Co's hardware stock, Montreal, was advertised for sale on the 19th inst.

H. A. Collins & Co's. stock of house furnishings, Toronto, is to be sold by auction on the 26th inst.

The assets in the estate of J. H. Pendreith, manufacturer of forgings and bolts, Toronto, is advertised for sale.

The property, plant, etc., belonging to the John Doty Engine Co. of Toronto, manufacturers of engines and boilers, Toronto, is advertised for sale by auction on the 29th inst. Freehold property $40,000 ; boiler and machine shops $36,000 ; new machine shop and old foundry, $15,000.

BUSINESS IN WIFE'S NAME.

Thos. A. Mosher, general merchant, Bridgewater, N. S., has registered consent for his wife, Effie E. Mosher, to do business in her own name.

Brenton A. Mosher, general merchant, Centre Rawdon, N.S., has registered consent for his wife, Annie Mosher, to do business in her own name.

CHANGES IN STYLE OR COMPOSITION OF FIRM.

The Ontario Paper Box Mfg. Co., Toronto, is dissolved.

Black Bros. & Co., wholesale hardware dealers, Halifax, register the co-partnership of Geo. J. Troop, Wm. H. Troop, and Gilbert Troop.

FIRES.

Geo. F. Allen & Co., woodenware manufacturers, Yarmouth, N. S., is burnt out.

REMOVALS AND DEATHS.

J. A. Perrier, general merchant, Capelton, Que., is dead.

John Purney, general merchant, Sand Point, N. S., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

John A. McDonald, general merchant, Blissfield, N. B., has assigned.

The Victoria Stained Glass Co., Toronto, have assigned to T. M. Higgins.

Mrs. John Campbell, general merchant, Hawkesbury, Ont., has assigned.

Wm. H. Clegg, hardware merchant, Gorrie, Ont., has assigned to John Kaine.

D. B. Redtern, general merchant, Redfern, Ont, has assigned to Wm. S. Middlebro.

H. Maloney & Co., general merchants, Penetanguishene, Ont., are offering to compromise.

Munroe & Parsons, hardware and grocery merchants, Kingston Station, N. S., have assigned.

The Toronto Furnace Co., manufacturers of furnaces, stores, etc., have assigned to G. L. Kavanagh.

The Shipway Manufacturing Co., manufacturers of iron bedsteads, fencing and electrical bell goods, Toronto, have assigned to Geo. Clay. Liabilities $12,000 ; assets about the same.

The Odessa correspondent of the Kingston Whig writes as follows : There is quite a stir among Odessa merchants at present. Mr. A. is angry with B. over some little commercial dispute. Mr. B. denies anything of a character that is not straight honest business. Mr. A. resolves on revenge. As a result everything is marked in plain figures "away down below cost," A. claiming that he will "make the business so that there will not be two cents in it for anyone." Meanwhile the public smile and smack their lips in anticipation of the wonderful bargains to be had for the asking.

SITUATION WANTED.

HARDWARE—SITUATION WANTED, LONG experience as buyer and salesman, goop stockkeeper. George Stethem, Peterboro'. 33

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

TRAVELLER WANTED, IN A FEW months hence, a travelling salesman, one who understands the stove, tinware or hardware trade throughout Manitoba and the North West. Give particulars as to past employment, also salary received. State whether married or single, age, etc. Correspondence confidential. Address, "North West," care HARDWARE.

1000
Electric Bells
IN STOCK.

We guarantee every bell we sell to be a reliable ringer.

We carry a full stock of Annunciators, Batteries, Push Buttons, &c.

It will pay you to get our prices upon any electrical goods you may require.

T. W. NESS,
749 Craig St., MONTREAL.

Errors Located in Book-keeping to Page and Account,
Without re-checking or copying entries, by Goldman's advanced system, which saves from one day to one week every month.
P. CORRIDI,
Accountant, Auditor, Etc.
Authorized Representative for Toronto.
Partnership Accounts Adjusted. Books opened. Statement of affairs prepared
Office, York Chambers,
9 Toronto Street.

MICA.
I have arranged with several Canadian producers of White and Amber Mica to act as their agent. Send for samples and prices.
CHAS. D. CHOWN
KINGSTON, ONT.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

FOR SALE BY TENDER.
Tenders will be received up to noon of
FRIDAY, THE 29th OF JULY,
for the purchase of the assets as a whole, or in two separate lots of the firm of
J. R. Armstrong & Co., Stove Manufacturers,
219-223 QUEEN STREET EAST,
Consisting of
Lot 1.—Merchandise, Stoves, Patterns. Flasks, Machinery, and Tools, amounting to about.....$20,300
Lot 2.—The very eligible leasehold property on Queen street east, having a double frontage of 110 feet by a depth of 130 feet, on which is erected the foundry and salesrooms, valued at.....$36,000
Terms—One-fourth cash; balance in eight quarterly payments, with interest at 7 per cent, secured to the satisfaction of the undersigned. Ten per cent. deposit required at time of sale.
This is an old and well-established business and has been most favourably known for forty years. The business pays well, and the ill-health of Mr. J. R. Armstrong is the sole reason for selling.
Stock list and all information can be had at the factory. Stock list also at the office of
E. R. C. CLARKSON.



OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

--GLASS--

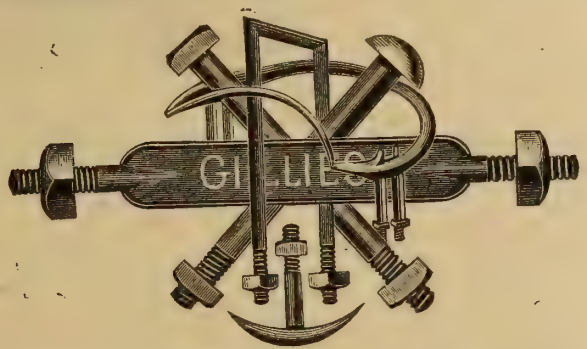
WINDOW GLASS,
COLORED GLASS,
ENAMELLED GLASS,
ROLLED GLASS.

See Latest Designs in
Fancy Imperial and Mechanical Embossed.

A. RAMSAY & SON,
Established 1842.
MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

Best in the World.

Wrapping Paper.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. Send for samples.

The Price Low.

WIRE !

This trade mark on the tin tag is a guarantee of first-class quality on all kinds of Wire, especially of

Copper Steel Spring Wire

A. C. LESLIE & CO., Agents,
445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

J. L. Goodhue & Co

DANVILLE, QUE.

For the convenience of Western trade a full assortment of Staple sizes of our Leather Belting is now kept by our Western Agent,

H. D. SIMMONS,

74 York St., Toronto,

TELEPHONE 2164.

Send in your orders.

SPOONS, FORKS ETC. STAMPED 1847 ROGERS BROS. A1. ARE GENUINE "ROGERS" GOODS.

Excellent Quality ! Reasonable Price !



ADAMS-MARS BEST.

GALVANIZED SHEET IRON. SP

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	25, 26
Strip "	26, 27

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron,

1 to 20 gauge	2¾, 3
22 to 24 "	2⅞, 3¼
26 "	3, 3½
28 "	, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 62½ p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅞
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	$0 22 $0 25
" round & square	
1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16½ 0 17½
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17½ 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 23
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 23 0 25

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06¾ 0 07

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 55 0 55½
Boiled "	0 58 0 58½

Turpentine (in bbls)

Selected Packages, per gal	0 44½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, one shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, eacn 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis. 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c:

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches.				
16 to 25	1.35	2.60	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled.
Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.

Bronze, Berlin, per doz ..	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava "	8 75	10 00
Shutter, porcelain, F & L screw, per gross	$1 30	4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass "	4 00	4 50
All glass, "	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

Locks—*Door.*

Canadian, dis. per cent..	....	50
Russell & Erwin, per doz	2 90	7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. o 33⅓ per cent.

Padlock.

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp't'rs', hickory "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.

Home, each	....	....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

	per gross	
Square, round and octagon	3 38	4 00
Diamond.....	12 00	15 00

Oil.

Canada Refined Oil (Toronto)	14	15
Carbon Safety "	0 17	0 18
Canada W.W. "	0 20	0 22
American W.W. "	....	0 25
S. R Seal .....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, "	40	1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p. c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz.....	55	1 00
Axle.	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set....	....	72
" hollow, per inch	....	1 00

Putty

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot....	3	3½
Sliding Door, "	3½	3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9¾ 10	11½ 11¾
¼, 5-16, ⅜ in.....	10½ 13¾	11¾ 12
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	0 70	0 75
" N P. "	1 00	1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each....	1 75	2 75
" frames only		75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz	2 10	4 50
Foot, "	40	3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.

Bench, wood, per doz....	3 25	4 00
Bench iron per doz.....	4 25	5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned,	1 35	1 60
Tin Rim, "	2 30	2 45
" black, "	1 80	2 25

Snaps

Harness, German, p. gro.	1 65	5 50
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ¼ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00
Dessert " ..... "	21 00	.....
Table " ..... "	30 00	30 00
Dessert Forks.... "	24 00	.....
Medium " .... "	27 00	.....
Table " ... "	36 00	.....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		0 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 25 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

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Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz.....	0 35	1 50
Rat "	2 00	4 50

Trowels.

Disston's, discount 10 p.c.

German, per doz.....	4 75	9 00
Brade's "	00	10 50

S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap.....	.....	0 11½
" Crown.....	.....	0 10½
" Silver Composite	0 09	

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50½
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 22 to 27c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " } 4½ 4¾
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5

"Lock Barb," 4 point	....	0 04½
Ditto Glidden 2 point	....	0 04½
Galvanized Barb, "Lyman," 2 to 4 points.....	....	0 04½
Steel staples	0 04½	0 04¾

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.		
Agricultural, 70 to 70 and 5 p.c.,		
Standard, dis. 60, 60 & 10p.c.		
Coe's Gen'ne, dis. 30 to 32½ p. c.		
Diamond, dis. 33⅓, 35 p. c.		
Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

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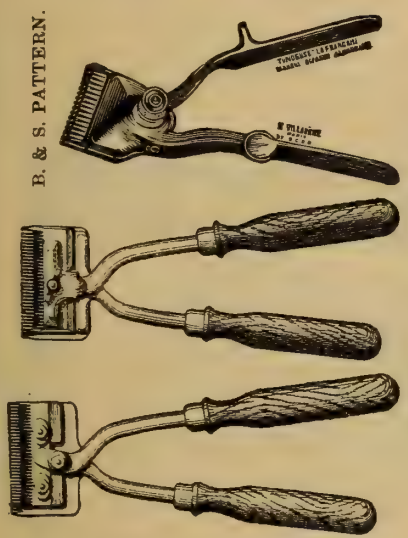
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" " 23	Lake Nepigon..	" " 17
" " 30	Lake Huron....	" " 24
" Aug. 6	Lake Superior..	" " 31
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The Saloon Staterooms are Roomy and all outside, admitting of perfect ventilation.

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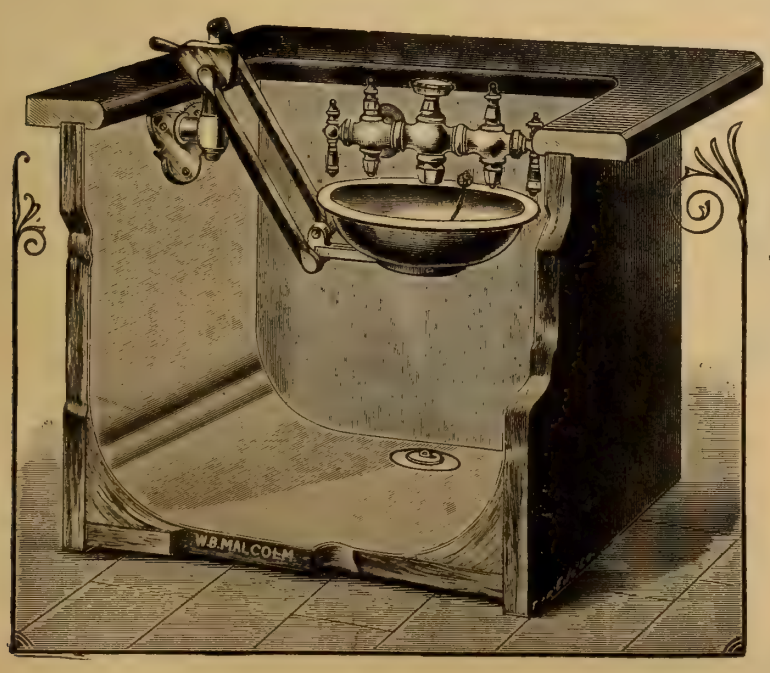
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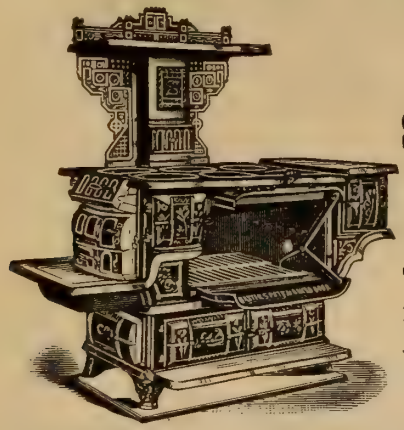
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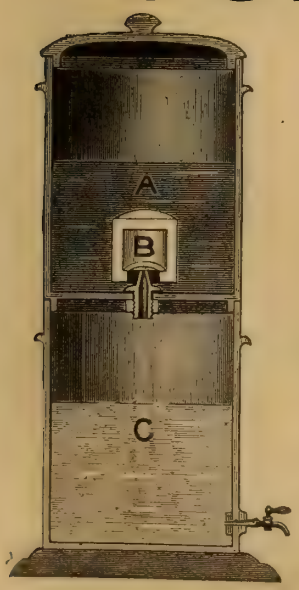
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Natural Tripoli Stone filtering-block 4 in. diam., 5 in. high, hollow, fits on tube. Can be taken ont, cleaned and returned in 2 minutes.

C

Clear water in cooler.

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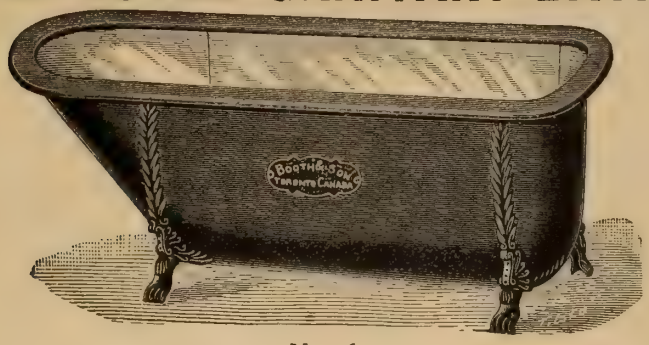
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— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
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A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

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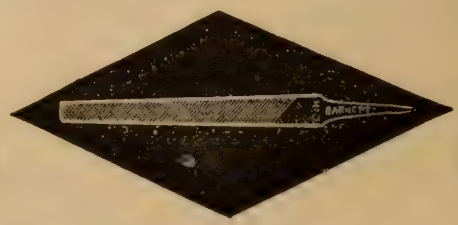
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MACHINE BAND SAWFILES.
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R. Hargreaves, Manager.

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A deputation, representing a group of persons contemplating the formation of a company for the manufacture of binder twine and agricultural implements, interviewed Sir Oliver Mowat on Wednesday last, regarding the purpose of his government to establish twine works in the Central Prison. The deputation consisted of John Hope, Joseph Stratford, F. T. Chalcraft, Thos. Brooks, Jacob Mott, Brantford. Mr. Stratford said that the members of the deputation, along with others, were willing to invest $50,000 in starting the manufacture of binder twine and agricultural implements, and that they expected the farmers would take $150,000 stock in the industry. By beginning operations on such a basis he had no doubt they would be able to sell twine and implements cheaper than they were now placed on the market. Before beginning this new venture they were desirous of finding out to what extent the Government was going into the manufacture of twine. It was intimated that as the Government received strong support from the farmers, some system of co-operation in the plan of the Government and that of the proposed company at Brantford might be considered. Sir Oliver Mowat promised to give the matter his consideration.

* * *

It is improbable that the control of the output of the Central Prison works by a concern engaged in making agricultural implements would do the hardware trade much good. The twine would be sold through the same channels as the implements, that is, by the local agents of the company. These agents have usually to keep a stock of implements on hand, and the necessity for keeping a warehouse in which to store these makes it easy to keep twine as well. Implement agents would do the bulk of the trade in binder twine as they do it now. The control of the output of the prison works should be in the hands of manufacturers who have no motive in overlooking the established trade. That would divide up the benefit of the economy among those who have control of the output, the regular traders and the consumers. If the distribution of the twine is to be by means of the corps of agents employed by a firm of implement manufacturers, the benefit will be divided only between the manufacturers and the consumers. It is likely, however, that there will be plenty of other applications for the control of the Central Prison's total product.

* * *

The strike of the Montreal nail makers is still on. Notwithstanding reports to the contrary, it is not causing any hindrance to trade so far. Montreal mills have been able to ship supplies directly from the factory in response to every order that has gone forward from the jobbers of this city since the strike began. It was alleged that Hamilton nails were drawn upon to eke out supplies called for from Montreal. The strike is not likely to be far-reaching among Canadian nail makers. If supplies had to be drawn from Hamilton for the continuance of Montreal business, there is nothing in the way of their being so provided. If the Hamilton nail makers were union men, they probably would refuse to continue making nails that they felt should be made by fellow unionists. The fact that the Hamilton nail makers are not union men prevents the effects of the strike extending to that city.

* * *

There is no reason to believe that the price of cut nails is being trifled with to any extent, but it is a fact that exceptional cases of shading are heard of. Some of these are likely to be investigated, notably in relation to the sale of 3 inch nails below the minimum net price. Any lapses so far heard of are traceable to retailers who are on the list. Our views as to the unfairness of listing retailers were expressed last week. Manufacturers should not thus discriminate, as their doing so puts certain retailers in the position of wholesalers and prevents other retailers from doing a retail business in the lines manufactured. Now that some listed retailers are disregarding the agreement as to the price of nails, they will be likely to be deemed by manufacturers a source of weakness to the list.

* * *

The law relating to the sale of fire-arms, air-guns and ammunition, as quoted in last week's HARDWARE, should be very carefully observed. There is just a possibility of traps being laid for city and town traders by people of the informing genus, and as the time of year for the trade in guns and ammunition is now drawing on, hardware merchants should be on their guard. They have less to fear from detectives, however, than from the carelessness of the juveuile customers themselves. A boy may injure himself or somebody else through the reckless use of a gun, and if he under the age which the law fixes as the minimum at which he may purchase fire-arms, the trader is sure to be prosecuted, unless some older person has been the purchaser of the gun or the ammunition that did the harm. During the coming shooting season, it is wiser to lose a sale through doubt on the safe side than to take a boy's word for his age and sell him gun or ammunition. Let his father or other senior relative be negotiated with. Inquiries have been made of us as to the jurisdiction of this law. It is a Federal law, and therefore covers all Canada.

COMPETITION vs. CAPITAL.

The general practice of business men warrants the inference that they regard competition as a greater hindrance to success in trade than small capital is. A may open a store in a place where there is no competition in his line, and with the drawback of small capital and without any circumstances specially favorable to collection will by care multiply his means and probably become a rich man. Let B start in another place where there is five times as much buying done as there is in A's district, and let B have capital ample to prevent any embarrassment on that score, but let him also have to compete with four other traders, and he will probably have difficulty in holding on to the capital he starts with. The volume of his sales may be greater than the volume of A's, but the volume of his profits will not be. It may happen that B has a capital which will enable him to do, not merely his due one-fifth of the business done in his line in his town, but also to extend out and do another fifth, or twice as much as A does. Even in that case it is unlikely his profit returns will be equal to those realized by A, and A may be paying interest on credit accounts or on borrowed capital, owing to the slenderness of his means. We might even make A carry a little more weight in the longer time he has to give his customers and the greater proportion of loss through bad debts, and yet A might come out ahead, so great is his advantage in immunity from competition. In fact the more B prevails over his competitors, unless he prevails to the extent of extinguishing them, the less is likely to be his margin of profit. Business men to-day are proceeding upon the assumption that liberal capital is worth less than limited competition, and are rapidly getting rid of the capital as if it were so much cumbersome ballast in the way of their active manœuvres to sink rival traders and bring to themselves the boon of restricted competition. It seems that money is considered to be well spent if it is used effectively to dislodge a competitor, and though it makes the victor poorer in money it makes him richer in opportunity, which after all will be used only to get the lost money back. B's capital is equal to 40 per cent. of A's, and A knows that B will fight him untill all his capital goes. This knowledge does not deter A from undertaking the extinction of B, though A feels that 40 per cent. of his own capital must go the way that B's goes before B relinquishes his hold. It is simply in virtue of A's surplus means over B's that A beats B, but he hopes to recover all from the high prices that restricted competition will bring. Sometimes he does, but there are sometimes too many Richmonds in the field for one Richard to kill them all, and Richmond at last ends Richard.

TRAVELLERS ARE EXCEUTIVE AGENTS.

Some discretion should be left to travellers in the matter of expenses. To require that a detailed statement, accounting for every cent spent on a trip, should be submitted to the scrutiny of the house is doubtful policy. It implies that a low view of the status of the traveller is taken, whereas the sort of service the traveller is engaged to do, and the extent to which he is thrown upon the guidance of his own judgment, justify the belief that the wholesale trade have rather a high conception of the nature of the traveller's work. He is no mere servant with a specified limited commission to carry out. If he were, it is probable the ways and means whereby he should proceed to do the thing directed to be done would be as clearly defined as the duties themselves. He is an executive agent, entrusted with some of the power of his principals. He has to decide for himself in as many cases as they have to decide for themselves or for their agents. His house must delegate some authority to him, in the same way as the country must delegate authority to its government, and—to bring the parallel a step further—while he must render an account of the money he spends and receives—as a ministry must—so, like a ministry, he should be allowed to put the details of some classes of expenses under the general entry of secret service outlay. There is no doubt the traveller has quite often to be very diplomatic in his methods. He has to spend money for policy's sake. With this customer he puts in a holiday if he happens to strike the town on one, and that holiday costs him money. This man he must entertain in this way, that man in that. There is no need to indicate more closely some very necessary expenses that probably could not be made self-explanatory or justifiable on paper, which indeed being put on paper might wrongly be deemed more condemning than justifying. All this is said upon the supposition that the traveller has a creditable record that is well known to his firm. If he has, he ought to be allowed to lump his secret service expenses in one entry. The test of whether or not he is worthy of this confidence will be found in the returns from his work. If his business pays all it should pay, that ought to suffice.

TAKING STICHES.

Every business requires—if it be successful—a great deal of care and constant watchfulness, this is especially the case in the hardware business, and, when success has crowned the efforts of a certain person or a number of persons, you may be sure the "taking stitches" played an important part. Screws of a business structure will work loose and if they be not tightened trouble will certainly be the result. Rust is one of the screws that it is necessary to have constantly under one's eye, and when the subject of rust is considered then the old saying of, "a stich in time saves nine," is very forcibly proven. It seems to the clerks a useless task to polish and rub the bright surfaces of wares that are exposed and handled. The finger marks are all that show and by night the articles cleaned will be in the same condition. This is true, nevertheless, it is the finger marks that make the rust spots and the rust spots that cause the discount and make goods for the "bargain" counter, and finally, the discounts and bargain counters that make the way for the sheriff. So many articles in daily use are finished in highly polished surfaces that a constant care must be exercised in order that goods may not be allowed to depreciate in value. This is especially the case in cutlery, bicycle tools and tools generally. Of course it is very trying to have a customer ask to see your line of pocket knives, to see him take them one by one, open them, and handle the blades, and blow upon them to test the temper, after looking at a dozen to purchase one at 25 cents. On this knife the profit may be 10 cents, may be less. Because you feel disgusted, do not neglect to take a piece of chamois or flannel and polish each knife before putting in the case again. If you neglect this stitch you may eventually lose the entire profit of the stock. Maybe the next purchaser will select a knife from the case and take the first one he sees at a fair price. These are the friction spots in business. Some are tools that require a great deal of care. A carpenter is very particular about his tools. He will not buy a saw that is covered with rust spots. The same care is required in regard to plane irons. Probably no tool in the store is so much neglected as the plane. Every time a purchaser looks at a plane he is sure to touch the iron, and, then again, in the case of wooden planes, the simple fact that they are so much wood and so little iron or steel, seems to be the cause of unusual neglect. "If I spend all my time polishing up I'l have no time for anything

else." That's so, but let us see what sort of a remedy we can suggest.

Vaseline does not cost much, and a pound will last a long while. Get a can of vaseline, there is no other thing in the oil line so good, and coat your tools that are kept in the case, and out of the dust, with it. A very little will suffice, and the result will be surprising. Try and arrange your store so that all the polished steel and iron is kept in the dryest part. If you are building or going to move, get in a dry store, even if the rent is higher. It will pay. Do not unpack or unwrap any goods except samples. Don't have half a dozen boxes of the same goods open and each pretty full. Don't allow your window goods to lie so long that fly specks, rust and cobwebs hide them from sight. Change window goods, and sell loose samples. These are a few stitches to be taken every day.

GOOD AND BAD RUBBER.

The finest rubber, says an exchange, comes from Para, Brazil, being collected there from various points on the Amazon, even up as far as the Andes. The best is supposed to come from the Purus, a tributary of the Amazon, and the poorest, called Caucho, from the mountains. There are annually exported about 36,000,000 pounds, the mechanical goods people taking about one-quarter of this amount. The bicycle people alone take 2,500,000 pounds. Mechanical goods people also take large quantities of rubber from Madagascar and Assam in India, both good gums, but not up to the Para standard. While there is a difference in the material of the original gum, the principal variation is in the mode of curing, some of the natives putting in stones, bark, and all sorts of extraneous substances, which have to be eliminated in the mill. One or two concerns have calculated the cost of so doing, and, as a result, never enter the market for anything but Para. The bicycle men always choose the Amazonian rubber, as at the present time the good prices obtained for the machines warrant nothing but the best. The price of Para is about 70 cents. In purchasing rubber goods it must be remembered that there are a good many substances besides the gum in the compound, and oftentimes the purchaser of a cheap article is an extravagant buyer. For instance, jar rings used on fruit jars sell for 30 cents per pound, and the salesman will tell you that they are pure, which, if they were, would drive his company into bankruptcy. Bicycle men use pure rubber, or nearly so, and so do surgeons, dentists, and that class of people, but all others make a compound, and the latter is the better for the use to which it is put up to a certain point; the extravagance is when the customer begins to pay 15, 20 or 25 cents per pound for lead, barytes and a hundred other substances, not to say anything of shoddy, which is gathered from the old shoe in the ash barrel, and out of which the life has been absorbed. Cheap prices for mechanical goods ought to subject them to suspicion, as it takes a first-class expert to separate the good from the bad before actual use.

NEW SHEEP-SHEARING MACHINE.

Messrs. Ward and Payne, of Sheffield have just placed on the marker a new sheep-shearing machine, and recently a trial of the apparatus was given at their premises in West-street before a numerous company. The machine is on the vibrating principle, and the inventors claim for it a great advantage on account of its non-heating qualities, and the lessened sensation of vibration to the hand of the operator. By means of a most ingenious piece of mechanism the machine, which can be used by a novice, may be applied to any part of the animal to be shorn without placing the arm or wrist in a strained position. It is claimed by experts that the machine is easier of adjustment than any other shear of its kind, and that the various parts may be so arranged as to be duplicated by a mere novice. The flexible steel shaft runs down the inside of a tube which is practically unbreakable and which never by any chance becomes heated. The shear itself is formed of a stationary comb over which a three-toothed cutter works laterally, vibrating from 2,000 to 2,500 times a minute. The exhibition of the appliance was given by an expert, who clipped a number of long-woolled horned sheep in an extremely short space of time, an average of two-and-a-half to three minutes per sheep being maintained. The wool was clipped cleanly, and the animals were not even snipped, and appeared, if anything, to like the operation. One great feature of the instrument is the noiseless manner in which it works, showing that the vibration is reduced to a minimum. When the cutters were making over 1,500 vibrations per minute, the machine was placed on the floor and remained there motionless. The joint, which gives absolute freedom of motion in all directions, was much admired. The shearer showed such dexterity in the handling of the machine and sheep that even expert shearers expressed surprise, the wool seeming to fall off the sheep without any apparent exertion on his part. We are strongly of opinion, after seeing it at work, that it will be difficult, if possible, to improve upon it. We have no doubt that the firm will be amply repaid when the machine is put upon the market for their enterprise. A costly plant is being put down for the manufacture of these machines by Messrs. Ward and Payne.—Iron and Steel Trades Journal.

DECLINE OE MECHANICAL SKILL.

The decay of mechanical skill, which is the direct result of modern shop methods, and the universal adoption of machine tools and labor-saving machines, is as apparant as the collateral fact of the decay of artistic sense in workmen resulting from the gradual substitution of machine-work for hand-work. The writer recently needed some sheet metal work done in accordance with drawings prepared by him. Forty years ago there could have been found in any American village of two thousand population a tin shop wherein this job would have been done at once and well done. After a long search, a good general worker of sheet metals was found who was willing to undertake the job; he was not found in a sheet-metal-working establishment, but in a shop where model machinery is a specialty. Such shops as these cull out from numerous applicants such as can demonstrate all-round skill in their respective trades. They are usually men well advanced in life. As they drop away, one after another it becomes more and more difficult to supply their places. The decrease of manual skill and of artistic sense among mechanical workmen results not merely from want of such all-round practice as they got half a century ago, but from a want of that sort of loving interest in their work the old-timers used to feel, when they could put something of their individuality into everything that they made. Nowadays the workman has simply to work out a design—or rather, to run a machine to work out some part of a design—prepared by some artist whom he does not know and never has seen. The general result may be beautiful when the different parts are assembled, but the workman feels that he has no personal share in the production of its beauty. He has become a regulator of a machine; he simply sharpens tools, adjusts them, keeps his machine oiled, and puts into it the material to be worked upon. All the precision, the nicety of operation are due to the inanimate, rather than the living tool. What interest can such work beget? What lofty ambition can it stimulate? What workman when the bell rings the time to quit work feels reluctant to leave his task, or lingers over it to bring out some beautiful effect or interesting combination that he feels he must see before he can depart contentedly? If machines were invented to play billiards, and only by their use could this king of games be played, how long would this game be a favorite? If violins could be performed on only by automatic mechanism, or pictures painted only by machine-actuated self-charging brushes, who would be charmed any longer by art? Neither the artist nor the dilettante; the artist and the dilettante would cease to exist. So, while we have gained much from the enormous increase in labor-saving machinery that has characterized the latter half of the present century, we have lost what probably will not soon be restored, the love of work and pride in work for its own sake, the love and pride that were the parents of mechanical skill; skill which, now they are dead, is itself decaying. The loss appears inevitable to those who scan the social horizon philosophically; it is, however, no less to be regretted because unavoidable. This tendency of labor-saving machines was many years ago pointed out by Ruskin, who, in the light of the fulfillment of his prediction proved only too true a prophet. It is this effect upon the masses, more than unequal distribution of wealth, that is separating society in America into distinct classes.—Industrial World.

HENRY CLAY FRICK.

No name has been in the mouths of the people so often in the last fortnight, and none has had such frequent mention in editorial and news columns of the daily press as that of the Chairman of the Carnegie Steel Co., Henry Clay Frick. The Congressional investigating committee's sessions at Pittsburgh brought him into new prominence. His answers to questions, many of them inspired by the men who oppose him in the titanic struggle that nearly all the world is watching, showed him to be well-poised and in perfect command of his mental resources. His courage and firmness and will power have shown themselves in every move, in the present struggle, as in the coke strike of one year ago.

That he is no ordinary personality in the business world, is attested by the stroke that was the beginning of his larger career and by the fact that in less than 20 years from his acquisition of coke interests in Pennsylvania, on any scale, he is at the head of the greatest iron and steel manufacturing corporation in the world.

Mr. Frick was born at West Overton, Westmoreland county, Dec. 19, 1849. His father, a farmer of means, gave him a good education and a chance to know the world, so that at 20 years of age he was fairly well equipped for life. He bagan it as clerk in a dry goods store at Mount Pleasant, and in 1869 improved his business knowledge as bookkeeper at his grandfather's flour mill and distillery, at Broadford, Fayette county. While there he discovered the possibilities of the coke business, and with a fullness and clearness which confirmed his faith in it, with such capital as he could command he bought an interest in a coal tract near Broadford, and with some other young men built 50 coke ovens. Encouraged by his experience with these, the number of them was doubled; then more coal land was bought and the number of ovens again doubled.

In 1873 the panic came. Mr. Frick's partners embarrassed by endorsements, had to sell their interests, which he induced certain friends to buy. As the financial distress increased others in the coke business were compelled to sell, and Mr. Frick was at hand to buy, and ovens which he could not buy he leased. Meantime his enterprise was called rashness, and there were predictions that the tide would overwhelm him next, but he kept heart and struck out the more vigorously. In answer to these predictions, when the revival of business occurred he pointed to the annual profits of the leased ovens as greater than the value of the ovens themselves.

He carried on a business in his own name until 1878, when he sold a share of it to E. M. Ferguson, of New York, when it was known as that of H. C. Frick & Co. In 1882 the Carnegies bought a large share in it and the name was changed to H. C. Frick Coke Co. It was then the largest coke company in the world, controlling 12,000 acres of coal land and more than 4,000 ovens, giving employment to more than 5,000 hands. While enlarging the output every means was used to make it the best in the world. To obtain pure water, works were erected costing a quarter of a million. As a result the coke was demanded for a steadily increasing variety of uses and its reputation firmly fixed.

It is said that no other man ever saw so far into the future of the great Connellsville industry as did he, and certain it is that no man ever ventured upon it with more confidence, pursued it with more energy, or reaped from it a greater reward. A few years later he bought an interest in the firm of Carnegie, Phipps & Co., and when W. L. Abbot retired three months ago he succeeded him as chairman. On July 1 all the Carnegie interests were consolidated with a capital stock of $25,000,000, and Mr. Frick was given absolute control of the gigantic concern. His wealth is variously estimated at from five to eight millions of dollars.—Iron Trade Review.

SMELTING IN BRITISH COLUMBIA.

In its Kootenay supplement the Winnipeg Commercial has this to say about the smelting works in that district :

When The Commercial correspondent visited Pilot Bay 870 feet of substantial wharves had been built, the excavations started for the roasting and concentrating plants, several carloads of machinery from the Chicago Iron Works were lying on the wharf, and a large staff of men at work framing timbers. Somewhere between fifty and a hundred men have been regularly employed in one way and another since spring opened.

The smelter will have a daily capacity of 100 tons, and will be fitted up with all the latest and most improved machinery for the reduction and treatment of dry and galena ores.

The company is erecting a hundred ton concentrator for custom work. It is the intention also to build a refinery, put in an electric light plant and machine, and generally to make the smelter and works complete in every respect. Dr. Hendryx expects to have the smelter in operation in September, although if he succeeds in opening next spring he will do well.

A deposit of good rich clay exists adjacent to the townsite on Pilot Bay and the Smelter Company has been experimenting with a view to the manufacture of brick, with satisfactory results, and a plant is now in operation.

Associated with Dr. Hendryx in this enterprise is Mr. Franklin Farrel, head of the Parrett Mine and Smelting Co., Butte, Montana, and said to be one of the great copper syndicate, and his brother Mr. A. P. Hendryx, who is an extensive manufacturer of brass wire goods, with a factory at Newhaven, Connecticut. These gentlemen intend carrying on their business on sound business principles, working within their own capital, paying cash and discouraging wildcat schemes. They are men properly opposed to booming, and have gone about their work without any flourish of trumpets which in itself, is indicative of success.

A FOREIGN OPINION OF SPELTER.

As with the copper production, so with spelter, America bids fair to become the chief source of supply. At present the industry there is in its infancy, but yet, within the past six years, the output has been about double, that of 1885 having been 36,321, tons, while last year 71,756 tons were raised. The department of mining has received its principal stimulus from the combination among the Silesian mine-owners to keep up the price, and this has acted as a kind of subsidy on the American industry, the producers in the United States having kept outside the combine, and thus been able to undersell the Silesian holders. The Belgians also were unfettered by any agreement, but the Silesian proprietors having dropped their minimum price 30s. to £22, the former have now also entered the "ring." This, however, now leaves the open market free to the Americans, and it is therefore far from improbable that a larger increase may be seen in the output in the States.—London Daily News.

E. B. Eddy, Hull, paid the city a flying visit on Tuesday and went west in the evening. Mr. Eddy never gives himself a minute's rest when he has an object in view. He has the reputation of covering more ground in less time than any other business man on the continent.

It is a well recognized fact that no business establishment is complete without some cash carrier system. Attention is called to the Whiting Cash and Parcel Carrier. It seems in it impossible for anything to get out of order, as there are no cords or springs. Merchants throughout the country, who give it a trial, may satisfy themselves of its merits. feeling satisfied that where once introduced it would never be parted with.

SARNIA, Ont., June 8, 1892.

H. E. WHITING, Esq., London :

DEAR SIR,—I have been using your Cash Carriers for a long time, and must say they fill the bill in every particular, especially as to their keeping in order. It seems to me that they could hardly be improved on.

I remain, yours truly,

(Signed) JOHN LEYS,

Late Leys & Morrison.

This carrier has been in use two years and six months. adv

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

"OVERSTONE" Bicycles.

Close Prices for Import on application.

PLENTY OF ROOM.

The greatest current fallacy of the day is the statement and belief that the professions, trades and different lines of industry, and opportunity for effort and talent are overcrowded. It is very true that in almost any town you will find more doctors and lawyers and dentist's signs than the population calls for, but the men, answering to the names upon these shingles, do not always crowd their profession.

It has been the belief of the past, that every man has his mission in life, his work to perform, but it has always been beyond the solution of the most wise philosopher how so many came to miss their calling and never fall in to the fabled "niche" intended for them to fill.

There is no doubt but there is a place in the make-up of the world's business activity for every one. A vacancy in the complete rounding up of the perfect whole, a dropping out of the old and the filling in with the new, and there is no doubt but that if nature and the ordinary trend of circumstances were allowed to take their course, we would not find so many cases of the individual more than filling the position in which he was placed while his neighbor appears as an insignificant nothing in the part in life he vainly tries to occupy.

This juggling with the natural tendences and abilities of our young men has turned our professional and business world into a kind of "pigs in the clover" puzzle in the hands of the fathers and friends, who know where they want to put the boys, and they spend a life time bringing an influence to bear on this side and another on that in a vain effort to place them within their own ideal circle, and end in failure and the leaving of the one they were trying to benefit entirely outside the possibility of any useful work in life.

Young men are forced by the wishes of friends, or led by the attraction of some eminently successful life which is brought under their notice, to adopt, as a life work, that for which they are totally unfitted in every respect, and when such is the case, the addition of their name does not crowd the line of work they may enter.

There is a demand for good men, men adapted to the work, in every line of effort, from the mechanic to the stateman, for the capable man is the exception and he has no trouble in finding a position demanding his ability.

It is said that the financial agent of a great insurance company, in a city of two hundred and twenty-five thousand, recently died. The manager of that company went to that city to appoint a successor. Out of thirty applicants for the position not more than two could be regarded as eligible. The capable man in any walk of life is rare. The capable boy, if he is allowed to follow, to some extent, the bent of his inclinations, is not so rare. It may be a difficult matter, sometimes, to get a good office boy, or a boy to run an elevator, or any particular position you may desire to fill. However, if you take the same boy who fails in any of these places and ask him what he has thought he would rather adopt for a life work, and then hire him for the position of his choice, ascertaining his natural tendencies and inherited abilities, the chances are he will prove perfectly satisfactory.

Sitting in the office of a friend a few years ago, the writer was impressed with the prophecy of the employer regarding a boy, who came into the office. The old gentleman said: "There is a boy, sixteen years old, who was born for this business, but his parents are blind to the fact and are trying to have him leave me. If he stays here, he will be managing my business before he is twenty-one.

We are glad to note the fact that he is there to-day and has made the prophecy good, now holding one of the most important business positions in this state. That young man is one of the persons who crowd the line of work in which he is engaged; there is no chance of anyone else getting his position while he is alive and well and wishes to remain.

The supply of really capable help of any kind is limited. A man who is out of a job is open to suspicion, and, with the few exceptions, which prove the rule, no doubt failed to make a success of the last work he undertook.

The young man who constantly shows a fear of doing more than he agreed to do when he was employed is not liable to crowd the willing worker out of a place very long. In fact, a man has got to fill the place he accepts in life before he crowds the profession or work which he has entered. There is plenty of room.—Merchant Sentinel.

TRUTH IN YE OLD STYLE.

Once in ye very olden tyme a merchant sayd to an eddytor, "I doan't thynke advertising pays."

"Let me show you," sayd the eddytor, "I will put 1 lyne in my papyr and not charge you a pennie."

"All right," replied ye merchant, "and ye will see."

So ye eddytor put ye lyne in his papyr.

Wanted, A Dogge. John Jones, 253 Old st.

Now yt happened that 400 people eache broughte a dogge on ye next daye thereafter, so that Mister Jones (which was ye merchantt's name,) was over-runne with dogges.

"Since there are so many dodges," said he, "I thynke I myght make some bysiness, and will give you a pennie for eache dogge."

Ye people took ye pennie eache for eache dogge becoyse there were so many dogges, and Mister Jones skynned ye 400 dogges and made boots and gloves from ye 400 hides and thus made a big fortune and thereafter added to yt by advertising in ye eddytor's papyr.—Varnish.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

ARRANGING SHOW CASES.

The matter of displaying small wares in counter show cases is receiving increasing attention from retail hardware merchants everywhere, and I therefore take the opportunity to mention a few ideas on the subject which may be of some value to the readers of Hardware.

We will suppose for illustration that you have four or more counter cases extending in a line from the store front towards the rear; these should coutain the most attractive and delicate articles in your stock, and in most sections they may be divided into four classes or groups with a show case devoted to each.

First we may name pocket cutlery, second table cutlery, third scissors and shears, and fourth line tools. Taking the first show case, therefore, nearest the door, we will consider the display of pocket knives. The case being empty, the first operation is to cover the bottom with white canton flannel, stretched snug to avoid folds, at each end and in the centre of the case fasten slender hard wood sticks from top to bottom, between which slide three narrow shelves of sufficient length to reach from the rear to the front of the case and about three inches wide ; these are supported between the slender posts by means of screw eyes upon which they rest, and are thereby easily changed as regards their relative height. There are to be nine shelves in all, three rows of three each, one above another, leaving two large spaces of show case floor between each row ; these shelves are of half-inch wood, covered with white flannel, same as the bottom of the case. Now make two pyramids of steps out of wood, which will occupy a ground surface of, say two feet square, with shallow rises of say one inch and the total height of the entire series of steps, which may number five rises, will not exceed six inches.

These platform steps are to be also covered with canton flannel, but to form a pleasing contrast, the color should be bright gold. Flannel in all shades can be obtained at any dry goods store for fifteen cents a yard, or less.

If I have succeeded in making the idea clear, you will now have a show case with three rows of nine white covered shelves, with two pyramids of steps; between which, and at either side, and also around the entire edge, will show the white surface of the floor of the case. Take your stock of pocket knives and separate them into classes as regards selling price, which if necessary may be marked by cipher on the shank of the large blade.

Arrange the 25-cent knives on one of the pyramids, and the 50-cent knives on the other. It is not necessary to have prices on knives between these limits. On the first row of three shelves place the 75-cent knives, and the "dollar toothpicks" on the centre row. There will now remain the other end row of three shelves which may be used separately for $1.25, $1.50, and the top one for fancy knives of various values.

If you have knives enough ($300 will secure a fine display) the effect will be very pleasing and enhance your sales. Each priced knife has a separate place and is very convenient in selling, for if a customer wants to invest 50 cents in a knife, it is only necessary to point through the glass at the shelf or step which is devoted to knives of that value, and he can at a glance form an idea of what he wants without undue handling of the stock.

You will of course understand that the knives themselves are laid on cloth covered shelves and steps, the boxes being thrown away. If desired you can have "A" stand for 25 cents, "B" for 50 cents, etc., etc., thus making the marking of the knives a minimum of labor.

As your stock begins to shrink from sales, you can place the knives a trifle further apart on the shelves, and the case will look as full as ever to the public. The knives should be at least half an inch apart, and grouped in sizes as far as possible to secure the most pleasing effect.

Now for the second show case which is to be devoted to table cutlery. Cover the bottom of this case with white flannel also, and take one pair of each kind of knife and fork you handle, and tag with the number and price. Arrange three in parrellel rows iacing the customer, handles to the front, the stock to be kept in the original packages under the counter or in a handy drawer, or on a neighboring shelf. Obtain some brass tubes of about half the height of the case, and fasten them to the base of the case for supports, upon which place two strips of wood running lengthwise of the case, These are to form a rest for the carving knives, forks, steels, etc. The front strip should be three inches lower than the back strip, to form an incline towares the front of the case. The front strip will be in the shape of the letter L, and this prevents the cutlery from sliding forward.

Cover these slender strips of wood with gold-colored flannel, to match the brass supports, and arrange the carving sets, properly tagged, upon them with the handles towards the front. This arrangement will admit of a fair line of samples, and every article will be in sight and be in a position to show to great advantage ; the effect from the front will be of a bed of white covered with bright steel blades, and even a cheap grade of cutlery will look of value when so displayed. The third case, which is to be devoted to scissors and shears, we will treat differently. Build upon the bottom of this case a sloping platform, with an incline of about six inches in helght at the back and sloping sharpiy down to the front. Cover this incline with white canton flannel, forming an even surface the entire width and length of the case.

Take the line of japanned handled shears and arrange them in a row at the top, according to size, driving a nickel-plated escutcheon pin through each bow to keep them from sliding forwards. Between the bows paste a very small ticket, showing the size and selling price, for the salesman's use only. Arrange the nickel trimmers in a similar manner in another row, and follow out the same idea with the various lines of scissors, grading them according to size, in order to preserve the effect.

When compleated the case will appear full of scissors, and you can sell from the samples or from stock, as preferred.

The fourth case, which is to be used for fine machinists' tools, etc,, will be advisable to cover with old-gold flannel, as the oil on these tools will soil a white flannel. The arrangement of this case is to have three "step rises" sawed out of one-inch stock and placed one at each end and one in the centre of the case, the rises to be of three inches each, and the steps of various widths from three to six inches, the narrowest at the front. These shelves extend the entire length of the case, and the back one is within three inches of the top glass. Access is had to the various shelves by slipping the hand under and between the shelves. This arrangement presents a solid mass of small tools, and is very attractive.

Four show cases arranged as described above and kept scrupulously clean, will give a hardware store such an inviting appearance that it will rival the jewellery store in attractiveness, and by enlisting the attentien, effect a great many more sales than usual.—D. T. Mallet, in New York Hardware.

VALUE OF A GOOD BOOKKEEPER.

One reason why many men fail in business is because they do not employ the means which are really at their disposal to avoid failure. Should a man attempt to walk along the street or on the country road with his eyes shut, it would be very strange if, sooner or later, he did not stumble or fall. Why? Not because he is weak or unable to walk, but simply because he does not use the means which nature has provided for avoiding accidents. The man who attempts to get along in business without the eyes which the experience of the world has proved are absolutely essential to success, may be declared to merit failure. Modern business is essentially of large operations ; but large operations, involving many details, cannot be comprehended by the faculties unaided. There must be records and comparisons, and nothing but adequate accounting can bring this about. A business man using the accountant's work intelligently occupies a position comparable to that of the mariner consulting chart and compass. Conversely the accountant who properly assists the business man is like the maker of the chart by which the mariner sails. Even a small error in the chart will bring disaster. If mariners endangered the property intrusted them by attempting to sail without chart or compass, not only would the Government interfere, but the whole intelligence of the world would rise up and cry out against such foolhardiness. But there are thousands of business men jeopardizing the property of others, as well as their own inheritances in ventures because they do not use the chart and compass that is the safeguard and security of a business career, and yet no one cries out in warning. All sympathise with the unsuccessful business man when the inevitable disaster overtakes him, but no one points out that it was largely his own fault that he failed.— Office.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."

BRITISH SHEET GLASS
P.B.

These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

From $1.80 per cask upwards.

FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

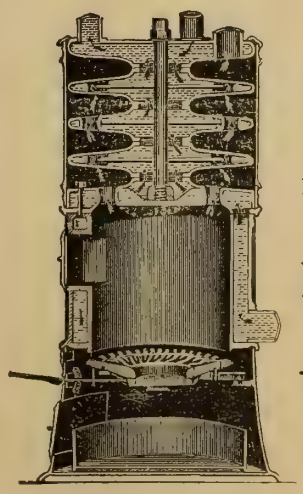
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Best Crucible Cast Steel.

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MONTREAL AND TORONTO.



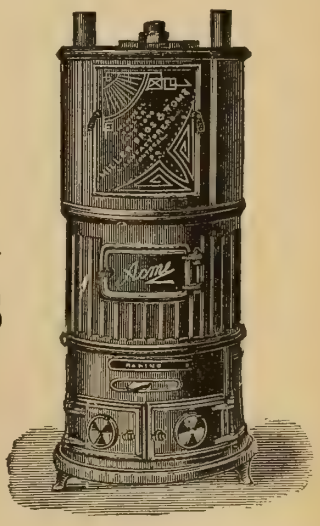
-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



GUARDS—

Basement Window Guards; Factory and Mill Window Guards; School and Church Guards; Store Front Guards; Office Counter Railings; Inside fine woven wire Blinds, lettered or plain.

WRITE FOR CATALOGUE.

Manufactured by THE B. GREENING WIRE CO. LTD., Hamilton, Ontario.

THE MAN WHO SAT UP.

The boys were sitting about a table in the Hoffman cafe last night talking of experiences on the road.

After a time the man who sat up told his story to us.

"It's a losing game," he began, "this sitting up in trains. Take my last trip from Chicago. On the run, I concluded not to get a sleeper, on the plea of economy. You know how such things go."

"Of course."

"Well, I turned into the smoker for a quiet puff at a cigar. The first thing I knew I was one of a crowd playing cards at 25 cents a corner.',

"Yes."

"In half an hour I lost $7.50."

"What next?"

"Smoked fifteen cigars at 15 cents each. Score $2.25 more."

"What next?"

"Drank six hot coffees at way stations during the night. Add $1 more."

"What next?"

"Drank six whiskies with the boys. Reckon $1.10. Also four sandwiches. Forty cents more. Also nine railroad doughnuts. Score 90 cents. Then five apples. That's 25 cents. Also half a chicken. That's 75 cents additional. Also general treats with the boys. Say $2.25. Tipped the brakeman to turn a seat for my feet. Add 25 cents. Also lost $4 more at a little friendly game. Total, $11.85. Add this to the other extras first mentioned, $10.75. Grand total, $22.50."

"What next?"

"I finally landed in New York city so crusty and huffy that I am positive that I lost at least three $1,000 orders from old customers."

"What next?"

"The moral."

"And that is?"

"I leave it to the boys on the road.—Chicago Liar."

POINTS FOR CLERKS.

We read in our childhood the story of the "Old Man of the Sea," who clung so tenaciously to the shoulders of Sinbad that he could not be shaken off. But his persistence was nothing compared with that of an evil associate who has fastened himself upon you. The clutch of the evil cuttle-fish, when it grapples with its many arms a defenceless boat, is not more deadly; all the more fearful because you see no danger and have no means of warding it off. Before you are aware you are in its spell. But just as surely as if you were gripped by this cuttle-fish, unless you can cut yourself loose, you will go down, down into the deep waters to a sure destruction.

To be forewarned is to be forearmed. "While they fear they were safe," is an old maxim. It is because they have no fear and exult and rejoice in their new freedom, that so many walk heedlessly into the snare set for them. It is singular with what persistency an evil-minded youth will labor to make others as bad as himself. Now, as in the days of Solomon, "their sleep is taken away except they cause some to fall," that, too, when their ruin is no profit to themselves.

You must learn to know those evil-doers on sight and to avoid committing yourself to them in the smallest degree, or you will most likely lose all your worldly prospects of success, not to speak of the more fearful moral loss. Once yielding will pave the way to a thousand concessions. One night in a gaming saloon, "just to look on," has sealed the fate of many a youth with the fairest hopes and best chances of success. One little stake just to give zest to the game has probably been the beginning of the career of most gamblers. Soon the "amusement" turns into a frenzy that scorches the brain. Fraud and robbery as naturally come on in the train as a river flows downward. I think any merchant would lose confidence in any young man in his employ who was a frequenter of such scenes. The best throw of the cards is to throw them in the fire at any time, even when you are only playing for fun, common, too, as I know the amusement is. They may never have done you harm, yet perhaps that eager youth who sits opposite you at the table may have had his very life blood poisoned by the same "harmless amusement." It would be far safer not to drink from a spring which was reported to be poisoned, and which you know had destroyed many, even if by chance you might escape.

At all hazards break off from an evil entanglement, though the struggle be ever so severe. You can work hard when it is for your life.—Ex.

THE GROWTH OF THE SAW.

The saw is a tool of great antiquity, and its invention is attributed to the ancient Greeks, in the twelfth century before Christ. It seems that Talus, a grandson of the reigning king, and a prolific inventor, reflecting that the statuary of that day was nothing but shapeless blocks having only a faint resemblance to the human form, set to work to produce tools which would allow the artisan to work with greater freedom. He invented the saw, the lathe, the compass and the level. In the saw he noticed the mouth of the serpent, and reproduced the shape of the teeth in iron, and therefrom formed the saw. For this invention alone he acquired great fame, so much so as to incur the jealousy of the king, who was something of a mechanic himself, and poor Talus was disposed of in true classical style—pitched from the top of a high mountain and buried secretly.

For this exhibition of jealousy, the king, being found out, skipped to an ancient Canada, the Island of Crete, and while waiting for this little ripple in Grecian affairs to quiet down, made himself famous by building the Cretan Labyrinth. From the days of the Grecian king Daldulus, and Talus, the history of the saw is in a vague condition, but ancient pictures have frequent representations of it, and even in prints of the building of the ark this tool finds its corner.

In modern times it is difficult to say when the saw was first used. Its mention is in the old books of every language, and its use antedated the printing press by centuries. It would have been difficult to have constructed anything without it, and it must take rank with tools without which civilization would have been impossible.

In the United States saw mills were in operation within a few years after the first settlements were established. The circular saw is known to have been invented by Samuel Miller in 1771, and further improvements of William Newberry were recorded in the British patent office in 1808. Progress in it was slow, as is usual in such cases, and the virtues of patience are extolled by the fact that the band saw was not used for forty years after its invention.

The skill in the making of the saw is in that part done by hand, the hammering, and is a distinct and slowly acquired trade in itself.

The variety of saws is naturally very large, and the study which has been given to each sort is hardly appreciated by the careless thinker. Take the carpenter's saw; in it a first-class handle is sought for. Then the handle is so placed as to allow the mechanic to get near his work and the weight of the saw on his wrist. Care is used in these matters to avoid the "heavy at point' feeling complained of among carpenters, but the modern saw is full of illustrations of thoughtful care in the blade, in the steel of which it is made, in the edges, in the handle fastenings, in everything that goes into its make-up.

There are saws well-known to everyone—saws for the dentist; for the jeweller; saws that will bend on themselves in almost any way; saws that will cut a file, if it were necessary; band-saws five hundred feet long; saws for the butcher or the surgeon; to trim out a key-hole or cut a log; in fact, the variety is manifold, and the good or bad points of each sort and each maker form a study of great interest to the enquiring mind.—N. Y. Hardware.

PIG TIN.

W. T. Sargant & Sons, of London, England, in their circular of the 5th, say of the position of the metal at that date:—Tin continued to show a rising tendency until the middle of June, when £103 15s. was touched. After that it declined, with several fluctuations, finally closing to-day at £99 10s. Future deliveries have been kept at a discount of 10s. to 50s. per ton. The deliveries from Europe and direct shipments from the East to America have exceeded 2,000 tons, and the stocks there and quantities afloat are now larger than for a long time past. It remains an open question as to the extent to which the dealers desire to accumulate supplies, in face of the duty to be imposed July, 1893. Some of them may not be so sure of the result of the elections as others, as it is considered doubtful whether this duty would really be imposed should the Democrats gain the upper hand; meantime the stocks in this country on 30th June declined 1,211 tons, with only 342 tons landing. This market is not, therefore, in a position to part freely with stock. The movements of the New York dealers will be watched with the keenest interest, as their actions as to sales or purchases is the most important factor at present. The European deliveries are considerably below last year's. The Straits supplies for the last six months have been 15,975 tons, against 16,590 tons last year. This small deficiency of 615 tons for six months will be altered into a small surplus into the end of the current month. The price in the Straits has risen to $40, which is considered a high figure, and stimulating to production eventually. The consideration as to market movements next in importance to the American demands must be the manipulations of the holders of the London stock.

PURE PREPARED PAINTS

FLOOR PAINTS.

FOR HOUSE USE.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.





See That Seal?

It Means Something



It means that wherever you find it in green on a package of Paint, Oil, Varnish, or Glass, the contents of that package is of pure quality and the highest possible grade.

Walter H. Cottingham & CO.,

Sole Proprietors of the Green Seal Registered Trade Mark.

MONTREAL.

TRADE MARK J REGISTERED.

TO CARRIAGE HARDWAREMEN :

Do your customers want cheap hand drilling machines. Our No. A 1 is better value than cheap imported tools. If they want a better article, our Nos. 0, 1, 2, and 3, though more expensive, are well worth the difference in price. We can suit you in price and quality.

A. B. JARDINE & CO.,
Mfrs. Blacksmiths' Tools,
Hespeler, Ont.

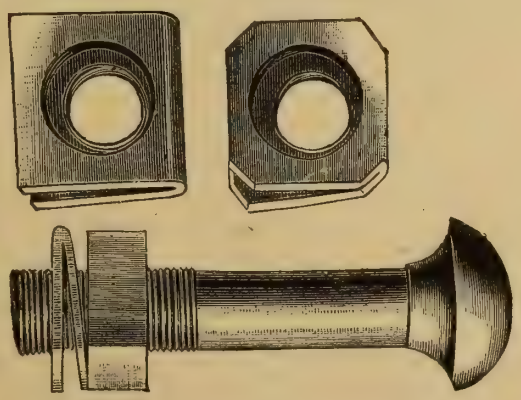
Painters' Brushes.

With FLEXIBLE BRIDLES attached. Specially designed to supersede the old-fashioned Twine Bridles.

TWINE, MONEY AND LABOR SAVED.

CHAS. BOECKH & SONS, Manufacturers,
TORONTO.

For sale by all leading Hardware, Paint and Oil Trade.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

I. H. CAMERON, 10 Front St. E.

TWO HARVEST EXCURSIONS

Via the Chicago, Milwaukee & St. Paul R'y, on Tuesday, August 30th, and September 27th, '92.

Where the grasses are kissed by the wand'ring breeze,
And the fields are rich with the golden grain;
Where the schooner ploughs through the prairie seas.
To its destined port on the western plain;
Where homes may never be sought in vain,
And hope is the thriftiest plant that grows;
Where man may ever his rights maintain,
And land is as free as the wind that blows.

For further particulars apply to the nearest Ticket agent, or address A. J. Taylor, Canadian Passenger Agent, 4 Palmor House Block, Toronto, Ont. 31



ALONZO W. SPOONER,
PORT HOPE.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

The Terror is a new mouse trap that is in stock here. It is an ingenious and simple contrivance.

It is said that 162,000 lbs. of pig tin have been shipped, during the last month, from the Temescal tin mine in California.

Stevens & Burns, of London, are supplying 85 hydrants and the necessary waterworks valves for the city of Vancouver, B.C.

M. & L. Samuel, Benjamin & Co. are selling the Champion vise sets. Six sizes go to the set. The line is a good one and the prices are low.

John Cameron left on Wednesday morning for Owen Sound, where he was to board the Steamer Alberta for Fort William on his way to British Columbia for HARDWARE.—Grey Review.

M. & L. Samuel, Benjamin & Co. are making a specialty of their Silver King as a cheap axe. Orders booked so far for the fall trade indicate that it is a seller.

John Fenwell, assignee of the estate of J. E. McGarvin & Co., trunk mfrs., Berlin, has declared a first and final dividend of 22½c. on the dollar. The assets were $5,702 and the liabilities $25,204.

Tar is a substance that is extracted from the long leaf pine of the Southern States in a peculiar way. The process of making it will be shown at Buffalo, N. Y., during the Exposition in that city August 17 to 27th.

A. C. Leslie & Co., Montreal and Toronto, have recived samples of their cutlery for the fall trade. Their advertisement in this issue will give some particulars which can easily be supplemented by correspondence with the firm.

The difficulty of getting "seconds" in granite ware is a drawback to trade. A new line that to some extent answers the want, though at a little higher price, is Peerless, which is now on the market. It is sold at 30 per cent. from the same list as that on granite ware prices are quoted.

James Robson, Thomas Hawthorn, Oshawa; William Widdifield, Newmarket; Samuel Goulding, New York city; L. B. Sibbile, Stockton. California, seek incorporation as the Canada Axe and Harvesting Tool Manufacturing Company, with head office at Oshawa, and a capital of $100.000.

William Verity, Robert Verity, William Verity, all of Exeter; Hart Massey, of Toronto, and Edmund W. H. VanAllen, of Brantford, are asking to be incorporated as the Verity Plow Company, limited, with Brantford as the chief place of business, and a capital stock of $150,000.

The first cargo of copper pyrites from Newfoundland was brought to New York on Friday on the British steamship Borghes from Pilley's Island. Heretofore all of the pyrites brought there came from the Spanish seaport of Huelva. That found in Newfoundland is said to be better and cheaper, and is used by chemical manufacturers in large quantities.

Turpentine distillation from the gum of the long leaf pine is something that not one person out of a thousand in northern sections has ever seen; but those who attend the Buffalo Exposition, August 17th to 27th, will see in full operation a turpentine still operated by a native Southern distiller.

There is little likelihood of the National Conduit Company leaving Hamilton, at least this year. When the trouble about the switch began to brew, the managers received instructions to prepare to move eastward; but when the matter became settled, through the Grand Trunk practically paying for the switch, the instructions were countermanded, and the company goes right on making conduit piping.

The marriage of Joseph Alexander Abbott, of the Hobbs Hardware Company, London, to Miss Minnie, only daughter of Mr. and Mrs. Wm. M. Moore, took place Thursday evening of last week at the residence of the bride's parents amid a happy surrounding. The young couple are now enjoying a trip to the Eastern States. They received many beautiful presents, among them a costly silver tea service from the Hobbs Hardware Company employes.

There is at the present time a good opening in Vancouver for a rubber store, says the News-Advertiser of that city. Numerous rubber articles cannot frequently be obtained nearer that Toronto or Montreal, and thus a considerable delay is necessary. The representative of a leading Eastern rubber manufacturing house stated that a stock of about $5,000 or $6,000 would be all that would be required, and that a very fair profit can be made on this line of goods.

A commercial traveller's card that lately came under our notice has a feature that is deserving of general imitation. On the one face is the conventional contents, the name of the traveller and the name of his house, its city and an indication of the wares it deals in. But the back of the card has the distinguishing novelty. There a skeleton form is left to be filled in with the following memoranda: where the patterns or samples are, the hour of the appointment between the traveller and the merchant, the date. This facilitates and regulates business.

Liquid Glue is coming more into use every day. The manufacturers of Mann's Liquid Glue, the advertisement of which will be found in another column, have enlarged their factory at Harbor Grace, Newfoundland, and are now turning out thousands of gallons of this article. They claim their glue to be second to none in the world, and for various reasons they can undersell anything in this line. It is put up in packages from a one oz. bottle to a 40 gal. barrel. Sash and door, trunk and boot factories are using it in large quantities. Circular and full information will be sent to anyone on application to the agents, Kennedy Bros., 101 Bay St., Toronto.

A practical system of advertising presents itself to ironmongers who are situated in suitable suburban districts where there is a frequent train service. This consists in the getting-up and gratuitous distribution of railway time tables on which advertisements respecting the particular firm are printed. The utmost accuracy should be observed in the compilation of the tables, which should be corrected periodically—say, monthly. If neatly printed on good card, the combined advertisement and time-table could not fail to produce good effect. It would be kept for reference, either in the pocket or in a handy position in the house, where all other advertising effusions would be instantly destroyed, while the tradesman not only has the advantage of keeping his goods and specialties before his neighbours, but at the same time reaps considerable good opinion as "such an enterprising man, you know!"—Ironmongery.

MONTREAL TRADE CHAT.

A large number of the Montreal hardware travellers are enjoying a well earned holiday after an exceedingly busy season.

Brown and DeCatur, of Frotheringham & Workman's, western staff, have been in town for several days preparatory to their summer outing.

Andrew A. Brown, manager for the McClary Manufacturing Company, is enjoying a tour in Europe.

W. H. Evans, (of the Canada Paint Co.) accompanied by Mrs. Evans, is passing the heated term at the Lawson House, South Harpswell, on the Maine coast. Mr. Evans reports the deep sea fishing a great success.

George Drummond, of Drummond, McCall & Co., accompanied by Mr. Morton and Mr. Cockshutt of Brantford, has been casting the fly after the toothsome trout away back amongst the Laurentian lakes. They bagged a number of "speckled beauties."

THE ONTARIO TACK CO
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton, Ontario.
SP

MICA.

I have arranged with several Canadian producers of White and Amber Mica to act as their agent. Send for samples and prices.

CHAS. D. CHOWN
KINGSTON, ONT.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

IDEAS FOR
Hardware Merchants.

By D. T MALLETT.

CONTENTS: Starting a Hardware Store; What Hardware Dealers may Sell; Hints about Inventory; Behind the Desk; Ratio of Expenses to Sales; Retail Advertising; System in the Store; The Use of a Store Window; The Holiday Trade in Hardware; John Jones, Jr.; The Successful Merchant; Parable of a Foolish Trader; Cordiality Between Competitors; Commercial Value of a Smile; More about Advertising; Business Education; Fable of the Magnet; Why One Merchant Failed; The Other Half; Cash or Credit; Don't Get Into a Rut; The Value of Price Lists; A Store Library; Books for Hardware Men; Advertisements of Leading Manufacturers.

PAPER BOUND, - - $1.00.
Sent, post-paid, on receipt of price by
J. B. McLEAN PUB., CO'Y,
10 Front St. E., Toronto.

THE OAKVILLE BASKET COMPANY,



Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS

THE OAKVILLE BASKET CO.,
OAKVILLE, ONTARIO.

1000 Electric Bells

IN STOCK.

We guarantee every bell we sell to be a reliable ringer.

We carry a full stock of Annunciators, Batteries, Push Buttons, &c.

It will pay you to get our prices upon any electrical goods you may require.

T. W. NESS,
749 Craig St., MONTREAL.

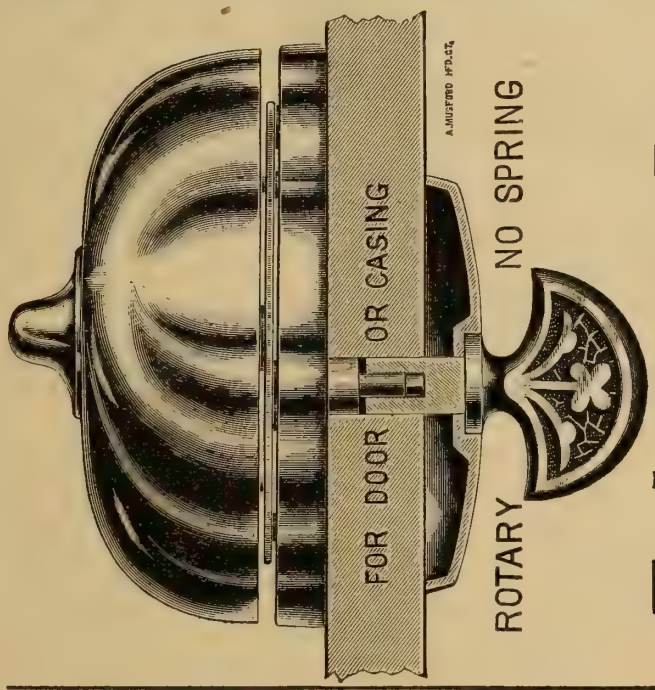
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IS HEADQUARTERS FOR

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If you handle this line of goods, it will certainly pay you to get quotations.

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CHEAP!

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W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

MARKETS

MONTREAL MARKETS.

MONTREAL, July 29, 1892.

HARDWARE.

The tone of the iron and heavy material market is about the same. A small hand to mouth trade is all there is doing in any of the lines and on the whole the iron market is very quiet for crude and other materials. Cements are having good call but this is about the only line that there is any move in. The cutting that is being done in glass does not seem to increase the volume of trade.

PIG IRON.

Pig iron remains as quiet as heretofore with nothing doing during the past week that is worthy of mention. Dealers here state that business is so small that it is not worth handling it. We quote Summerlee and equal brands $19, Eglinton $18.40, and Carnbroe $17.50.

BAR IRON.

The business doing in bar iron is as usual with nothing stirring outside of the same steady demand. The trade doing on spot is of a jobbing nature at old prices. We quote $1.85 from makers and $1.90 in an ordinary jobbing way.

SCRAP IRON.

A few small sales have transpired in scrap during the week but outside of this there has not been much doing. Prices are unchanged at this point. We quote wrought scrap $15.50 to $16, cast $13 to $14.

TERNE AND MERCHANT PLATES.

The trade that is being done in terne plate is only a small hand to mouth one for actual requirements with no change in price. Merchants have fair movement at the following prices. We quote ternes $7.25 to $8, merchant plate I C 20x28, $13.50 and I X $16.

TIN PLATES.

Tin plate is about the same as it was last week with only a small jobbing trade doing at old prices. We quote cokes $3.30 to $3.50 and charcoal $3.75 to $4.50.

CANADA PLATES.

Nothing doing is the cry in the above line and dealers here all seem to be of the same opinion. Prices on spot are the same, as concessions would not help sales to any extent. We quote $2.50 to $2.60 according to quality.

COPPER, ETC.,

Copper is still dull and unchanged with only a small jobbing trade doing. Prices are the same. The same remarks apply to ingot tin which is also dull and easy. We quote copper 13 to 14c., and ingot tin 23½ to 25c.

NAILS.

The nail trade is about the same, the business that is being done is of a steady jobbing nature at old figures. Steel wire nails have their usual steady call.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,	"	6.25

GENERAL HARDWARE.

Business during the week has shown a somewhat better feeling and all the houses report good orders from all sections. Shelf goods are having good call as is also cutlery and lamp goods, in fact all lines in the above trade are looking brighter every day. The trade here, say that prospects for future trade looks promising. Manufacturers' agents report good business and are now working hard. Payments are a shade better.

CHEMICALS.

Chemicals are still dull, and outside of a jobbing trade business is very small. Prices are still the same at this point.

Bleaching powder,	$2.30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2.75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.28	to	0.32½
Cutch,	0.08	to	0.09
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

The late cutting has induced a small trade in glass, but not by any means what the cutters expected. Business is only of a jobbing nature for actual requirements. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.15 to $3.40 for thirds and fourths.

OILS.

There has been a small business done in oils during the week, but not to any surprising extent. Values are about the same, and trade on the whole is quiet. We quote the following :—Cod, Newfoundland, 45c. steam refined 45c.; linseed raw 56 to 57c.; linseed, boiled 59 to 60c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25 ; turpentine, 49 to 50c. Less 3 per cent. 30 days.

PAINTS AND LEADS.

Paints and leads are quiet, the only lines moving to any extent being mixed and carriage paints. A fair jobbing trade is being done in leads. We quote:—Government standard, $5.50 to $6; No. 1, $5.00 ; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c. ; red lead, pure, 4½c.

NAVAL STORES.

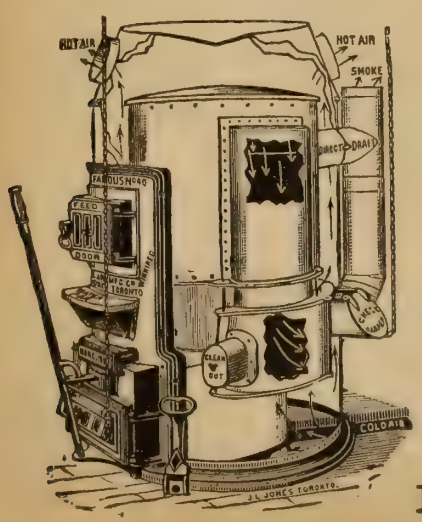
Naval stores are on the quiet side, but dealers say the business so far is satisfactory in every respect. The trade doing on spot is of a jobbing nature. We quote : Turpentine, 47 to 48c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 13½c. for smaller sizes.

CEMENT AND FIRE BRICK.

Arrivals of cement for the week have been heavy, but with the steady trade doing keeps the stock down. There has been a nice trade done in the west lately. We quote:—Belgian $2.00 to $2.10; Newcastle, $2.15 to $2.20; London, $2.20 to $2.30; fire bricks, off ship $15 to $22.

PETROLEUM

Refined petroleum is moving very slowly, there being no demand for either American or Canadian. Canadian and American benzine is still very scarce. The quotations are as follows :—Canadian, 11c. at Petrolia, 12¼ to 12½c. in car lots at Montreal, and 14c. for single casks ; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia ; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent off for cash ; American benzine, 23 to 25c., and Canadian, 13 to 13½c. in bulk Petrolia: 15c. in car lots, Montreal.



Are you aware of the merits of our Steel Dome Low Radiator Furnace.

A card to our nearest House will secure you every information. It will pay you to do so.

We have 57 varieties of Coal and Wood Hot Air Furnaces.

THE McCLARY MF'G. CO.,

LODNON, TORONTO, MONTREAL, WINNIPEG

TORONTO MARKETS.

TORONTO, July, 29, 1892.

HARDWARE.

The trade of the week affords little material for a market report. The demand for harvest tools is running its course and cannot last much longer. Its volume is still considerable. The relaxing of the general demand is observable in the dropping out one by one of employers and employes to take a week or a fortnight or a longer spell of summer holidays. This never begins till summer trade has finished. Several houses have called in their travellers, and others are about to call them in. Purchases for current trade by retailers are small, outside of harvest tools, and are diverse. Heavy goods are not moving. Shelf goods have the chief sorting upcall after harvest tools. Such travellers as are still on the road are working up business in fall and winter lines, but this hot weather appears to extinguish the very life of trade and no interest is taken in anything beyond the immediate present. The import orders for cutlery from an exception to the above, as they have been rather liberal. Prices have not shifted in anything, with the exception of lath yarn which is slightly lower, and a few other minor changes noted in Prices Current. As to the state of collections there is little change, complaint playing its usual part in the comments heard.

BINDER TWINE—The prices are steady at 12½c. for blue ribbon, 11½c. for red cap, 10¼c. for crown and 9c. for silver composite.

BOLTS—A slight business is maintained by the needs of carriage makers. The discount is unchanged.

BUILDERS' HARDWARE—This department has been very dull all summer, and is now at its dullest seemingly.

CORDAGE—Some demand is heard from for sundry purposes. Prices are unchanged in everything but Sisal lath yarn, which is 7¼c. Other cordage quotes on the basis of: 11¼c. for manilla, 9¼c. for sisal, 8¾c. for tarred lath yarn, 7½c. for jute.

HORSE NAILS—The price is about all there is to note. It remains at 60 to 60 and 5 per cent. from the list.

HORSE SHOES—Continue to quote and to sell in a small way at $3.60.

NAILS—There has been a fair amount of business done in nails at steady prices. The stoppage of the Montreal works has not caused any trouble in getting supplies from that city.

METALS.

Local interest in metals is now a very slight market force. A sale is one of the lucky chances of trade these dull days. All consumers either have supplies as far ahead as there is any need to make provision for, or are not doing much in the way of manufacturing. Prices are on the easy side throughout the list. The buyer has much more influence in a bargain than the seller has and can usually obtain material concessions.

ANTIMONY—Prices are easy at 14½c. for Cookson's and 13½c. for other brands. The current trade is of little moment.

CANADA PLATES—Quotations are easy at $2.80 to $3.10, and business is backward.

COPPER—On spot the market is dull. In New York the tone of the market has been somewhat raised for Lake ingots. It is said that speculative manoeuvres to obtain high prices for the fall trade are the cause of the present firmness. There appears to be a movement to bring the price up to 12c. in New York, and some big transactions are reported there at 11¾c. Prices here continue at 13¾c. for Lake ingots and 13¼c. for casting copper. These figures would be shaded for large lots.

GALVANIZED IRON—The most important local transaction of the week was the sale of a lot of odd sizes the other day. Quotations continue from a basis of 5¼c. for 28 gauge.

LEAD—The price has declined outside. Here 3⅜c. for domestic and 3⅜c. for imported continue to be the quotations, but round lots would modify these figures.

SHEET ZINC—Cask lots are 6⅜c., broken lots 6⅝c. Sales are few and small.

TIN—In the fluctuations of the tin market a steady moment is now being passed through, but there is no advance in either London or New York, the price in the former city being £94 15s., and in the latter $20.40. Dealers on this market find business exceptionally dull, and having been bare of supplies when the rise came they had to pay high prices, which they may find it hard to realize, for the stock they have on hand. The price is steady at 24c.

The New York metal market report of Monday says: The strong features in the market at the moment are: first, that our values are fully ¼ of a cent a pound under London and the same under the cost of bringing tin from the East Indies. Second, very little tin will arrive from now until the end of August, unless shipments from London are resumed, which could only be bought by a very large advance in values here, London at the same time remaining stationary, and this is hardly possible. Third, the accumulation of spot stock in the hands of dealers and operators who have sold against such stock for future delivery. The latter is perhaps the strongest feature in the market and the only one which in our opinion, is likely to keep the market from utter collapse. There are many who still believe in the ultimate higher value of tin, and they continue to purchase paying as high as 2½ per cent. per month for carrying charges. The amount of spot tin held here against such future sales is, we believe close to 2,000 tons, as from now until the end of August we shall be in all probability drawing on stocks, it is possible that the holding of such a large quantity of spot tin for the purposes mentioned, is likely some time, to cause a change in the relative values of spot and future stuff. Statistically the metal is in no better position than a year ago, and unless there be a general revival this fall, we see nothing to prevent tin selling at much lower value than those now ruling.

TIN PLATE—The quotations current are nearly all the information to be gleaned from the dull trade done by local metal merchants. Prices are unchanged at $3.65 for cokes, $4.25 for I C charcoals, with a dollar to be added for each cross.

IRON AND STEEL.

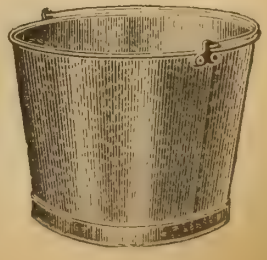
The pig iron market is in the tranquil state seasonable at this time of year. Not much business in Scotch irons is reported. The delivery of a few hundred tons sold some time ago is the most conspicuous feature of the week's business in connection with that class of pig iron. United States brands are still in the ascendant, but the sales for this week do not figure largely in the reports made. Several lots of Siemens iron from Nova Scotia have been placed. In 100 ton lots the price was $21.50 for all but some silicious irons which were sold at 50c. less than the above quotation.

No great activity has been observable in bar iron. One sale of a 100 ton lot at $2 a

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ROOFING
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co
MANUFACTURERS TORONTO

GALVANIZED BUCKETS---English and American Patterns.
Japanned Ware. Stamped Ware.
Pieced Tinware.
Water Coolers, Baths, etc.





Thos. Davidson & Co.,
474 St. Paul St., Montreal.

MARKETS—Continued.

hundredweight makes up the bulk of the whole business done. For average-sized lots $2.05 is the lowest figure going.

OILS, PAINTS AND COLORS.

The trade in staple paints is in a state of suspension this hot weather and therefore calls for no comment. In linseed oil the demand keeps up its volume fairly well. The price is steady in England, is up one cent in Montreal and is unchanged here. The quotation remains 57½c. for raw and 60½c. for boiled in 1 to 3 barrel lots. Two cents is allowed off these prices delivered in Toronto, Hamilton, London and Guelph. For larger lots the quotations is ½c. lower. Spirits of turpentine is steady at 48c. with freight allowed.

PETROLEUM.

Not much business is being done by the refiners or dealers, prices rule easy and are unchanged in quotation.

The Petrolia Advertiser reports :—Petrolia crude $1.26¾ per barrel ; Oil Springs crude $1.27½ per barrel. The price of crude oil remains about the same as last week and is dull and nominal. We must remember however that old time is slipping along apace, and manufacturers will soon be running their plants full blast, so as to be prepared for the fall trade demand. There is a disposition on the part of heavy holders of crude to ask higher prices for their commodity, but the light demand is a draw-back at present to any improvement in values. The refined oil market is very steady and moderately active for the season of the year, so far as the higher grades or refined oils are concerned, which are quoted at about 18c.

GLASS.

There is always a lull in the window-glass trade at this time of year. The basis of quotation continues to be $1.35.

OLD MATERIAL.

Material appears to be plentiful. A fairly good outlet is afforded by manufacturers. Prices are unchanged. No. 1 heavy cast scrap 65 to 70c. per 100 ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c; light scrap brass 5½c. ; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c. ; scrap rubber, 2¼ to 2½c. ; country mixed rags, 80 to 85c. per 100 lbs ; clean dry bones, 50 to 60c. per 100 lbs. ; plough shares, 60 to 65c ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

HIDES, SKINS, WOOL, TALLOW.

HIDES—The price is steady at 4½c. for No. 1 cows', and 5c. for cured.

SKINS—Pelts are 30c., lambskins 40c., calfskins 5 to 7c.

WOOL—New fleeces are plentiful at 17c., clothing wool is 20c. For pulled the prices continue at 22c. for super and 25 to 26c. for extra super.

TALLOW—Rough is dull at 2c., rendered at 5 to 5½c.

AMERICAN METAL MARKET.

NEW YORK, July 29, 1892.

Business in various lines of finished iron and steel is still checked more or less by uncertainties attending local and Pennsylvania labor difficulties, and, in departments where those influences do not directly have a bearing, the prevalence of extreme caution on the part of buyers operates to give matters a rather dull appearance. Finding Western competition rather tame, local and near-by mill owners hold prices quite firmly, however, although not realizing anything in the nature of brisk demand. Architectural iron and steel is particularly firm, but steadiness prevails in ordinary bars and sheets, while former rates for steel rails, track material, etc., are maintained.

Local agents have disposed of several lots of steel rails, involving all told, probably 6,000 tons. One lot of about 1,000 tons was for delivery at Duluth. The price for standard sections is maintained at the basis of $30 f.o.b. mill. A lot of Eastern made rails that has been in store for many years and become very rusty was sold at $24 ex store.

In the pig iron market nothing new has developed. Since placing orders on the new basis of prices established at the beginning of the month, buyers have operated in a very indifferent manner, since offers from various sources assure ample supplies and leave no cause for anxiety about higher prices in the immedtate vicinity. On Northern brands the quotations are $14.50 to $15 for No. 1 X foundry, $13.50 to $14 for No. 2 X foundry and $13.25 to $13.50 for grey forge. Southern brands quoted at $14.25 to $15 for No. 1, 13.50 to $14 for No. 2 and No. 1 soft, $13 to $13.50 for No. 2 soft, $12.50 to $13 for grey forge.

Foreign pig iron, spegeleisen, etc., remain in neglect, and prices for all varieties are nominal in a great measure.

Old material slow sale, and values at best are barely holding their own. The quotations given are $17.50 to 18.00 for iron tee rails, $14.50 to 15.00 for steel rails and $16. to 16.50 for No. 1 wrought scrap iron, all f. o. b. Jersey City.

COPPER—Nearly or quite all the Lake Superior copper latterly offered from second hands has been absorbed, and the mining companies are apparently without competition. With that much in their favor prices are held with greater firmness, although demand from consumers is of routine character and rather slow. About 250,000 pounds have been sold at 11¾c. and ½c. over that price is now generally asked. Common casting brands that have latterly been on the market at 10¾c. are now held at 11c. in the face of preparations for refining on a larger scale at Baltimore. In the London market prices for merchant bars have receded to £45 for prompt and £45 10s. for future delivery.

TIN—Pig tin prices have ruled somewhat lower, and the market is still in an unsettled condition, with speculative manipulation almost the sole factor in regulating prices. For current month delivery sales have been made at from 20.65c. down to 20.45c., while August delivery receded from 20¾ to 20.45c. The lowest prices were on the latest dealings. Last London quotations by cable were £94 15s. for both prompt and future delivery.

LEAD—Business in pig lead has been on a very moderate scale, and the market for the metal remains bare of new or interesting feature. At the close there were buyers at 4.05c., and sellers at 4.10 to 4⅛c., as to size of lot.

SPELTER—Spelter is in light demand, and the market continues rather weak. Western might realize 4.80c. in small parcels on the spot, but carloads are offered at 4.70c. for shipment next month, without stimulating action on the part of consumers.

TIN PLATE—Tin plate remains very quiet. Roofing sizes are firmly held because of moderate and poorly assorted spot supply, but other varieties are still rather weak.

SOME VERY ATTRACTIVE WARES.

There are so many attractive wares for homely purposes displayed in the average house furnishing store, that the inspection thereof affords one the greatest pleasure. Take, for instance, the transformation of the tin kitchen candlestick. At one time it would be a hard matter to find a plainer looking affair, but now it is shown in forms so numerous that they cannot be traced, but in every instance they are graceful and interesting. Fashion seems to run to the antique. Consequently, we see specimens of these articles in Greek and Etruscan forms adapted to wax, paraffine and spermaceti. They are made of enamelled iron colored in very cheerful tints, such as yellow, red and blue, and are so pretty that their use is no longer confined to the kitchen, but instead, they form an ornament for the bedroom. There, in the form of reading candlesticks, with reflectors matching in tint the wall hangings and draperies, they form an attractive part of the fittings of every well equipped chamber. Enamelled metal bowls and pitchers in the form of Greek urns and Etruscan vases colored in gold, red, yellow and blue, and very light to handle, have proved very attractive, more especially in country homes. Makers of these articles recognizing the fact that to be in perfect keeping, these pitchers and bowls should have a proper holder, have put into the market light enamelled stands, decorated in unison with the articles for which they are intended to serve as a support. Some of these are shown in lustrous white aud gold, and form, as a matter of course, very sumptuous toilet sets. So it is in everything in the house furnishing line. Improvement is the order of the day, and any one who now selects an ugly article in any line shows a decided want of taste or a desire to pose as out of the ordinary line.—House Furnishing Review.

THE CAPABLE MAN IS THE EXCEPTION.

It is said that the financial agent of a great insurance company, in a city of two hundred and twenty-five thousand, recently died. The manager of that company went to that city to appoint a successor. Out of thirty applicants for the position not more than two could be regarded as eligible. The capable man in any walk of life is rare. The capable boy, if he is allowed to follow, to some extent, the bent of his inclinations, is not so rare. It may be a difficult matter, sometimes, to get a good office boy, or a boy to run an elevator or any particular position you may desire to fill. However, if you take the same boy who fails in any of these places and ask him what he has thought he would rather adopt for a life work, and then hire him for the position of his choice, ascertaining his natural tendencies and inherited abilities, the chances are he will prove perfectly satisfactory.

Toronto Silver Plate Co.,

Manufacturers of the finest quality of ELECTRO SILVER PLATE.
Spoons and Forks a specialty.



Tipped. Perfect or Windsor. Eastlake. Laurel. Flower. Prince of Wales.

Above we illustrate a few of the patterns carried in stock. All goods stamped "Toronto Silver Plate Co." are guaranteed.

E. G. GOODERHAM, Manager. JNO. C. COPP, Secy.-Treas.

Factories and Salesrooms, King St. West, Toronto, Ont.

The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

To be had of all Jobbers and Dealers in Sporting Goods.

JAMES BALDWIN & SONS,

ORIGINAL MANUFACTURERS,

Morville Street, Birmingham, Eng.

Agent:—W. H. JAGGER,

24 Front Street West, TORONTO.

Price Lists and Samples to the Trade Only.



IRONMONGERS AND SPORTING GOODS.

As the shooting season is now fast approaching, the time seems opportune for again directing the attention of our readers to a profitable branch of business to which many of them have paid less attention hitherto than it deserves to receive. Many ironmongers sell shot guns and rifles, we are aware, but only a limited number of members of the trade follow out the business in sporting goods in a thorough and pushing manner. In many towns the hair-dressers seem to enjoy the bulk of the business in this line, although there is no reson why they should do so, and many good resons why they should not. The great bulk of all the sporting goods is certainly hardware in every sense of the word, and it is odd that the sale of such goods should have fallen into the hands of the followers of Figaro. Probably the ironmongers themselves are mostly to blame; but now that sporting of all kinds is increasing in popularity, we are not without the hope that members of our trade will take up the trade in a way which will make it profitable to them. A hurried glance at some of the goods classed as "sporting" shows how very suitable the articles are for the stock of an ironmonger. They include, amongst others, shot guns, rifles, revolvers, pistols, air guns, gun cases, cartridge magazines, cartridges, cartridge cases, cartridge fillers, recappers, cleaning rods, rifle reflectors, gun cleaners, oil, tow, powder, shot, either hardened or soft, wadding and wads, fishing rods in variety, winches in variety, lines in variety, gut, landing rings and nets, fishing baskets, artificial flies and fish, fish hooks in variety, fly-hooks, tackle cases, spinning and trolling tackle, floats in variety, baits, natural and artificial, shot cutters and pliers, leads, swivels, plummets, rod spikes, disgorging scissors, rings, live bait kettles, tackle boxes, seat baskets, sportsmen's balances in different sizes, waterproof coats, leggings, cushions, etc., wading boots, dog collars and whips, etc., etc. It is possible that many ironmongers may think this a very formidable list of articles, but it by no means follows that any one dealer needs to stock the whole of them. Every locality has its special wants, and it is to these that our friends should pay attention. In Scotland salmon fishing tackle, in many parts of England trout rods, lines and flies, and in other parts bottom fishing appliances sell most freely and will pay for being stocked with discretion and judgment. For an ordinary stock of sporting tackle, and in an ordinary district, not more than a moderate amount of room is necessary—the best plan to adopt, probably, being to have a glass-fronted wall case with sliding doors and suitable internal fittings. In such a case the majority of the articles can be displayed in an attractive and prominent manner. If the town is on a good fishing river the show windows should frequently receive attention, and it should be the constant aim of the ironmonger to display the results of local sport in a "taking" and picturesque manner. If the ironmonger himself or one of his assistants has a practical knowledge of sporting matters, and particularly of local points, such as the best spots for fishing, he will be all the more likely to make this department a decided and permanent success.—The Ironmonger.

THE ADVERTISER AND THE DRUMMER.

Trade is the object of the business man. What he has to sell must be sold. To secure the necessary custom or patronage he uses every means available to acquaint the public with his stock and his prices. He employs men to travel. They circulate, like the contents of a mail pouch, here, there and everywhere. The sample trunk and the drummer are the greatest tourists of the nation. They are practically ubiquitous. Every hamlet enjoys their visits. They have the gift of living high and talking business, and in response to their persuasive powers the steamboat and freight train are distributing merchandise from one end of the country to the other. The secret of success is due as largely to the vanity of the purchaser as it is to the musical vocalization of the drummer. Men in business, as a rule, appreciate the honor of a personal interview. The distinction tickles the average man. It has of course to be paid for, but the expense is but a bagatelle in comparison with the pleasure. This secret, acknowledged as it must be, the drummer, aside from his personal and representative influence, is but a perigrinating advertisement or a commercial phonograph. His availability, as his eloquence and cigars, is of course limited. He cannot spread himself beyond his jurisdiction or his mileage ticket. The vacancy has to be filled by the printer. In this sense the trade paper out-travels the traveller, and advertising goes ahead of the drummer. By this means a manufacturer in New York can place his shingle on the desk of a California trader, and a man making gimlets in New Jersey can bore his way into a hardware store in Manitoba. It is impossible to limit the travelling powers of an advertisement. It has the mail bags of the world at its service, and needs but a post-office stamp for a free pass to the uttermost parts of the earth. From this scattering of commercial seed the sower reaps his crop. It may be found, perhaps, in an adjoining State; it may make a transatlantic voyage, or fetch an order from the antipodes.

A consensus of international trade, based on advertising, would be a revelation both in volume and area. In home business it is already an axiom in trade that the judicious advertiser is commercially wise and eventually successful. Everybody knows this, excepting of course the residue, who are innocent of knowing anything. This is eminently a reading age. The public mind is inquisitive. Men, according to their mental bias or their peculiar line of business are continually on the lookout for the particular apple they are searching for; as a rule they find it. It may be in an improved machine, a cheaper market, or a customer for their goods. Aside from the information an advertisement supplies, we have the equally pertinent fact that the house or firm that does not advertise its goods, loses just so much of public confidence. It is true that an advertisement is not a certificate of good character, nor in every case the affidavit of a fact, but in public opinion it is accepted as a voucher for respectability. It indicates a certain status of responsibility and enterprise, which are as necessary in business as a clean collar is in society. With these facts as self-evident as the hump on the spine of a dromedary, it is somewhat of a conundrum that men of business are by no means scarce who are as chary of an advertisement as they might be of an impostor. For all that the fact remains that the advertising of the nineteenth century is the great drummer of its trade, and the man who in the most judicious manner secures its services is the man who will find that in proportion to the seed he sowed is the crop he reaps.—Age of Steel.

SOMETIMES A NUISANCE.

"I want an itemized bill!"

Merchants, you have all heard that request, and a good many of you with a wrath you may not have cared to manifest, and some of you with a wrath you have taken no pains to conceal. Why?

"The needless trouble it causes," says one. "The reflection there is in the request against my honesty," says another. "The chance it gives kickers to kick on items of goods ordered, but which the customer has forgotten," says a third.

Well, friend, are these good reasons? Of course, the case pre-supposes you are doing a credit business, and if you are, an itemized bill, though a nuisance, is the tribute you are compelled to pay to that reprehensible system. Troublesome? Most assuredly there is some trouble in preparing an itemized bill, but that largely could be avoided if you did not conduct your business carelessly. A well managed business, if it is a credit business, has a good set of books. By that we mean well-kept books, and if the merchant has carefully journalized his business and keeps posted up, it is not such a tremendous job to render an itemized bill. There are two or three helps of which he may legitimately avail himself in this matter: 1. Render itemized bills the first of each month, never letting any account run longer than that without billing in itemized form. 2. Have printed on his bills, "Preserve this bill; itemized bills never duplicated." 3. Avoid bills altogether; adopt the passbook or mercantile coupons. In fact, the last method pretty effectually removes any necessity for itemizing any bills at all.

But whatever the merchant may do, he has not the least right in the world to object or even to hesitate, to give one fully itemized statement of account to any customer who requests it, nuisance though the request may be.—Northwest Trade.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

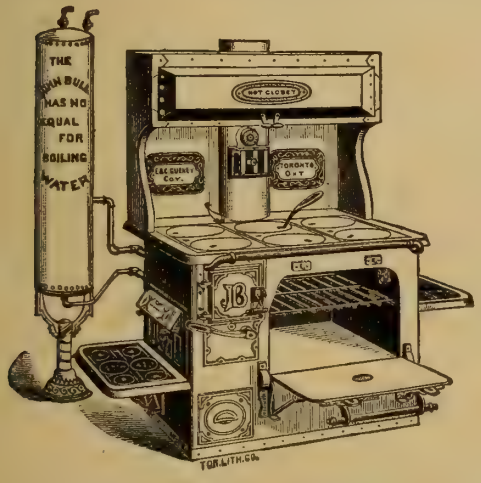
BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11 :

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY. The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern ; so that we have the somewhat singular sight of a combine reducing prices."



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

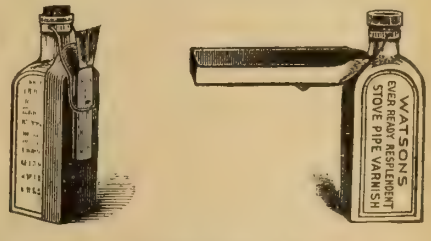
THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.
—Mane only by—
Pigou, Wilks & Lawrence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.

Canada Iron Furnace Co., Ltd.

Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C. I. F."** THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer.



RESPLENDENT MFG. CO,

Fine Enamel Paints, Varnishes, Piano and Furniture Polish, Stove Pipe Varnish, etc.
PARIS ONT.

CONSIDER THIS!

To all those ironmongers who cry, "I would if I could,' in response to our urgent appeals to discard the old business methods for those more up to date, we want to cite an illustration which ought to be rubbed into the very pith and fibre of every tradesman's mind till he begins to see that where there is a real will there is a clear way. The instance we have to cite is that of one who began his business life as a draper, and still is a draper. A few years ago he bought out a decaying ironmongery business a few doors from his drapery establishment, for the purpose of preventing the business passing into the hands of a competing draper. Then he proceeded to run the ironmongery business on substantially the same lines as he had learned from experience were the most advance and profitable for the conduct of a retail trade. Now, here were all the conditions, you will say, which would seem to indicate certain failure. The business purchased was a languishing one; the purchaser was unfamiliar with it; he had to build up a trade, to establish connections with houses of supply—to learn a new trade, in short; and he went to work on lines which, to the great majority of our readers, would seem diametrically opposed to the conservative traditions on which an ironmongery business must be run. Well, he didn't fail—he succeeded, and there is but one satisfactory explanation of his success, and that is that he knew nothing of the "conservative traditions" aforesaid, and would have despised them if he had. He would have flouted them as childish and discreditable to modern ideas, as destructive of success. Let us quote his own words: "My system," he says, "has been to buy close, pay sharp, keep expenses down and never lose a sale if a customer can pay cash and the transaction shows a profit." There it is in a very small nutshell, and what we have said before, we say again, "What one man can do, and has done, another or a thousand can do." It is simply a matter of will and resolution. What an incredible folly it is to suppose that the ironmongery trade is the only trade in this kiugdom which cannot absorb the invigorating life-blood which flows from sound business methods!

We should like to go more into detail in laying before our readers the instructive and really striking case we have cited in the foregoing note. We anticipate what some of our readers will say—"Oh, don't tell us what some draper has done! The drapers are our bitterest enemies." All we have to say in answer to that is that if we can get a wrinkle from our bitterest enemy that will show us how we can circumvent him, we are not too proud to take it and use it. But this, bear in mind, is not the case of a draper attaching a few attractive lines of ironmongery to his drapery establishment. It is the case of a draper buying an ironmongery business outright, and running it independent of his other business, in premises entirely distinct. To the new business he brings the methods he has found successful in the old, and he finds them equally successful and instructive to all. "I do not," he says, "confine my trade to cash customers only, though I profess to do a cash trade;" and again, "I always profess to be able to sell as low, or lower, than Army and Navy or Civil Service Stores.'" How he is able to do this is made very clear, "I buy all for cash—i.e., I pay as quickly as manufacturers or factors will take cash, and as a rule, I pay for all in the month; although in special cases, where I have a special quotation, I pay cash on receipt. . . My character for doing so is known to houses I deal with; I always get lowest possible quotations. . . . Some goods, I am told, I buy as low as factors, such as galvanized hollow ware. . . . I am in touch with several ironmongers in the city, and I know I buy at lower prices than they, but they do not, or cannot pay cash." If anything is needed to complete this picture of felicity, and enforce the lesson it teaches, it is to be found in these concluding words: "I am pleased to think that if I should be laid aside with illness, I could live for the rest of my life on my savings. I am married, but my wife does not assist in either business."—Ironmongery.

FROM THE SEAT OF NICKEL PRODUCTION.

The Canadian Copper Cliff being the largest and best equipped works in the district, are even now adding to the same, increasing thereby the capacity of their output. The Dominion Mineral Co., under their new and able manager, Mr. Cameron, are assuming a much more systematic and business-like form, and are doing some excellent work. The Hussey Vivians at the Murray Mine, also under new management, are getting things into better shape, and are putting up a new and larger furnace. The Travers Mine, or Drury Nickel Co., are struggling along, doing their best to get successfully started and overcome the many difficulties that have surrounded them. The Beatrice Mine, a new property developed this year and now owned by some Montreal people, is showing some fine high grade ore. The Commercial Mining Co. are also pushing on well with the development of their property in Nain, which is giving most excellent promise of becoming a very fine property. This young and energetic comp'y propose erecting a smelting furnace in the near future for their own exclusive use, providing they cannot get a combination formed, which they are trying now to accomplish. As the matter is no secret, it may not be amiss to say a few words in commendation of what is an excellent scheme. It is proposed that three or four companies having properties in close proximity or within accessible distance unite and put up a complete smelter plant for their joint use, thus saving each company much extra outlay, to say nothing of having at their command a more complete plant where they can get their ore reduced at less cost to each. It is also proposed to do some customs work for outside companies or individuals. Denison is still keeping the lead over all other townships in the production of the highest grade and rarest specimens of nickel. On lot 2, concession 3, "the Gerdsoff Mine," nickel is now being mined by Mr. R. H. Aber for an American company in the form of Gersdoffite or nickel glance, assaying as high as 34 per cent., and nicolite is also found associated with the above-named mineral. Nicolite assays as high as 64 per cent. These minerals occur in a true fissure vein, and it is the first and only known instance of the occurrence of these minerals on the American continent. Some of the samples of Gersdoffite show some fine specimens of the crystals peculiar to this mineral, which are being eagerly sought after by mineralogists and experts.

The evil effect of the new mining act is still very apparent in the district, and will certainly be seen in the Crown Lands department when they compare their receipt for lands sold in this district during the years 1891 and 1892, as compared with that of 1890. The amount to ten per cent. of that receipts of 1891 and 1892 will not ceived in 1890.

Summer Trips.

GRAND TRUNK RAILWAY.

The Popular Route for Tourists and Sportsmen.

When planning your annual tour remember that this company controls over 4,100 miles of railway equipped in the most approved modern style, passing through a magnificent country noted for its unsurpassed facilities for sport.

A Few of the Principal Resorts.

PORTLAND, Me.—For deep sea fishing.

ANDROSCOGGIN LAKES (via Bryant's Pond or Bethel)—Excellent trout fishing and game large and small, of every description.

THE WHITE MOUNTAINS (via Gorham, N. H.)—For trout and varieties of game.

THE SALMON RESORTS of Quebec, New Brunswick and Nova Scotia, reached via Quebec.

LAKE ST. JOHN REGION, via Quebec—For ouananiche, trout, caribou, bear, moose, beaver, otter, etc.

THE RIVER ST. LAWRENCE, in the neighborhood of the line for 400 miles—For mascalonge, pike, bass, whitefish, pickeral, perch.

THE THOUSAND ISLANDS, via Gananoque or Kingston—For pickerel, black bass, muscalonge, pike.

MUSKOKA LAKES—The best place on the continent for fishing, shooting and camping. All varieties of fish and game.

PARRY SOUND AND GEORGIAN BAY, reached via Penetang, Midland, Collingwood, etc., for black bass, pickerel, deer, partridge, bear, otter, etc.

LAKES ONTARIO, ERIE, HURON AND MICHIGAN via stations at all principal ports.

LAKE SUPERIOR, via Collingwood, Wiarton, Sarnia in connection with steamship lines.

For through fares, tickets and further information apply to the Company's Ticket Agents.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

-- FALL SPECIALTIES --

We are now prepared to qnote lowest prices on :

Coal Hods, Lanterns,
Copper Kettles, Patent Stove Pipes.
Dampers, Stove Shovels.
Elbows, 1, 4 and 6 piece, Stove Boards.
Etc., Etc.

Write us for Prices and Special Fall Catalogue.

JAMES ROBERTSON & CO.,

KING ST. WEST, TORONTO.



CLIMAX SAFETY TUBULAR LANTERNS

WITH SQUARE TUBES.

Manufactured by the ONTARIO LANTERN CO.,

Hamilton, Ont.

We make a specialty of the Lantern business, and warrant our Lanterns to give a BRIGHTER and STEADIER light than any other in the market. (Never left in the dark with the Climax.)

WALTER GROSE, Agent, Montreal.



We are now in position to name prices on 1, 4 and 6 piece

ELBOWS, STOVE BOARDS,

Paper and Wood Lined, Crystalized and Embossed.

Patent Stove Pipe, Coal Hods, Fire Shovels.

WRITE FOR PRICES.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

SAMUEL, SONS & BENJAMIN, 164 Fenchurch Street, LONDON, ENG.

Business Changes

SALES MADE OR PENDING.

Richard Tees, general merchant, Moosomin, N.W.T., has sold out to Newton & Co.

The stock, plant, etc., of the Gurd Brandon Woodenware Co., Toronto, is advertised for sale by tender.

The stock of J. R. Armstrong & Co., stove manufacturers, Toronto, is advertised for sale by tender.

W. & P. Dickson, general merchants, Alexander, Man., have sold out their hardware stock to James Foreman.

FIRES.

John Petrie, general merchant, Stayner, Ont., is burnt out.

CHANGES IN STYLE OR COMPOSITION OF FIRM.

Blaikie Bros., general merchants, Acadia Mines, N.S., have dissolved.

REGISTERED IN WIFE'S NAME.

Joseph D. Scott, general merchant, Elmsdale, N.S., has registered consent for his wife Harriet G. Scott, to do business in her own name.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

H. Maloney & Co., general merchants, Penetanguishene, Ont., have assigned in trust to Campbell & May, Toronto.

Jean Leroux, general merchant, Cedars, Que., has assigned.

Mrs. M. L. Kitchen, general merchant, River John, N.S., is offering to compromise.

H. B. Ingraham, general merchant, Woodstock, N.B., is offering to compromise.

Hill & Northgate, general merchants, Northfield, B.C., have had a meeting of their creditors.

EDDY'S SYSTEM OF LARGE WIRE ROPE PULLEYS.

Some of the largest castings of wheels ever made in Ottawa have been produced, and are intended for the E. B. Eddy Co.'s paper mills. They consist of three sets each composed of a driving pulley 8 feet in diameter by 50 inches wide, and carrying 24 ropes. The weight of each wheel in the rough is 8,250 lbs. There are two driven pulleys 64 inches in diameter by 50 inches wide carrying the same number of ropes, with a weight of 5,100 lbs each. The three sets are the same throughout. These will replace eight ply rubber band belts. It is claimed that they are the finest pulleys of the kind ever made in Ottawa. They are formed in a continuous circle inside and outside with no marks of cores.

WHERE THE JOKE COMES IN.

Stranger—"Can you kindly inform me when the band begins to play?" Park Sparrow—"Oi can. Shure an' Oi'm not diff. Wait here, an' when it stroikes up Oi'll let ye know."—Drake's Magazine.

Heredity.—Mrs. Snooper—"Mrs. Staggers' baby is bottle fed." Snooper—"Takes after its daddy already, does it?"—Smith, Gray & Co's. Monthly.

Little Dot—"Papa wouldn't give me a penny." Mamma—"He wouldn't?" Little Dot—"No'm. He is pennyurious, isn't he?"—Street & Smit 's Good News.

Mr. Hayseed—"I have jist read your sign, Fire escapes this way.' Now, young, feller, what I want to know is what way kin the people git out?"—Chicago Inter-Ocean.

"Why didncher come out t' play ball 'yistday?" "Had to stay home an' keep th' flies off o' the baby." "We got a baby, too, but they ain't no flies on it."—Indianapolis Journal.

"Is this a healthy portion of the State?" asked a traveler in Arkansas. "Well, I should say it is. There has been nobody hung here in about three months."—Texas Siftings.

Office Boy—"Can you let me off this afternoon? My grandmother is dead." Head of Firm—"Not very well; but you can run out two or three times and look at the score."—Puck.

Circus Man (hunting for a stray elephant)—"Have you seen a strange animal around here?" Irishman—"Begorra, oi have that; there was an injur rubber bull around here pullin' carrots wid his tail."—Harvard Lampoon.

A feather duster disperses but does not remove the dust from the store.

A customer secured is a promise of greater salary in time.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Goods conveniently located save time, money and temper in showing.

SITUATION WANTED.

HARDWARE—SITUATION WANTED, LONG experience as buyer and salesman, goop stockkeeper. George Stethem, Peterboro'. 33

ENGLISHMAN (33) WELL POSTED IN ALL branches, desires situation as salesman or book-keeper in hardware or implement store. Address, T. H. Roberts, QuAppelle Station, N.W.T. 32

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

TRAVELLER WANTED, IN A FEW months hence, a travelling salesman, one who understands the stove, tinware or hardware trade throughout Manitoba and the North West. Give particulars as to past employment, also salary received. State whether married or single, age, etc. Correspondence confidential. Address, "North West," care HARDWARE.

MUNN'S LIQUID GLUE.

The Strongest, Cheapest and Best.

Put up in all sizes. Circular and price list on application. KENNEDY BROS., Agents, 101 Bay St., Toronto.

For sale by the following wholesale houses in Toronto:—

H. S. HOWLAND, SONS & CO.
THE HEMMING BROS. CO.
THE ART METROPOLE.
WILLIAM BROWN, Carriage Hardware.

DON'T PAY $40 For a "Metal Ball" Cash Register

When you can buy this one, guaranteed equal in every particular to the SUN or any similar machine for

Only $25

We make 34 different kinds of Cash and Autographic Registers at prices from $12 up.



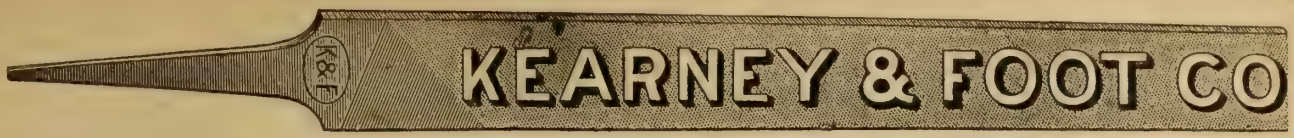
THE NATIONAL CASH REGISTER CO.,

Dayton, Ohio, U. S. A.

Canadian Salesrooms: Toronto, Ontario, 63 King Street W; Halifax, N. S., 107 Holles Street. Montreal, P. Q., 174 St. James Street. Winnipeg, Man., Main and Queen Sts

OFFICES: 100-102 Reade St., New York, U.S.A.

CAPACITY OF WORKS: 1,200 doz. per day.



Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.



Illustrated Catalogue Price Lists mailed on application.

WORKS: Paterson, New Jersey, U.S.A.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

-MIXED PAINTS-

THE CELEBRATED
"UNICORN" Brand
IS THE BEST IN THE WORLD.

Send for our sample card of 40 colors.

Manufactured only by
A. RAMSAY & SON,
Established 1842.
MONTREAL.

BOLTS, FORGINGS. GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.
GEO. GILLIES, Gananoque, Ont.

Best in the World.

Wrapping Paper.

The E. B. Eddy Co., Hull, are making a wrapping paper specially for the Hardware trade. For strength and durability best in the world. Send for samples.

The Price Low.

CUTLERY.

Every importer should see our Samples for Fall orders.

Dickson's Carvers, with or without Cases, cannot be surpassed for good value.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

J. L. Goodhue & Co

DANVILLE, QUE.

For the convenience of Western trade a full assortment of Staple sizes of our Leather Belting is now kept by our Western Agent,

H. D. SIMMONS,

74 York St., Toronto,

TELEPHONE 2164.

Send in your orders.



Excellent Quality! Reasonable Price



ADAMS-MARS BEST.

GALVANIZED SHEET IRON. SP

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X., "	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7½ 7¾

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅞, 2⅞
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina, ¼ bright	2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ to 65p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4¾
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete. lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16½ 0 17½
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17½ 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Brasiers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06¾

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5¾
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 57½
Boiled "	0 60 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 48

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, one shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45

Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, eacn 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches				
16 to 25	1.35	2.60	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.

1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass.

Pilkington's ordinary.

1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb . 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled.
Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy	2 30
40dy	2 35
30 dy	2 40
20, 16 & 12 dy	2 45
10 dy	2 50
8 & 9 dy	2 55
6 & 7 dy	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath)	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath)	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 25

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p.c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33½ per c

Rivet Sets.

Canadian, dis. 30, 35 per c

Rope

Per lb.

	Sisal.	Manilla.
7-16 in. and larger..	9¾ 10	11½ 11¾
¼, 5-16, ⅜ in.....	10½ 10¾	11¾ 12
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each 1 75 2 75
" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes 3 25
" ½ and ¼ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4¾
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 25 2 50

Tinner's Shears and Snips

P.S. & W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap 0 11½
" Crown 0 10¼
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " " } 4¼ 4¾
" Plain twist, 2&3 wires
" Steel thorn and ribbon 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points 0 04½
Steel staples 0 04½ 0 04¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 2b p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS.

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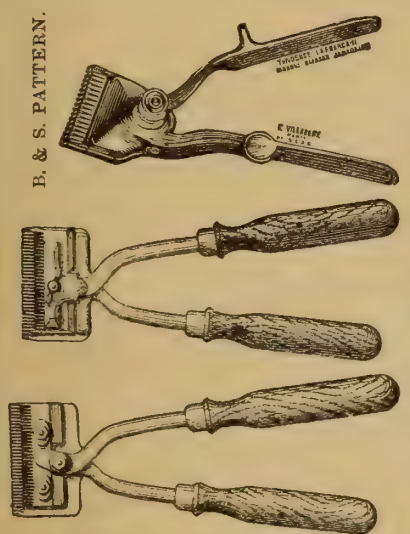
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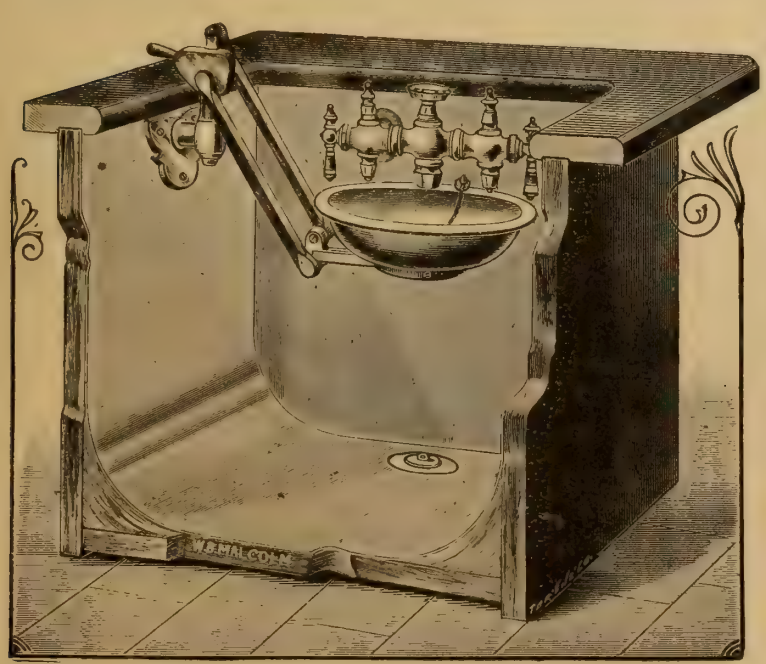
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Unique, Durable, and Cheap.
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It is easily adjusted to any position; is filled from the bath-taps, and when filled, can be raised to the desired height by the user, or swung to the outside of the bath by either adult or child, and will remain where placed.

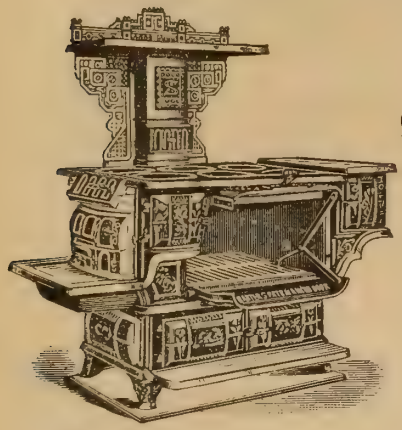
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Superior Quality Rubber Goods.

Our Rubber Belting is Unequalled in America.

11 kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c.,&c.

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"KINK PROOF" HOSE.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

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Puritan Coffee Pots,
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Five o'clock Tea Kettles.

All goods are manufactured from the best material and workmanship and are therefor strong and durable, possessing a superior finish and handsome appearance. No kitchen should be without them.

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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. IV. TORONTO, AUGUST 6, 1892. No. 32.

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NEW YORK OFFICE, N. W. Cor. Washington and Cortlandt Sts. CHICAGO OFFICE, 12 Pacific Avenue.
MONTREAL OFFICE, H. McLaren & Co., Agents.

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"Aluminum Bearing Metal," 18c. " " " "
"Big 4 Babbitt," - - 14c. " " " "
"Pyramid Metal," - - 10c. " " " "

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Our metals are superior to any like Babbitt Metals in the market. We Solicit Your Orders.

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Importers and Dealers.

HOUSE FURNISHINGS,

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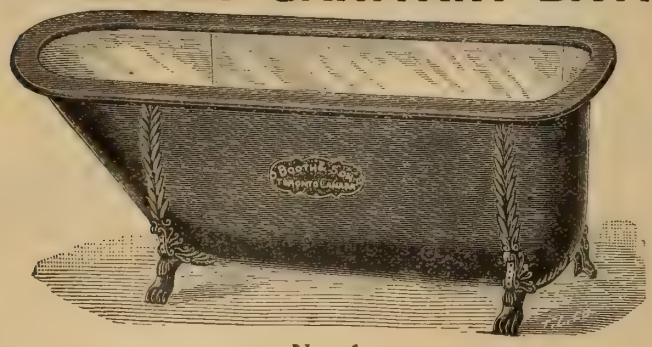
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Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

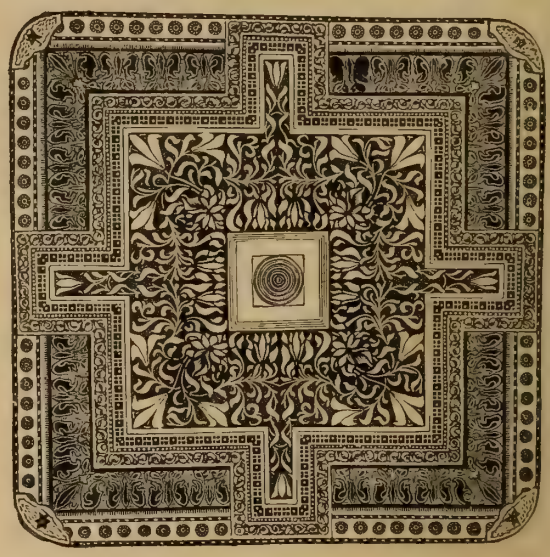
A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

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ASK FOR THE

Maple Leaf Stove Board.



Handsomely Decorated!

Something entirely new!

KEMP MANUFACTURING CO.,

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We have dropped the "Gilbertson's Old Method" brand of roofing plates, therefore we now WITHDRAW our GUARANTEE from same.

Our reasons are as plain as A, B, C.

A — We could not act in good faith with our customers had we accepted the propositions made to us by the maker with a view to equalize the increased cost brought about by the advanced duty.

B — Numerous complaints and letters received by us from our customers, positively assert that the quality of this Brand is not now what it used to be.

C — After careful investigations we find we can make a much BETTER and a HEAVIER and more EVENLY-COATED plate IN OUR OWN WORKS in Philadelphia, than we have ever imported.

Hence, our heaviest coated, guaranteed Roofing Plate will now be the

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Made and Guaranteed by

Yours respectfully,

MERCHANT & CO.,

Philadelphia, July 6th, 1892.

NEW YORK. CHICAGO. LONDON.



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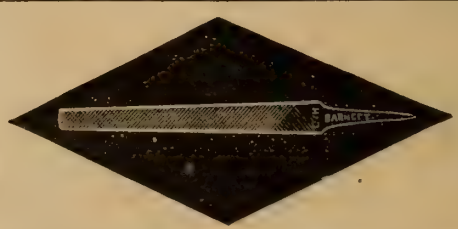
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CAN TELL YOU ALL ABOUT THEM.

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Vol. 4. TORONTO, AUGUST 6, 1892 No. 32

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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The trade in guns and ammunition will soon call for preparation. Heretofore an obstacle in the way of retailers making their due share of profit out of the business in arms has been the direct connection between gun jobbers and consumers, which the former aim to make as complete as possible by the circulation of their price lists. Along with this general admission of the public into the secret of jobbers' prices there has been an extraordinary depression in the prices, of which the aforesaid jobbers' eagerness for business has been the ruling cause. The failure of a great gun house a week or two ago shows that the big business it carried on could not have been done at a profit. The retail trade could not make much of a stand for a paying margin against concerns that would sell to their customers at the same price as to themselves. A trader has little object in buying a score of guns when each one of the score of prospective customers can get a single gun from the same jobber at the same rate as the lot was bought at. This state of things show little promise of speedy amendment. If the company which failed should get a settlement, very low prices may be looked for until the stock purchased back at the compromise is all sold off. It is reasonable to expect that their prices will be lower than they were before the company failed. Lower prices mean further reduced trade for retailers, still traders should aim to work up a sale wherever there is any likelihood of effecting one, and those in the vicinity of the duck lakes should be on the alert to do any business they can.

* * *

For the reasons given above, and also for the reason that changes in style and mechanism take place frequently, retailers buy very sparingly in anticipation of trade, and not uncommonly have orders booked before they lay in any stock at all, making use of catalogues to effect sales or to enable the customer to indicate more or less closely what he wants. Guns held in stock beyond the season they are bought, not only lock up capital but also are likely to depreciate in value. The same is true of hunting equipments generally. In these there is plenty of room for the play of taste, and as hunting is a pastime, it is taken for granted that its votaries can pay for notions and fancies which may be introduced from year to year. In the accessories of hunting outfits it is prudent to have the warrant of a fair prospect of immediate sale before stock is gone into very far. All this means that in guns and in the attendant furnishings the retailer had better get the customers before he gets the stock. From now until the first of September there is time to drop an occasional word in season and bespeak a few orders for fowling pieces and rifles. It is useless for merchants to shut their eyes to the fact that some lines will no longer sell freely if the initiative is always left to the customer. The trader must introduce the subject and do some soliciting for trade the same as the wholesaler does. Many a young fellow would be highly flattered at the compliment paid to his proclivity for sport by advances from the hardware dealer for the purpose of getting an order for a gun. There is a considerable fund of potential selling tact that salesmen never draw on, and they consequently draw no revenue from it.

* * *

The pneumatic tire has caused a change in the bicycle trade. Since its evolution, seasons and roads have not the same restrictive effect on the use of the wheel as they had before its time. Those restrictions were an important obstacle in the way of trade. So long as the roads are hard, it is less material than it used to be how rough they are. The bicycle can consequently be used longer every year, and can be used in districts where it could not before. An aid to the extension of the sale of wheels is the lien principle. This enables young men, who have not the ready money, to buy a wheel on time. Herein credit may be a good moral influence. It is a fact that many will not save money unless they have a specific object. There are scores of young fellows who could save up enough in a year to pay for a wheel, who save none at all. Many of these commonly need but the steadying influence of a little trust to enlist them in the thrifty classes. An object realized influences them more than ambition. If the trader picks out his men carefully he will be able to do a safe and profitable business in bicycles on the monthly payment plan, and moreover will do good in his neighborhood. Money and time formerly spent in wasteful and most likely idle pleasures will be diverted to the maintenance of a manly and healthful exercise and, time-saving means of self-locomotion. Honest young men in situations should be looked upon with eyes of interest by hardware merchants, as these young men are the kind that are eligible for the purchase of a bicycle on the basis of periodical payments. This is the dull time of year. It may be improved by the hardware merchant endeavoring to work up the

sale of a few bicyles. School teachers, agents, clerks in stores, banks and offices, line men, and various other classes of workers whose employment or whose health requires them to cover long distances might to be approached with benefit to the retailer.

* * *

It is time that some authority were established whose duty it should be to apply the level to customs appraisements upon the same class of articles entered at different ports. There is no reason why the fiat of each local collector should be supreme, but the facts of experience afford abundant reason why local appraisements should be subject to revision by a board competent to decide controversies between collectors and importers. The anomaly of A being able to enter his goods at 10 per cent less than B does at another port is a sufficient reason for the establishment of some assimilating power. It is a fact that the difference in the duty paid on certain articles, by merchants at different ports, and yet in range of competition with each other, is enough to determine which of them shall get the trade in these articles. Not many years ago a favorite expedient of many city importers was to enter their goods at some port where the business was light, and where the appraiser was therefore not fully experienced in the work of assigning to classes, making distinctions between similar lines or in judging material. At the city ports, where the appraisers were dealing with cases involving delicate discrimination and the nice construction of tariff clauses, all goods usually paid full duty. If the tariff would be strained so as to admit of a classification that would require a higher duty than that intended, the importer might expect to have the benefit of the doubt put against him. Civil servants are usually very prone to favor their department. It is also that a regulating authority will be set up whose office it will be to expel all such inconsistencies from the customs service. The Minister of Customs after a conference with a number of Montreal merchants, has adopted a plan for the establishment of a Customs board, which, if necessary, can sit from time to time in various cities besides Ottawa. The board will be composed of experts in the various leading lines, such as groceries, hardware, or dry goods. To them will be referred all questions respecting valuations, classifications, etc. Bulletins, giving information respecting rulings and interpretations, will be issued from time to time. To this board will also be referred all questions relative to uniformity in Customs classifications.

* * *

We have received a copy of the introduction to the 28th annual number of "Poor's Manual of Railroads." The Manual itself for 1892 is now about ready for delivery. This great compilation of railway statistics teems on every page with information of the utmost importance to that very numerous class of people who are interested in knowing all that is knowable about railway securities. Railway affairs enter so largely into the very warp of national finances that no statement of their condition can be too exhaustive. The Introduction shows that since 1867 when the first number of the Manual appeared, the total mileage of roads in the United States has increased from 39,250 miles to 170,601 miles, or 435 per cent. In the west the increase has been greatest, rising from 15,777 miles in 1867 to 100,599 miles at the end of 1891. In the South also the growth has been great, all the way from 9,940 miles to 32,110 miles. The business of the roads has increased even more remarkably than their extension. In 1866 the total tonnage did not exceed 47,872,500 tons; in 1891 it amounted to 704,398,609 tons. The mileage built in 1891 was 4,471 miles. The gross earnings in 1891 were $1,138,024,459, or 9. 1 per cent. of the total investment. The net earnings were $356,209,880, or equal to 3. 1 per cent. of the total investment.

* * *

As we all with no exceptions make mistakes at times it therefore stands to reason that the very best of buyers find in their stock goods that are not moving. Now the question is what is to be done with these goods, as they not only represent so much money, lying there idle, but as every month passes by the value of these articles grows less and less. To the energetic and wise man there appears but one way, and that is after he has come to the conclusion that the goods are not sellers to push them off at once even if he loses a little on them, for it is a true saying that anything that is cheap enough will sell. And is it not far better to regain the money that bas been invested than to hang on to the goods for a year or so in the vain hope that sometime or another you will be able to make a profit out of them? And perhaps you might, as the unexpected sometimes happens, but how often it turns out to be the case, that the longer you hold out the less you receive. Now this is a question that the retailer should give more thought to, he should here copy the example of his larger brother, the wholesaler, who not only has his "job lot" counter, but who also issues forth every now and then his job list, on which he puts not only damaged goods but also the lines that are sticking, but he puts them there at a price that is bound to sell them. So should the retailer have his job lot counter, and thus make the goods which were not moving move, as there is always a class of people who will buy anything that is cheap.

AN IMPROVEMENT IN CHECK BOOKS.

There are few merchants of standing in the commercial world who do not use and appreciate the counter check book. In many cases by adopting the rule of giving to each customer a bill of goods purchased on credit, and retaining a copy thereof, a system has been established which has been the means of saving hundreds of dollars every year to the merchants adopting the system. That counter check books more than pay their cost every day of the year, is the testimony of all who use them systematically. Thousands of merchants, nevertheless, lose money daily by a neglect to charge goods sold on credit. To avoid such loss the adoption of the check book is a necessity. It saves losses by thoughtlessness or carelessness. Cash sales are recorded and the duplicate placed in the till; while the credit duplicate is placed on the charge fyle. The salesman thus gets into the habit of recording every sale.

A new style of check book is now being placed on the market, which has an advantage over the old kind, in that no carbon leaf is required, yet every page copies to a duplicate bill with neatness, clearness and permanency. It often happens with the old style that parts of the black leaf are worn out or torn off, or the leaf may be misplaced or left out, and thus the copy is imperfect or wanting. This new check book obviates all such difficulties, and it is impossible to have an imperfect copy, while no placing of leaves is necessary, thus saving much time and trouble. The carbon paper is discarded and the record is made with a printed heading and duplicate alone. This counter check book is entitled the "Happy Thought," and is handled exclusively in Canada by the J. K. Cranston Store and Office Supply Co., Galt, Ont. This book is cheaper than other counter books and must eventually displace the older kinds. Wide-awake merchants would do well to examine it carefully. Another strong feature of the book is the tally sheet, which is placed on the cover opposite to the writing pages, and can thus be easily used by the salesman to enter the amount of each cash or credit sale. These when added up give the total of each clerk's sales, and thus prove an incentive to them and produce a good-natured rivalry as to who can sell the most. Also, when these sales are added up the total amounts should correspond with the sum total of the checks, and thus an accurate result is obtainable. Any merchant can procure a sample of the book by writing J. K. Cranston, Galt, Ont., whose advertisement appears in another column.

OUR LONDON LETTER.

London, 23rd July, 1892.

ANOTHER STRIKE IMMINENT.

It is possible that before long we shall be in the thick of another strike in the north of England shipbuilding trade, as a local firm has given notice to their men of a reduction in wages ranging from 5 to 10 per cent.; notice has also been given to the boilermakers in the engineering establishments. The operatives strongly oppose the contemplated reduction, and claim that the condition of trade does not warrant the masters in asking for it. The men, or a majority of them, appear to favor the eight-hour movement and are asking for its enforcement in their trade. As regards the latter question, a great diversity of opinion exists among the men themselves, some of them being totally opposed to any such limitation, while others agree to it if it can be brought about by the aid of trade unions co-operating with the employers, a third section of workmen going solid for a legal eight-hour day, made compulsory by law. It is quite certain that a general eight-hour day, such as exists in Victoria, will not be passed in England for very many years, and probably never, as the great majority of people, especially non-artisans, are against it. It would cripple Sheffield and kill Lancashire outright. Only last session th House of Commons threw out an eight-hour bill for miners.

THE COURSE OF TRADE.

Now that the elections are over, business will resume its normal course. They have seriously interfered with trade in some parts of the country—in fact, in one or two cases in the Wolverhampton district works have been laid off from this cause. The condition of the metal trades still remains unsatisfactory. The fall in the price of coal has enabled manufacturers to go ahead, and in Newport the easier coal market has caused an influx of orders for rails and accessories, while makers have a chance of getting a better profit. It is noticeable that when the coal trade becomes easier the iron and steel trades improve. Bar is also in better demand, and this is accounted for by the increased trade done in tin plates. Business in Sheffield is still very unsatisfactory. There is no change in the iron market. In crucible steel makers complain that competition for what little trade exists is desperately keen, and the margin of profit—already very small—is cut down almost to a vanishing point. I told you in a recent letter that several cutlery houses were working only one or two days a week. Now the trade is so bad that men are accepting wages below the union rates. Many cutlers and grinders are out of employment. A few manufacturers of silver and electro-plated goods are fairly busy, but this branch of industry is not doing so well as formerly. Wolverhampton steel makers are pretty well engaged in the production of plates, bars and blooms. The following table given by Matheson & Grant in their half-yearly report shows the price of coal, pig iron, steel plates and rails during the month of July for the five years named:—

Steam Coal, f. o.b. at Cardiff, July, 1887, 9s. 3d.; July, 1889, 13s. 6d.; July, 1890, 15s.; July, 1891, 14s.; July, 1892, 12s.

West Hartley Coal, f. o. b. at Newcastle, July, 1887, 8s. 6d.; July, 1889, 9s. 6d.; July, 1390, 13s.: July, 1891, 11s.; July, 1892, 9s.

Pig Iron at Glasgow, No. 3, July, 1887, £2 2s. 6d.; July, 1889, £2 4s.; July, 1890, £2 6s.; July, 1891, £2. 7. 6d.; July, 1892, £2 2s.

Pig Iron at Middlesborough, No. 3, July, 1887, £1 14s. 6d.; July, 1889, £2; July, 1890, £2 3s.; July, 1891, £2 1s. 6d.; July, 1892, £2.

Iron Ship Plates at Middlesborough, July, 1887 £4 12s. 6d.; July, 1889, £6 5s.; July, 1890, £5 10s.; July, 1891, £6; July, 1892, £5 5s.

Iron Bridge Plates, July, 1887, £5 7s. 6d.; July, 1889, £7; July, 1890, £6 10s.; July, 1891, £6 5s.; July, 1892, £5 10s.

Steel Ship and Bridge Plates, July, 1887, £6 5s.; July, 1889, £7 10s.; July, 1890, £7; July, 1891, £6 10s.; July, 1892, £4 2s. 6d.

Steel Rails, f. o. b., July, 1887, £4 3s.; July, 1889, £5; July, 1890, £5; July, 1891, £4 10s.; July, 1892, £4 2s. 6d.

Thus we see that coal is not so cheap as in July, 1887, but ship plates and steel plates are cheaper.

THE QUESTION OF CREDIT AGAIN.

The question of granting credit is always cropping up here, as in America. I have just read an amusing article on this subject in a United States hardware paper. The writer points out how absurd it is for storekeepers and others to absolutely press their goods on people and "chalk it down on the slate." These sort of shopkeepers never seem to think of making inquiries as to the customer's solvency and standing. They would be very wary of lending these same customers the actual cash value of the goods they so airily give them on credit. As an illustration of the difference, the writer says that being in Chicago on business he found it necessary to prolong his stay and ran short of cash. He thought for a few minutes and then determined to call and ask a firm with whom he did some thousands of dollars a year, and to whom he had just given a big order for hardware, to lend him $10 to get home with. He called and explained the circumstances to the cashier, who looked him up and down and then referred him to the manager, who treated him much the same and in turn referred him to the President, who, after a long consultation with the manager and cashier, decided to lend the sum required, $10. Yet a day before this firm had given him credit for $800! People should, at any rate, be consistent. Much the same thing prevails here in England. Competition is so keen among the retail trade—and in the wholesale houses, for that matter—that credit is freely given. Many of the failures which occur among small retailers in the hardware trade are directly traceable to this foolish system of giving indiscriminate credit. If you talk to the ordinary English shopkeeper about the big stores in the city and in the West End of London, he will use language more vigorous than polite. And yet the two principal stores in London—the Civil Service and Army and Navy stores—are doing a magnificent trade absolutely on the ready cash system. They were called into existence on account of the exorbitant prices which the retailers charged to customers, who in their turn made the shopkeeper wait for his money. This, again, affected the wholesale houses who had to give extended credit to their retail clients. The shopkeepers when they rail against the stores forget that it is themselves who are to blame. Many shops have now adopted the ready money system, and compete favorably with the stores. In the West End the credit system is still strong, and it also exists extensively among the very poor people in the East End of London, whose means of existence is precarious. It is, however, doomed to extinction in this country, as the struggle for living gets keener and keener and cheapness more necessary.

THE CHICAGO FAIR AND ENGLAND.

A little time ago, as you are no doubt aware, a circular was issued from the secretarial office of the Exhibition in Chicago, stating that all articles for sale at the Fair were to be marked with the figure indicating the cost of manufacture and the selling price in America. Such a rule would, if enforced, have compelled our manufacturers to disclose their trade secrets, and also made it appear, when the producing and American—with—duty prices were compared, that English makers were getting an enormous profit on their goods. Of course such a proceeding would have minimised the very object of exhibiting. Naturally, an indignant protest was raised by exhibitors here, and it has now been decided, as you have probably learnt, that the goods shown at the Exhibition may be marked with the selling prices both in England and America. The English journals are jubilant over this "climbing down" of Uncle Sam, and assert that if Cleveland is returned to the presidency and the free traders to power, the millionaires of New York will have a short shrift. It is to the agricultural class that many people here are looking to redress the evils of tariff, "who will insist that the one living and healthy industry of the country shall not be kept from its due development to fill the pockets of speculators!" The Presidential contest is being anxiously watched in England, especially in the tin plate districts. The return of the protectionists would give this industry an immense impetus, which nothing could stop.

NOTES TAKEN ON THE ROAD.

Eitzgerald & Co., Colborne, are the only house in that town doing a strictly metal business. Their location is one of 30 years standing as a hardware store. It is now five years since they became the proprietors, since which time they have enjoyed the confidence and patronage of a large circle in town, as well as among the farmers in that vicinity. They carry a full line of general hardware, stoves, tinware, paints, oils, etc.

The hardware firm of Chown, Farewell & Co., Belleville, has been changed since Feb. 1, to W. W. Chown & Co. Mr. Chown is now on the road combining business with pleasure, as many good business men have now-a-days of taking their vacation. This firm have a Patent Milk Can that is meeting with general favor throughout the Dominion.

ORDERING GOODS NOT KEPT IN STOCK.

Whoever orders the goods for these outstanding orders from the manufactory should make it a practice to do so daily. Do I exaggerate when I say that numbers of men will allow these orders to accumulate and then endeavor to make a dash and clear them off? "Oh, yes, but see how much I have to do!" is the answer. Does it take less time to write an order which has lain on the desk a week than it would to write it the same day? My experience has been that it has been altogether the reverse, and I have found that this dilatoriness has led to mistakes in a way one would scarcely have expected. An order is taken and a "promise" made that it shall receive prompt attention. It is overlooked or set aside for a few days, and then taken in hand. Perhaps, to the intense chagrin of the person who made the promise, it is then discovered that some necessary measurement or important particular is unrecorded. What can be done? To ask the customer the question is to confess neglect, so that cannot be thought of. There is no help for it; the required particulars must be guessed at. And if they are furnished in this way, is there cause for surprise if the article turns out not to be according to customer's wish? Besides, how nice it is to be able to reply to a customer's complaint, "I ordered it the same day, sir, so none of the delay is due to neglect on our part!" But it occurs to me here to say that when goods are ordered the same day as order is taken, one is not often called upon to reply to complaints, because the orders are then usually executed in good time.

When time is of great importance, and the specification admits of it, do not hesitate to telegraph, even if there is not the certainty of the extra cost being reimbursed. In this case, regard the money so spent in the same way as advertisement expenses are regarded. I do not think one can have a better advertisement than a good name for promptness in the execution of his orders. The expense will be repaid with a good profit, even if it is not possible to charge it on that particular transaction. Manufacturers should be encouraged to adopt a telegraphic code which would permit of orders such as ours, which have much detail in their specification, being cheaply and accurately telegraphed. I do not mean especially any universal code—though this would be very advantageous—but each article in a catalogue should have its code word which would specify pattern, size, price and other particulars. I do not hesitate to say either that many of us who have much writing to do would not be above using these code words in our ordinary correspondence. How much better it would be for one to be able to write, say, the word "Kobert," which would indicate and cover size and all other particulars of kitchener, than it is to have to specify in full the endless detail, with the attendant risk of perhaps omitting some particulars of importance after all. While writing of telegrams it occurs to me to mention that sometimes when information is required quickly one is tempted to telegraph the question or questions and as for reply by letter. A better way is to write the questions in full in a letter, and ask for reply by wire. The order of the reply may be suggested in the letter so that the writer can by comparing the copy of his letter with the telegraphic reply, accurately gather the desired information. Of course, this only applies to some of those very troublesome cases where it is almost impossible to telegraph the inquiries.

It is, I think, quite a mistake to make a practice of getting goods for special orders in a general package with goods for stock. "Look at the expense of getting each article separately!" I am told. "Look at the worry your customers give you because of the extra delay!" I reply. Some time ago I endeavored to get special orders executed in this way to save expense where possible, and was nearly worried to death by people who kept coming time after time for their goods. And even then I frequently had to write to get the article off specially after all. Then I tried another plan. I gave customers the opportunity of choosing for themselves by saying, "If you can wait a few days longer this article can come with a large lot, and then we can charge less for it." I found that nearly every one at once required the higher speed and demanded the lower price. Even those who said they could wait would come in at the end of two or three days and pretend to be surprised that the goods were not in. (I often wondered what their notion of speed was, if they considered two or three days a long time.) So I found, as I suppose many a man has found before, that in trying to study my customers' interests, and to save their pockets, I was merely increasing the worry and annoyance of my own work fourfold, and, instead of being thanked, was every now and then getting a "wigging," which I felt was entirely undeserved under the circumstances. So it seems to me that speed is of supreme importance in this department, and other considerations must be sacrificed to it. The expense of carriage by passenger train or parcel post must be paid, and the cost must be added to the price of the article. Now I have observed a very curious delusion which most of the general public labor under. They think that the railway companies, post office, and carriers generally convey tradesmen's goods without charge. It can hardly be that the theosophists' mode of transmitting letters without visible agency has in any way given rise to it, because the delusion I speak of is by no means so modern as theosophy. But due to whatever cause it may be, the hallucination exists even in the minds of many people who display no other symptoms of imbecility. Occasionally, by accident, an entry has been made thus: "Globe to pattern, 3 shillings, part carriage 6 pence." "Carriage! why shall I pay carriage?" says the customer at once, and the tradesman usually has a fight to get it. The feeling is due to the fact that the customer thinks he is asked to pay 3 shillings and 6 pence for a 3 shilling article—that the 6 pence spent in carriage is entirely waste. These people do not know that every article made at a distance must have the cost of transit added to it in some form or another, so it is advisable not to go too closely into details, and to make the entry thus: "One globe to pattern, 3 shillings and 6 pence." Now, this is right, because a customer will pay 3 shillings and 6 pence for a 3 shillings and 6 pence globe, but not 3 shillings and 6 pence for a 3 shillings globe which is made up to 3 shillings and 6 pence by what is regarded as a wasteful expense in railway carriage.

When ordering goods for these outstanding orders, it is well to get them from a manufactory situate in the town which has the quickest communication with one's own. It may be that parcels from London are delivered in one day, while those from Wolverhampton take two. If so, send the order to London—by so doing a day is saved. Then it is advisable, too, to do business—at least, for these outstanding orders—with manufacturers who keep a stock and execute them promptly. Make a point of observing who serves you best in this respect, and deal with them. Ascertain from travellers, or by correspondence, the sizes, patterns, etc., which can be most quickly supplied in an emergency, and note these particulars in the catalogue, so that these patterns and sizes can be specially drawn attention to. (Of course this only applies to goods for which inquiry is likely to be made.) It is frequently a help when a customer is undecided between two or more patterns or sizes to get him to say that either will do, because there will then be much greater likelihood of supplying it promptly.

It is, I am sure, a good plan in nearly every case to have the goods for outstanding orders delivered direct from works to customer's residence. And although there are objections, still I think that the reasons in favor of this plan are more weighty than those on the other side. 1. Time is saved, because the parcel is delivered by the carrier at your customer's house as early as it would be at one's shop, so the necessary delay of unpapering the parcel, labeling and sending out are all avoided. This, however, is not the worst, because I have assumed that it is done at once, but frequently the parcel is set aside and overlooked for a day or two. Not unfrequently I have known of much longer delay. 2. Labor is saved, because if the customer's address label is enclosed with the order the transaction is finished with exception of making entry in day book when the invoice comes. If the parcel comes to the shop there is the labor of handling it, readdressing it, porter's journey, and so forth. These are important considerations. Of course I should not have goods sent direct which need alteration or putting together, adjustment, or anything of that kind; neither should I send the address label of a customer to a manufacturer if there was any degree of probability of this leading to direct relations between them. Still, with these limitations, the plan is useful as a means of saving labor and time. In this matter of prompt execution of orders, if a man does his best it is nearly certain that he will not have much trouble. But there are many who do not, unfortunately for themselves and those associated with them.

There is another part of this subject which must be treated. It forms an important part of some of the others, too, but what is said of it here will apply with equal force all round. I allude to "promises." I have put the word between inverted commas intentionally. A reference to my dictionary gives the following definition of the word promise: "An engagement to do or not to do something;" "to afford reason to expect." Now, I am afraid, if the dictionary was called upon to

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

"OVERSTONE" Bicycles.

Close Prices for Import on application.

furnish a definition of a tradesman's promise, that truth would compel it to be defined something in this way, viz.: "An engagement which appears to 'afford reason to expect' that the required result will follow, but which must not be understood to be seriously meant, because numbers of tradesmen regard 'promises' of this sort merely as a temporary expedient for evading inconvenient questions." I should like to think that I have exaggerated a little here, but cannot. In most cases, when I have been abused by some irate customer for delay in the execution of an order, the taunt has generally been flung at me, "It's always the way with tradesmen. There is not the slightest reliance to be placed on their promises." There ought not to be so much occasion for such taunts, and there need not be.—The Metal Worker.

MONTREAL TRADE CHAT.

Mrs. Hendrie, wife of Wm. Hendrie, silverplater, died at Murray Bay last week.

Mrs. Piche, wife of Gustave Piche, of Piche, Tisdale and Panchaud, wholesale hardware merchants, died last week.

W. P. Cole, Clark D. Field and W. F. Robertson have registered as the W. P. Cole Shade Co.

A. Gravel, the retail clerk, was married last week. The new married couple will spend their honeymoon in Boston.

HOW THE METROPOLITAN LOOKS.

The fine decorative work done by Joseph McCausland & Son in the Metropolitan Church in this city has quite transformed the interior of that edifice. It wonderfully supplements the architecture, and reveals intentions in it that were formerly clouded by dulness and monotony of color. Nowhere is the reclaiming effect of soft tints and beautiful forms more marked than in two figure panels at the end of the nave. The work on these is very elaborate. The decorations throughout are superior to anything of the kind hitherto done in this city. The entire work is in oil, which is infinitely more durable than water colors. The only inharmonious feature in the whole effect is the stained glass, the windows being very crude in color. No doubt if the decorators were allowed to carry their scheme of color into the windows, the results would be additionally satisfactory. It is to be hoped the windows will be brought into keeping with the decorations, which now bring into more decided prominence the faults of the former.

PORTLAND CEMENT.

Portland cement, contrary to an opinion very commonly held, is comparatively speaking, a modern invention. The first factory established was on the Thames in England, and the process was so crude and the demand so small, that up to 1850 only three other factories were in operation. At present nearly 8,500,000 barrels of cement are made in Great Britain each year, and the annual production in Europe is over 20,000,000 barrels. The process is much the same at present as it was 20 years ago. In England the raw materials are chalk and clay, both very pure, and even with inferior processes they make a very satisfactory cement. Portland cement was imported into the United States as early as 1868. In 1882 the amount imported was 370,000 barrels, while at the present time it exceeds 3,000,000 barrels a year. American manufacturers of Portland cement are at a disadvantage on account of the character of the materials used in this country and the difficulty of handling the same. The American process requires about 8 days, and demands great care to produce a uniform product. And yet great improvements are in progress. The processes used in the Portland Cement Works at Copely, Pa., for example, bid fair to revolutionize the science of cement making. At that factory the raw compound is burned in a powdered condition while travelling in an inclined hot-air furnace, through which is passed a hot petroleum flame and a few hours is sufficient to finish the process. The resulting cement is of excellent quality, and is guaranteed at very high figures.—Metal Worker.

The E. B. Eddy Co. report business satisfactory. Their branches at Montreal and Toronto and their agents and travellers from the Atlantic to the Pacific coast are crowding the house at Hull with impatient orders. Since responsible branches have been opened at Montreal and Toronto under direct control from headquarters at Hull, and since paper has been added to the Company's other lines of manufacture, there has been an immense increase in business, as the wholesale trade and the jobbers in nearly every line of business are now purchasers from the Company direct. The rapidity with which the paper branch of the business has developed is beyond the most sanguine expectations of that most sanguine of men, Mr. Eddy. Their paper mills with three machines, already the largest in Canada, are to be supplemented with a 90 machine, which is expected to be in operation by October of this year. This Company's matches, woodenware, indurated fibreware and washboards are now sold by every grocer and general storekeeper in Canada, and so now are their manillas, tea, wrapping and toilet papers. The trade of Toronto and West are requested to correspond with the Toronto branch, 29 Front street west, as much as possible, and thus receive immediate attention.

THE ONTARIO TACK CO

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, Ontario.

SP

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

The Dominion chartered banks have reduced the interest on savings deposits to 3½ per cent.

The hardware section of the Vancouver Board of Trade recently held a meeting to discuss the situation in the nail business. No action was taken.

S. Samuel, of M. & L. Samuel, Benjamin & Co., has left on a trip to England. HARDWARE joins his many friends in wishing him an enjoyable time.

Canada will erect a World's Fair building at Chicago 100 feet long by 44 feet wide, with a ten foot veranda surrounding it on all sides. Plans have been submitted for approval.

It appears that counterfeit ten-cent pieces dated 1891 are now in circulation. The only test is the sound. The coins usually have a bright new appearance, and there is no blemish upon them apparent to the eye.

The London Free Press says that a number of St. Thomas business men, who were induced to become subscribers to the Baker Collecting Agency, of Toronto are anxiously enquiring about the genuineness of the concern.

The Dennis' Wire and Iron works building, King street, London, is being torn down, and a fine theee-story brick building will be erected in its place, work on which will be begun at once.

Two Toronto enterprises are applying for incorporation, the Dominion Electrical Manufacturihg Company, capital $40,000, and the Automatic Vending Machine Company of Canada, capital $2,500.

It is stated that the Brantford capitalists and farmers that are interested in starting a new implement factory to turn out mowers and reapers, and also binder twine, will commence operations very shortly.

Last year Steeves, Burpee & Co., Vancouver, B.C., received a large consignment of gunny sacks from Calcutta. This year Captain Fauquier will receive another large shipment to arrive here about the middle of August.

The Winchester Arms Co. are this season showing their new '92 Model repeating rifle, which no doubt will have a large sale, as it has a great advantage over their former Models in the matter of weight, as it weighs only six and a half pounds.

On Saturday the employes of the Cobban Manufacturing Company Toronto, made an excursion to Niagara-on-the-Lake on the steamer Chicora. A pleasant day was spent in games and sports of all kinds. and the party returned in the evening having thoroughly enjoyed the outing.

The striking nailmakers have received an offer from Peck, Benny & Co. of an increase of 15 per cent. over the old scale of wages for all iron and soft steel manufactured, and 10 per cent. extra for hard steel, making a total of 25 per cent. The offer has not yet been accepted.

Several carloads of steel for the construction of the third Government cruiser have arrived at the Polson shipyards in Owen Sound, and work on the vessel begins this week. This is the cruiser intended for service on Georgian Bay in the work of protecting the fisheries from poachers.

Owing to the growth of their business the B. Greening Wire Co. of Hamilton have once more found it necessary to enlarge their premises, which they have done this time by moving their offices to the corner of Queen and Napier sts., thereby greatly enlarging their shipping department.

To the retailer who is desirous of obtaining something good along the line of a cheap shear is recommended the "Bristol" shear which is having a large sale at present, as it is not only a good article but is also very neatly put up. It can be had from M. & L. Samuel Benjamin Co. of Toronto.

The popular representatives of Rice Lewis & Son, who have been enjoying their holidays, of late, hereby notify their many friends that they are about to start out again with a new and choice lot of samples, and would ask their customers not to buy until they have seen the good things which they have to show.

There is at the present a good opening in British Columbia for a box factory. All the cigar boxes used there are purchased from California, so that heavy freight and duty charges have to be paid on them. One leading firm of cigar makers pay as much as $100 per month for boxes, and there is no doubt that the local factories would in turn support local industries.

Merchant & Co's heaviest-coated guaranteed roofing plate is known by the name of "Merchant's Old Method." The firm found they could not act in good faith with their customers by continuing to supply "Gilbertson's Old Method," on account of the difference in the quality of that plate brought about by the imposition of the duty.

An old country iron monger, apparently possessed of an abundance of money, is looking round throughout the city with the object of buying out three or four hardware merchants. He proposes to continue any business that he may buy out. His idea is that money can be made by keeping three or four stores going, if the stocks can be got at low figures. He has already a large number of offers to choose from, which shows that the retail hardware trade in the city is not so remunerative but that some of its merchants would sell out at a liberal discount for ready money. Some have signified their readiness to take 70 cents in the dollar.

Wood, Vallance & Co., wholesale hardware merchants, Hamilton, are about to erect a large new warehouse, 82 by 72 feet, at the corner of King William and Hughson streets. The cost is $25,000. The contracts for erection have been let as follows: Brick and stone work. George E. Mills, carpenter work, William Halliday; galvanized iron work, Thomas Irwin & Sons.

There is still very much annoyance felt by the trade at large at the action of some of the retailers who are fortunate enough to be on the jobbers' list, and who are selling goods retail at wholesale prices, thus cutting off all chances of the rest of the retailers of showing anything along those lines, but regarding this subject something will be said in our next issue.

Mr. Milton Latham, of New York, who is in Stratford on business as a member of the Perth Flax Milling Co., of which Ald. Hogarth is manager, says that it is quite probable that his company may go on with the erection of a twine making factory in that city. They have now got possession of the machinery in Boston which the American company tried to withhold from them, and if the outlook is favorable this fall the company may carry out the original intention.

The Charles Stark Company, importers and wholesale dealers in firearms, athletic goods, watches, and jewellery, Toronto, have suspended. The company applied for the appointment of a liquidator, in order that an extension of time might be asked for. Judge McDougall named Mr. C. F. Stark, nephew of the principal shareholder, as provisional liquidator, and made an order winding up the company. The trouble was brought about by the pressure of the banks when it is hard to meet sudden financial calls. Arrangements for a settlement are said to be on a fair way to completion, and in the meantime contracts and engagements undertaken by the company will be fulfilled as usual. The estimated assets, after making the most liberal reductions for possibilities, are $147,515, while the liabilities are $4,454 less. The Union Bank holds paper $15,000, the Bank of Hamilton for 49,500, and the balance of the liability is divided between English, American and Canadian creditors. The principal shareholders of the company are: Charles Stark, Mrs. Stark, Leopold Stern, of Belgium, A. B. Lee, Buntin, Reid & Co., and Alfred E. Dickson.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."



These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

From $1.80 per cask upwards.

FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

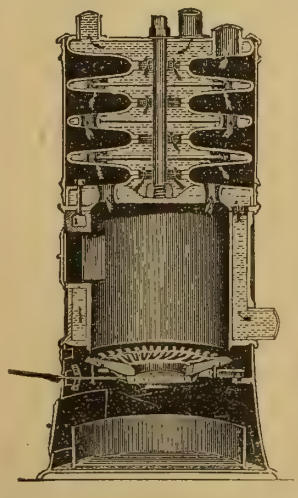
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Best Crucible Cast Steel.

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MONTREAL AND TORONTO.



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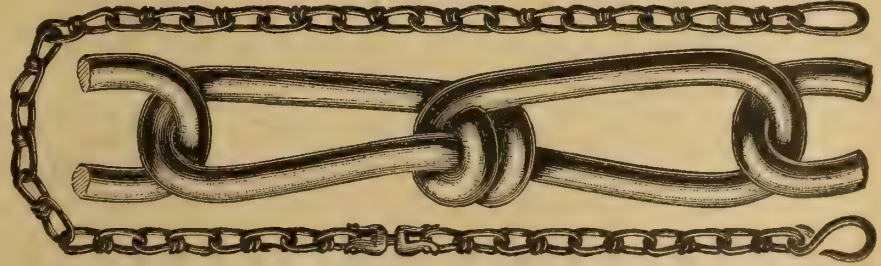
HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



TEMPERED STEEL WIRE TRACE CHAINS



LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full line of Cow-Ties, Tie-out, Dog and Halter, Coil Chains, &c. If you have not yet tried these chains send for samples and prices.

THE B. GREENING WIRE CO., Ltd., Hamilton, Canada.

THE NEW MAN.

The new man is generally obtrusively anxious to get business. He no sooner registers at the hotel than he makes a bee-line for the dealer. He isn't deliberate in his manner, like the veteran, who has very little to say for himself, and goes about his work without hurry or excitement. The longer a man is on the road the more matter of fact he grows, and the more he does his work as if it were a regular, everyday occurrence. The new man is apt to be in a hurry to finish up his work in a town, and get out of it as soon as possible. In this he is likely to make a mistake. It never pays to attempt to force things. It must not be forgotten that the dealer is called upon to give up a great deal of time to travelling men, and is, indeed, sometimes considerably bored by them. The traveller must not always calculate on finishing his customer at the first interview. He must study his mood, and if this doesn't strike him as favorable he shouldn't stay too long, but, having personally paid his respects, promise to call around later. It is unwise to attempt to force business at an inopportune time. Better miss a train than to intrude on a dealer who is out of humor, or who is busy with customers. The new man is very apt to reveal his newness through a disregard of these necessary precautions. He has an exaggerated estimate of his own importance, and is apt to regard any apparent indifference on the part of the dealer as a piece of rank impertinence. Isn't he a travelling representative of Rich, Gold & Co., the wealthiest and most ancient and aristocratic firm in the country? This intimation, therefore, of the upstart dealer of Podunk, that he should wait until a horde of country bumpkins have been served, is a piece of unpardonable effrontery. He has a very good mind to pick up his traps and leave the place without giving this rude fellow a chance to even look at his samples. He may think better of it, however, and smother in its very infancy this rash resolve, but he cannot conceal the air of irritability that has been aroused. The old hand never allows little things like this to disturb his equanimity. The same old hearty greeting and pleasant word fitly spoken, the same unruffled demeanor, the same bonhommie, secure for him a successful interview on the morrow. The new man is very likely to reveal his freshness on the way from the front door to the office in the rear of the establishment. One of the most difficult things for a young actor to master is said to be the walk across the stage, but the achievement can scarcely be more difficult than for the new man to walk the length of the store, on his first call, without arresting the attention of the clerks. His studied air of indifference to his surroundings, and his supercilious enquiry for the proprietor—nothing short of the proprietor for him—are a clean giveaway. His carriage differs from that of a veteran. The latter slights no one in the establishment. He has a pleasant "good day" for every man and boy in his way, and the respectful smile he has for the girls makes him "perfectly lovely" in the quick-discerning optics of the fair ones. Before he has reached the office he has captured the whole institution. It doesn't do to slight the clerk, for it may turn out that he is the very one to be consulted in making up an order. While it is a good plan to learn the proprietor's name, and to become acquainted beforhand with the lay of the land, this knowledge can never excuse an omission of the little amenities to which I have referred. The new man will not be very old in the service before this lesson will have impressed itself indelibly on his mind. But when he has mastered all of these little details of the craft he will have shed his outer skin and ceased to be "the new man."—The Travelling Salesman.

THE ENORMOUS CONSUMPTION OF IRON.

The official statement of the production of pig iron during the first half of 1892 has been made by the iron and Steel Association, and it fully justifies the comments upon the progress of that industry which have from time to time appeared in this paper. The total production in the half year was 4,799,056 gross tons, against 4,911,763 in the last half of 1891, a decrease of 112,707 tons. But the unsold stocks of pig iron increased during the last half of 1892 only 148,621 tons, so that the quantity actually taken into consumption during the half year was 4,650,435 gross tons. In the last half of 1891 the unsold stocks increased 184,827 gross tons, so that the quantity taken into consumption was but 4,726,936 gross tons, or only 76,501 tons more than during the past half year.

Taking the two half years together, the production was 9,710,819 gross tons from July 1, 1891, to July 1, 1892, against only 8,010,297 gross tons during the preceding twelve months. The remarkable increase is due, of course, to the prolonged stoppage of many furnaces and works during the first half of the great strike of coke workers, which reduced the output about 1,274,000 tons for the half year. But in the calendar year 1890 the production was 1,000,000 tons greater than in any previous year, and yet it was but 9,202,703 tons, while the increase in stocks unsold was no less than 377,942 gross tons. This would leave as the quantity of American iron taken into consumption only 8,824,760 gross tons during the calendar year 1890, when the consumption was far greater than in any previous year or in the calendar year 1891. But in the twelve months ending with June 30, 1892, the quantity taken into consumption was 9,377,371 gross tons, after deducting increase of stocks unsold. This is not only the greatest actual consumption ever known in any year, but exceeds by more than 400,000 tons the consumption of both domestic and foreign pig iron in any previous year.

It is not to be concluded that all the pig iron taken from the hands of makers at different periods was actually consumed within the same time in a final sense. Part may have remained on hand in the form of unsold rails at any time, in bars or other forms, and part in stocks of pig iron taken and still held by manufacturers for their own use. But the circumstances seem to justify the statement that the actual consumption during the past fiscal year has been very much greater than in any previous year, whether fiscal or calendar, in the history of the country.

This fact is of the highest importance. It has been supposed by many, even by well informed men, that the production of pig iron was so very far in excess of the consumption that a smash of some sort was foreshadowed by the recent enforced decrease. But the very moderate sum of $5,000,000 in cash would pay for and take up all the excess of production over the quantity actually consumed during the past fiscal year. Moreover, the production has been diminished during the last quarter of the fiscal year so much that the unsold stocks have increased only 16,255 gross tons since March 31st. Consumption is in reality growing more than most men realize, and treads close upon the heels of even the extraordinary production recently witnessed. And this amazing consumption is realized, moreover, in spite of the very large decrease in the sales of steel rails, and consequently in the consumption of iron in rail making.

The accumulation of pig iron has not been great enough, nor the excess of production over consumption great enough, to warrant any apprehension. But it has been sufficient to correct the evil by causing some furnaces to discontinue production, and the subsequent great strike of iron workers has already made an important difference in the production and the consumption also for the first month of the new fiscal year. This is in a measure a corrective and remedial force. With the temporary shrinkage in production there comes already considerable strengthening in prices for the advantage of those works that are able to continue their output; there will probably come for many of those now engaged in the struggle a considerable decrease in cost of production after the settlement of the controversy, and the expanded demand for iron and steel products which is certain to follow will in all probability place that industry on a stronger basis than before. Thus there seems to be reason to believe that, in spite of all croakers, the iron industry is getting into a healthier condition than ever before, under the operation of legitimate and natural influences. At all events this industry affords no excuse for unfavorable influences as to the condition of the business of the country. —N. Y. Commercial Bulletin.



PURE PREPARED PAINTS

FLOOR PAINTS.

FOR HOUSE USE.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.





See That Seal?

It Means Something



It means that wherever you find it in green on a package of Paint, Oil, Varnish, or Glass, the contents of that package is of pure quality and the highest possible grade.

Walter H. Cottingham & CO.,

Sole Proprietors of the Green Seal Registered Trade Mark.

MONTREAL.

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TO CARRIAGE HARDWAREMEN :

Do your customers want cheap hand drilling machines. Our No. A 1 is better value than cheap imported tools. If they want a better article, our Nos. 0, 1, 2, and 3, though more expensive, are well worth the difference in price. We can suit you in price and quality.

A. B. JARDINE & CO.,
Mfrs. Blacksmiths' Tools,
Hespeler, Ont.



BROWN & CO.,

Manufacturers of

Square and Hexagon HOT PRESSED NUTS.

PARIS, ONT.

MICA.

I have arranged with several Canadian producers of White and Amber Mica to act as their agent. Send for samples and prices.

CHAS. D. CHOWN
KINGSTON, ONT.

Painters' Brushes.

With FLEXIBLE BRIDLES attached. Specially designed to supersede the old-fashioned Twine Bridles.

TWINE, MONEY AND LABOR SAVED.

CHAS. BOECKH & SONS, Manufacturers,
TORONTO.

For sale by all leading Hardware, Paint and Oil Trade.

The Whitman & Barnes Mfg. Co.



Canadian Branch :
ST. CATHARINES, ONT.

MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES :

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

BRUSH MAKING.

Hogs prove a very important factor in the brush making industry, those of Russia and Poland affording the chief market supply of bristles for the world. The whitest and best bristles are used in making tooth and paint brushes, while the others are utilized in the manufacture of a thousand and one other articles.

Many members of the vegetable kingdom contribute largely to this industry, principal among which are the fibre of cocoanut, the roots and fibres of many other tropical plants, rattan and rushes and broom corn.

Ever so many animals contribute their hair for brushes. Bears' fur, being coarse and stiff, makes the best varnishing brushes; brushes for gilding and graining are made out of badgers' hair and a part of the hair inside of every cow's ear is utilized for lettering brushes.

The squirrel, the goat, the horse, the bear, the camel, the sable and even the polecat supply material for brushes. Some of it is very valuable, three or four ounces of selected camel's or sable's hair being worth $100. For artists' 'pencils' the hair of the ichneumon and the finest of that which grows within the cow's ear is employed, but the best and most costly of such exquisite brushes are manufactured from the long hairs of the sable's tail. In addition to these whalebone, horn, wire, the quills of feathers and even spun glass enter largely into the manufacture of these very useful articles. Those made of the last named article are extensively used where acids are employed that would destroy ang other substance.—House Furnishing Review.

THE ICE CREAM FREEZER.

While we are going through a season of tropical heat and everything seems to be burning up, ice cream is a very pleasant article to eat and cool off with. It is becoming more and more common every year.

Why is this so? We may find an answer in the fact that inventors and manufacturers have been turning out freezer after freezer, the price being lowered as the number increased until they have come to be a recognized adjunct to the hardware and general trade.

It is not so very many years ago that freezers were a comparatively scarce article of trade. They were not used a great deal and no trouble had been taken to perfect their operation. But like so many other articles they began to assert themselves at last.

It must have been some philanthropist who first conceived the idea of "every man his own ice cream maker," and who followed up the idea by putting forth a herculean effort toward spreading the freezer all over the country.

As these freezers began to be recognized as worthy of attention competition came in and then there was a race to see who should freeze the whole country or be frozen out first. As the freezer became more common and its operation more simple, people realized how easy it was to supply themselves with a cooling refreshment at a moderate cost.

Some of the first freezers were quite crude in their general makeup and it took some time to freeze the cream and then it was not always of fine grain. Now, however, we are confronted with freezers which turn out the cream all frozen finely about as fast as we can turn the crank.

The ice cream freezer as well as the refrigerator doubtless had some effect on the ice business and so these industries have built up together.

Ice cream freezers make a good article for hardware men to handle and they do handle them quite extensively. Get a freezer, a chunk of ice and the ingredients for making the cream and then keep cool if possible.—Stoves and Hardware Reporter.

IT'S WORRY, NOT WORK.

Work does not kill a man half so quickly as worry does. A man can stand a great deal of work if he only does not worry. To this fact there are many men in business who can testify truthfully.

We are told that "it is better to wear out than to rust out," and the chances are that he who is idle will not last nearly so long as the moderate worker. Just so the man who has the faculty of working without worry will last the longest.

It is safe to say that there are great numbers of men who are making for themselves premature graves just because they carry a great and unnecessary load of worry about with them. They worry if anything goes the least bit wrong; if the market is dull or if business is quiet. They forget that there is a rush after a dull season as a general thing.

Some men become so absorbed in the mad rush after wealth they do not stop to think about their bodies. They hardly take time to sleep or to eat. While they are eating they have to read a paper or be thinking how they are going to get over the dullness of the market.

Such men are always looking for disaster and it only appears to add to their worry if something dreadful does not happen. That is a queer kind of disappointment, but it is nevertheless partly true.

One of the greatest causes of the trouble is that the business man thinks that he must personally attend to everything. He does not possess sufficient faith in his employes to trust them with all the work. A case in illustration of this occurs to the writer about the proprietor of one of the greatest home papers in the country.

This gentleman had not taken a vacation in years and seemed to think that no one could attend to the business management but himself. As a result he became run down in health on account of the constant strain and the worry of office cares.

The day came when the doctor told him he must take a rest or he would have to find it in his grave. Even then he did not see how he could leave the work he had for so long personally supervissd.

His friends in order to save his life resorted to strategy. They employed a yacht to take a short cruise and the editor was induced to go for the trip with the understanding that he should be back before his paper came out.

After they got out the captain of the yacht, according to instructions started out for a long cruise. The gentleman was sorry not to get back in the allotted time, but he made the best of it and as the weather was fine managed to enjoy himself very much.

But still he had misgivings as to the conduct of his paper and at the end of two weeks when he got back, he expected to find things all out of sorts. Not so; for there was no change to be seen in the running gear. Everything was running along as smoothly as clock work.

The editor was so pleased to find that affairs were conducted so well that he concluded he would take a longer vacation and also give up some of the work he had been doing. In this way his life was saved and he learned to have faith in his fellowmen. This may appear to be a strange story but it is nevertheless true.

What business man is going to survive for many years if he is always carrying about with him a package of worry about business cares? Sooner or later he must change his course or lie down to his long sleep before the average number of years allotted to him have been accomplished.

Business men too often carry home with them the cares of the store or office, and it makes them irritable and they not only make themselves uncomfortable but make their friends so too.

Don't worry whatever you do or whatever cause there is for so doing. If you will just shut your business up in your desk when you leave the office and not touch it again or think about it till you return in the morning, you will be able to accomplish more work, you will be happier and make your friends happy and you will prolong your life just so much more.—Stoves and Hardware Reporter.

Soap and water are cheap, but soil on goods is expensive.

Restore goods to their proper places as soon after using as possible

Every line of goods embodies a history and a cience worth years of study to understand

If you want books, it is rarely wise to pay double price for them to a travelling book-seller

The neglect to look after minute details in the factory is a source of great loss to many producers.

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

PLATE GLASS MANUFACTURE IN ENGLAND.

The U. S. Consul at Liverpool forwards to the Department of State the following in reference to English plate glass manufacture :

The plate glass manufacturers of St. Helen's, the centre of that particular industry in the country, are at present engaged in making arrangements for carrying out improvements and alterations in their works, which are expected to bring about almost a revolution in the manufacture of plate glass locally, and have an influence which will be felt in the plate glass markets of the world. These proposed alterations and improvements, principally in regard to the machinery, will be so vast and extensive that the total estimated cost is nearly £300,000, and the work will necessitate three or four years continuous labor. Inquiries have elicited that these steps are not being taken by any individual firm, but the adoption of the best and newest machinery is forced upon the English manufacturers by the keen competition which they have to encounter from the foreign makers, principally those of France and Belgium.

For many years the St. Helen's, or "English," plate glass manufacturers have undoubtedly been pre-eminent in the world, and in the quality of the material, as well as its price, have thoroughly beaten their foreign rivals. But, as one manufacturer informed me, they are now experiencing a keener competition than at any previous period in the history of the trade. It was explained that the present position of affairs had arisen from the fact that the St. Helen's firms had been content with the supremacy won years ago, and had continued to work with machinery and processes then adopted, which at the time were beyond a doubt the best and most complete that money could purchase. But during the last few years the Belgian makers have been putting down new plants, and adopting improvement after improvement until the necessity has been forced upon the home manufacturers of practically reconstructing many portions of their works, if they are to maintain their well-earned position at the head of the world's plate glass industry. This necessity, it is a pleasure to record, will not be shirked by the English glass makers as represented by St. Helen's firms. Though the outlay upon the alterations will pass before they are finally completed, the three great plate glass making firms of St. Helen's, namely the London and Manchester Company, Messrs. Pilkington Brothers, and the Union Plate Glass Company have all determined to carry out the necessary changes.

It has been found on inquiry that the three local firms are not carrying out the new works by any rearrangements; but recently expired patents and all the latest known improvements are being brought into use individually in order to maintain the acknowledged superiority of British plate glass over that of foreign manufacture. It is, however, considered to be a singular coincidence that the keen competition from abroad should have forced the local manufacturers to adopt such extensive measures of self-preservation practically at the same moment. At each of the works of the three firms named the improvements will have the object of effecting not only an immense saving of time and labor, but a great reduction in the cost of production.

Up to the present time the processes known as "grinding," "smoothing," and "polishing" of plate glass while in the course of manufacture have been carried out in separate departments, and have required separate machinery. These operations have occupied a period of about three days, with all the attendant difficulties and losses arising from breakages in the transporting of the plates from one department to another. The new plant to be introduced, however, is to bring about some remarkable changes. It is stated that the whole of the grinding smoothing, and polishing will be accomplished by the same machinery; that there will be no necessity for the removal of the plates, as under present conditions, and that instead of the operations taking up a period of three days, the whole of the work will be finished in one day. If these results are achieved, their ultimate effect on the local plate glass industry can not at present be foreseen.

IRON ORE AT BRISTOL MINES, QUEBEC.

What has been accomplished and what is being done at the iron ore mines at Bristol, Quebec, is shown in a letter published in a recent number of the Iron Trade Review. The text of the letter was as follows :

"The deposits of high-grade magnetic iron ore at Bristol are greater than any heretofore thought to have existed in the Dominion. They are the property of the Bristol Iron Company, leased to and operated by Ennis & Co., of Philadelphia, whose possessions include some 200 acres. Openings and tests have been made on different portions of the attraction and show a very large deposit—the Geological Survey estimate the amount available from the north and south loades at 34,000,000 tons.

"There is but one opening in operation at present—a slope some 200 feet in depth—having drifts or galleries in various directions, a careful inspection showing over 20,000 tons of ore in sight. Present capacity of plants permits of the mining and hoisting of over 150 tons per day, and blast furnace tests from large quantities shipped have demonstrated it capable of producing the finest grade of low phosphorus, also render it valuable in combination with minerals exceeding the Bessemer limit, thus permitting the utilization of higher phosphorus ores, which could not be employed for Bessemer purposes without Bristol ore to average the mixture within the standard limit.

"Analyses show the following average:

	Per cent.
Metallic iron	63.258
Metallic manganese	0.080
Silica	7.630
Phosphorus	0.003
Sulphur	0.379
Titanium	none
Magnesia	3.230
Lime	2.280

"The fine ore made in the mine shows the following chemical composition after treatment in the Ball-Norton magnetic separator :

	Per cent.
Silica	1.210
Alumina	0.533
Lime	0.160
Magnesia	1.050
Peroxide of iron——	65.946
Protoxide of iron	30.139
Sulphide of iron	0.614
Phosphoric acid	0.006
Sulphide of copper	0.006
Carbonic acid	0.135
Water of composition	0.175
	100.063

	Per cent.
Sulphur	0.374
Phosphorus	0.003
Iron	69 928
Copper	0.011

"An examination of the machinery and buildings shows great care and knowledge to have been employed in arranging a thoroughly equipped modern plant. The machinery consists of a 14x20 steam engine, 1 drum 6 feet in diameter, over which a 1-inch rope passes down the slope to the bottom of the mine; a hoisting engine furnishes power for the elevators that carry the ore to the top of the roasters where a Buchanan crusher receives the ore from automatic dumping skips. In addition there is one 18 x 30 air compressor running six drills, also two 100 h. p. steel return tubular boilers, connected with the machinery, besides feed pumps and water tanks. In connection with the mine the company operate 4½ miles of standard gauge railroad, own their own locomotive, but depend on other roads for transport cars. The ore roasting plant is of the latest approved Davis-Colby pattern, consisting of 2 large gas roasters, 17 feet in diameter and 27 feet high. The six gas producers are of the Taylor design, suitably equipped, and connected with the roasters, the latter having a daily capacity of 150 to 200 tons. The whole output is calcined with very uniform and gratifying results. This ore, though a magnetite, is, after roasting, very porous and spongy; its structure is opened and it is easily attacked by blast furnace gases, so that roasting, even if there were no sulphur to be reduced, does a valuable portion of blast furnace work on the ore, enabling the furnaceman to convert it at lower cost."

MARKETS

MONTREAL MARKETS.

MONTREAL, Aug. 5, 1892.

HARDWARE.

The iron and heavy material market furnished nothing interesting during the week, the tone being about the same. Pig has a small movement ex wharf but not to any large extent. Bar, scrap and tin plate are quiet with only a small trade doing. Terne plate is held firm under light stock and holders are not pushing sales as the stocks will not permit it. Cement is quiet and with the present scale of prices dealers are not making their fortune by any means. Chemicals have shown more activity during the week and advices from primary predict an advance in some lines.

PIG IRON.

Pig iron has had a small movement during the week but not to any alarming extent. The trade was a few lots of Summerlee ex wharf, the price is said to be 18,75. Carnbroe also had a small movement ex wharf as did also Eglinton but the sales were so small that a report of them is not necessary. The present state of the iron market is at such a pitch now that is hard to work up a report the business doing is so small. The majority of buyers are only buying for actual wants. Warrants in England have not changed during the week and spot prices are the same. We quote Summerlee and equal brands $19, Eglinton $18.40, and Carnbroe $17.50.

BAR IRON.

Bar iron on spot is the same as noted last week. The business doing is of the usual steady nature. Bar iron never has any speculative movement outside of the regular way. We have to note a few small jobbing sales during the week, We quote $1.85 from makers and $1.90 in an ordinary jobbing way.

SCRAP IRON.

The trade doing in scrap iron during the week has been small, and outside of a few small dickers there has been nothing doing in the above line. We quote wrought scrap $15.50 to $16, cast $13 to $14.

TERNE AND MERCHANT PLATES.

Terne plate is firm and unchanged under slow demand. There is not much stock offering at this point. Merchants' plates have had some movement during the week, but like terne they were small. We quote ternes $7.25 to $8, merchant plate I C 20x28, $13.50 and I X $16.

TIN PLATES.

Tin plate is lifeless and prices are purely nominal. The trade very likely would make concession. but whether this would induce trade we cannot say. We quote cokes $3.30 to $3.50 and charcoals $4 to $4.25. These are top prices.

CANADA PLATES.

The same old cry "nothing doing" is still going round, all dealers seem to use it naturally. Business in above line is at a standstill, the only move is for actual requirements and they are very small. Prices are held the same. We quote $2.50 to $2.60 according to quality.

COPPER, ETC.,

There is only a small jobbing trade doing in copper. Holders here say it is moving very slow there being no big deals lately. Ingot tin is in about the same fix, the boom it had some time ago did not induce business. We quote copper 13 to 14c., and ingot tin 23½ to 25c.

NAILS.

Nails are in good demand but owing to the continued strike orders are hard to fill. Merchants that are well stocked are doing a nice trade in the above line. Steel wire nails have their usual steady call.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

GENERAL HARDWARE.

The general hardware trade during the week has shown a slight increase over last week. The buying in the country has been more free and large orders are the result. In the French section of the country business has been very good, and large French houses say trade so far with them has gone ahead of last year. Prospects for future business are very promising, at least, so all the trade here say. Good crops in the country seem to have brightened up all lines and with the late fine weather things are on the rise. The manufacturers' agents are all of the same feeling and all report this year's business as one of the best. The payments have picked up and the houses here say they have no reason to complain the way they are met.

CHEMICALS.

Chemicals have shown a little more activity during the past week, all lines have fair call. Prices are, however, unchanged, and we quote :

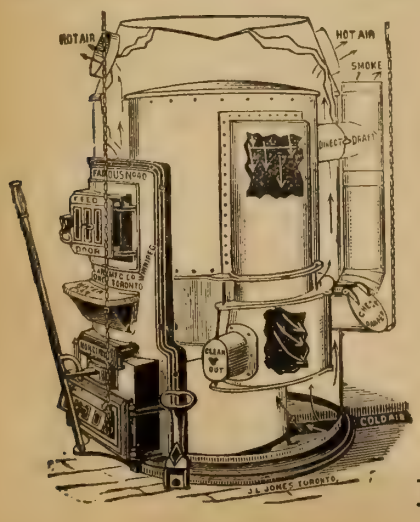
Bleaching powder,	$2.30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.07	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.28	to	0.32½
Cutch,	0.08	to	0.09
Gambier,	0.06	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

There is still more or less cutting going on in glass but the volume of trade has not increased. Business is only small and of a jobbing nature. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.15 to $3.40 for thirds and fourths.

OILS.

There is no change in oils except a slight advance in boiled linseed which is now selling a shade higher. The trade doing here is small as they are in their dull season. We quote the following :—Cod, Newfoundland 45c. steam refined 45c.; linseed raw 56 to 57c.; linseed, boiled 60 to 61c.; castor oil 8½ to 10½c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25 ; turpentine, 49 to 50c. Less 3 per cent. 30 days.



Are you aware of the merits of our Steel Dome Low Radiator Furnace.

A card to our nearest House will secure you every information. It will pay you to do so.

We have 57 varieties of Coal and Wood Hot Air Furnaces.

THE McCLARY MF'G. CO.,

LODNON, TORONTO, MONTREAL, WINNIPEG

MONTREAL MARKETS—Continued.

PAINTS AND LEADS.

The paint trade are now passing through one of their dull seasons. But for all that the trade is of a fair nature both for fine line mixed and other lines. There has been a fair trade done in leads. We hear of some large orders being filled. We quote:—Government standard, $5.50 to $6; No. 1, $5.00; No. 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

NAVAL STORES.

The ship chandlery trade is quiet and the trade doing is very small. The trade here say that business is hardly up to the average for this season of the year. We quote: Turpentine, 47 to 48c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 13½c. for smaller sizes.

CEMENT AND FIRE BRICK.

Dealers here are complaining of the slow demand for cement and cut figures. The business done is only in small lots, no big lots moving. Arrivals during the week have been fair. Fire bricks are in steady demand at firm prices. We quote:—Belgian $2.00 to $2.10; Newcastle, $2.15 to $2.20; London, $2.20 to $2.30; fire bricks, off shpi $15 to $22.

PETROLEUM

The petroleum trade continues dull and uninteresting. The demand for both Canadian and American being slow. Prices at this point are unchanged. The quotations are as follows:—Canadian, 11c. at Petrolia, 12¼ to 12½c. in car lots at Montreal, and 14c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent off for cash; American benzine, 23 to 25c., and Canadian, 13 to 13½c. in bulk Petrolia: 15c. in car lots, Montreal.

TORONTO MARKETS.

TORONTO, Aug. 5, 1892.

HARDWARE.

There is now a gap in the year's trade. The staples that sell in spring and summer are done with, and those that sell in fall and winter have not yet come into demand. This is consequently a sort of interregnum, when no class of goods has the supremacy, when in fact hardly anything is selling. Harvest tools have had their day for 1892, and such goods as axes, saws, grain scoops, house furnishings, have not reached their season. A fitful trade is done in preserving kettles, hot weather and harvest sundries, but it is not more than enough to pay expenses. The travelling staffs are all off the road and holidays are being taken. The thing mostly talked of is the outlook for fall trade, but there is no very reassuring prospect yet in sight. Money to buy does not abound, if its scarcity to pay accounts is fair evidence to base this inference upon. Midsummer stagnation is now the uppermost condition, and there will be little to dispel it for the remainder of the current month at least.

BINDER TWINE—The prices quoted are unchanged at 12½c. for blue ribbon, 11½c. for red cap, 10¼c. for crown, 9c. for silver composite.

BOLTS—Everything is steady in the bolt trade. Volume of business and discounts are as they were.

BUILDERS' HARDWARE—The limitations upon trade continue too great for much business to be done, though there are indications that improvement will mark the fall season.

CORDAGE—The sales are falling off. The prices of a week ago hold for this week. They are on the basis of 11¼c. for manilla, 9¼c. for sisal, 8¾c. for tarred lath yarn, 7½c. for jute, 7¼c. for sisal lath yarn.

HORSE NAILS—The discount is 60 to 60 and 5 per cent from the list.

HORSE SHOES—The price is unchanged at $3.60.

NAILS—A fairly steady sale is kept up at unchanged prices. No trouble in getting stock on account of the strike in Montreal is reported.

METALS.

Business in metals has this week been of of small volume. The run of orders in a small way has not even been so good as it was. Pig iron has had little sale. Prices of Scotch and American brands are unchanged. Pig lead and spelter have had the lead. Tin has firmed up materially in London and New York, but is not a centre to which much local interest rallies.

ANTIMONY—Cookson's quotes at 14½c., other brands at 14½c.

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co.
MANUFACTURERS TORONTO

CANADA PLATES—No change in prices is to be noted, the range being steady at $2.80 to $3.10.

COPPER—No changes have come over the market in the interval between this and last report. Lake ingots remain at 13¾c. and casting brands at 13¼c. Business is backward.

GALVANIZED IRON—The quotations are steady at 5¼c. upwards, the basis being for 28 gauge.

LEAD—A revival in the trade in pig lead is one of the most notable features of the week. Very good sales have been made since this month opened. Prices are unchanged at 3⅜c. for domestic and 3⅝c. for imported.

SHEET ZINC—Cask lots are 6⅜c., broken lots 6⅝c.

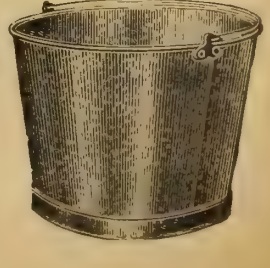
TIN—The local trade has not shown any tendency towards expansion. Local prices are also unchanged, quoting from 24c. up. But the New York market, following the London market, has taken an upward turn again, and it now looks as if buyers would have to recoup importers fully before they get any stock.

TIN PLATE—Merchants handle comparatively little this year, owing to the absorption of the tinware business by the large factories, and the consequent doing of business in plates through import orders. There are very few and light calls upon stock. Prices are unchanged at $3.65 for cokes, $4.25 for I C charcoals, with a dollar to be added for each cross.

OILS, PAINTS AND COLORS.

The paint trade calls for little report other than the quotation of prices, and those of last week pass without revision. Thursday was settling day, the stiffest day in the year, and the houses were all busy upon their books. They report collections to be very unsatisfactory. The prices of linseed oil remains as follows: 57½c. for raw and 60½c. for boiled in 1 to 3-barrel lots; two cents is allowed off these prices delivered in Toronto, Hamilton, London and Guelph; for larger lots the quotation is ½c. lower. Spirits of turpentine is unchanged at 48c. freight allowed.

GALVANIZED BUCKETS---English and American Patterns.
Japanned Ware. Stamped Ware.
Pieced Tinware.

Water Coolers, Baths, etc.

Thos. Davidson & Co.,
474 St. Paul St., Montreal.

MARKETS.—Continued

PETROLEUM.

The local market is dull and unchanged, Canadian refined continuing to quote at 14 to 14½c. outside, and half a cent higher delivered in the city.

The Petrolia Advertiser reports :—Petrolia crude $1.26¾ per barrel ; Oil Springs crude $1 27¼ per barrel. The crude petroleum oil market has certainly a quiet look—taking a rest as it were, before an active season's work. This is usual however at this time of the year. Prospective purchasers of refined oil wait to see how the market will open as regards prices, and when that is determined upon there is generally a scramble for oil. At the present time it is almost a waste of time to talk about prices, as they are merely nominal in the absence of important business. At the same time so with crude, sales of crude are occurring daily but they are also nominal and are not to be accepted as indicating exchange prices, as there is really no business of importance being done on the exchange.

GLASS

The trade in glass is quite limited now. The basis is $1.35.

OLD MATERIAL.

This is rather a dull time of year for buyers to find sale, and stocks are therefore accumulating, and prices tending towards ease. They quote same : No. 1 heavy cast scrap 65 to 70c. per 100 ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c; light scrap brass 5½c. ; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c. ; scrap rubber, 2¼ to 2½c. ; country mixed rags, 80 to 85c. per 100 lbs. ; clean dry bones, 50 to 60c. per 100 lbs. ; plough shares, 60 to 65c ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

HIDES, SKINS, WOOL, TALLOW.

HIDES—The basis is 4½c., the price of No. 1 green cows'. Cured are steady at 5c.

SKINS—Pelts are 35c., lambskins 45c., calfskins 5 to 7c.

WOOL—The price of fleeces is steady at 17c. for combing grades, 20c. for clothing wool. For pulled, super is 22c., extra super 25 to 26c.

TALLOW—Is unchanged at 2c., for rough 5 to 5½c. for rendered.

AMERICAN METAL MARKET.

NEW YORK, Aug. 5, 1892.

Iron—We quote standard Northern brands $15 to $15.50 for No. 1 Foundry ; No. 2 at $14 to $14.50 ; Grey Forge at $13 to $14 ; Southern brands of good quality obtainable at $14.25 to $15 for No. 1 Foundry ; $13.50 to $14 for No. 2, and $12.75 to $13.50 for Grey Forge. Scotch pig iron is quoted at $21 for Coltness, and $20.25 for Eglinton. Ferro Manganese is quoted at $59 to $60 for 80 per cent. For steel rails the price asked is $30.75 to $31 at tide-water, at $30 at mill. Wrought scrap iron is quoted at $18 to $19 on cars at shipping point. Yard lots of No. 1 Wrought find occasional sale at $16 to $17. Old steel rails are quoted at $14 to $16, and iron rails at $17 to $18.

In lead there is more or less inquiry, hut no important business to report. The jobbing demand is being met at 4.10c., and a larger movement would result if holders were disposed to release stocks at 4 05. The feeling is reported firm. We quote Pipe 6½c. Sheet 7, Tinlined Pipe 15, Solder 11½c.

Copper—The situation of Lake Copper has not changed a particle during the past few days, either here or in London. The same prices prevail, but no business is reported here. Holders are reserved in their offerings, and buyers are postponing their wants as 11¾c. is above their views. Casting copper is held at 10¾ to 11¼c. The London market for G. M. B. is quoted at £44 17s. 6d. for spot and £45 5s. for futures. We quote 22 to 27c. for Sheathing Copper, 22 to 27c. Brazers, 22c. for Bolts and 26 to 32c. for Bottoms, or American Yellow Sheathing and Nails 16c. There is a discount of 25 per cent from these prices.

Tin—The London market continues to advance, and a stronger feeling has taken hold of the situation here in sympathy, but the volume of business is light as holders are more reserved in their offerings. The London market is quoted at £97 for spot.

BRITISH MARKETS.

A. G. Kidston & Co., Glasgow, in their weekly circular say : During the past fortnight the country has been absorbed in the Election contests, and there has been comparatively little mind for business. Locally we are in the midst of the Annual Fair Holidays, and the Exchange has been somewhat deserted for the last few days. Most of the works are idle this week. The prospects for resumption are not attractive. Everything is about as dull and languid as it could well be, and the outlook is by no means encouraging. Whatever business is transacted brings with it little or no profit. Buyers require concessions that manufacturers cannot very well afford to give. The export trade shows no sign of expansion, and we fear that ere this can be looked for there must needs be a betterment of financial affairs. All our largest markets have a further period of liquidation to go through ere a solid basis for improvement can be reached.

PIG IRON—Pig iron is steady and relatively firm owing to moderate dimensions of stocks and slowness of getting furnaces into working order. There is little or no change in price of makers' iron. Some brands continue scarce. Store Warrants have been marked by little or no fluctuation during the past two weeks. Prices to-day stand at 41s. 3d., 40s., and 50s., for Scotch, Cleveland, and Hamatite, while stocks in public stores are 419,450, 31,352, and 41,201, tons respectively.

MANUFACTURED IRON AND STEEL.—There is nominally no alteration in prices but for good orders makers seem willing to concede something, though with current cost of production they cannot afford to do much in this direction. Competition is excessively keen, and we question very much if ever there was a time when so much work had to be gone through for so little result. Crown Bars, £5 15s. to £5 17s. 6d. Hoops £6 5s. Sheets, £7. Steel Ship Plates, £6 2s. 6d. Boiler Plates, £6 10s. to £6 12s. 6d. Angles, £5 5s. to £5 7s. 6d.

COPPER—Copper has been very quiet. At £45 three months it looks not a bad investment, but with times so dull there is not much to justify one in prophesying any early upward movement. Mid-monthly returns of stocks show an increase of 2270 tons.

TIN has fluctuated greatly, dropping down to £95 on realisations caused by the news of the likelihood of the proposed duty in America of £19 per ton not being confirmed. A recovery to £97 took place, but there was a subsequent relapse, and to-day the cash price is £95 15s. ; three months, £95 10s. The metal is quite as likely as not to advance again, as the downward movement may be assisted by interested parties, and statistically the metal is by no means unsound.

TINPLATES had advanced somewhat in sympathy with price of Tin, but buyers did not respond, and now easier figures rule again. Cokes at 12s. Charcoal, 13s. 3d. for ordinary to 15s. for better grades, and rather dull.

ZINC AND SPELTER steady. Sheets rather easier. Spelter holds its own.

A feather duster disperses but does not remove the dust from the store.

A customer secured is a promise of greater salary in time.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Goods conveniently located save time, money and temper in showing.

SITUATION WANTED.

HARDWARE—SITUATION WANTED, LONG experience as buyer and salesman, good stockkeeper. George Stethem, Peterboro'. 33

ENGLISHMAN (33) WELL POSTED IN ALL branches, desires situation as salesman or book-keeper in hardware or implement store. Address, T. H. Roberts, QuAppelle Station, N.W.T. 32

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

TRAVELLER WANTED, IN A FEW months hence, a travelling salesman, one who understands the stove, tinware or hardware trade throughout Manitoba and the North West. Give particulars as to past employment, also salary received. State whether married or single, age, etc. Correspondence confidential. Address, "North West," care HARDWARE.

MUNN'S LIQUID GLUE.

The Strongest, Cheapest and Best.

Put up in all sizes. Circular and price list on application. KENNEDY BROS., Agents, 101 Bay St., Toronto.

For sale by the following wholesale houses in Toronto :—
H. S. HOWLAND, SONS & CO.
THE HEMMING BROS. CO.
THE ART METROPOLE.
WILLIAM BROWN, Carriage Hardware.

Errors Located in Book-keeping to Page and Account,

Without re-checking or copying entries, by Goldman's advanced system, which saves from one day to one week every month.

P. CORRIDI,
Accountant, Auditor, Etc.
Authorized Representative for Toronto.
Partnership Accounts Adjusted. Books opened. Statement of affairs prepared.
Office, York Chambers,
9 Toronto Street.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST W., TORONTO.

Telephone 1112.

SPOONER'S FRAGRANT

BANNERMAN'S PATENT.

PHENYLE

GERMICIDE POWDER

DISINFECTANT,

DEODORIZER,

For the use of People of Fine Sensibilities, who know and Realize the necessity of Protecting Themselves and Others From Malarial, Miasmatic and Contagious Diseases ARISING FROM ANY CAUSE

THIS IS A CURE & PREVENTATIVE

☞ THOSE WHO TOLERATE & REVEL IN UNEARTHLY *SMELLS* WILL HAVE NO USE FOR PHENYLE

PROF. ELLIS, TORONTO UNIVERSITY, RECOMMENDS IT

☞ TAKE SOME HOME WITH YOU AND USE IT. ☜

ITS THE VERY BEST ON EARTH.

ALONZO W. SPOONER,

PORT HOPE.

SAW YOUR

ADVERTISEMENT

IN THE

HARDWARE.

When writing to our advertiser please inclose the above.



1000 Electric Bells

IN STOCK.

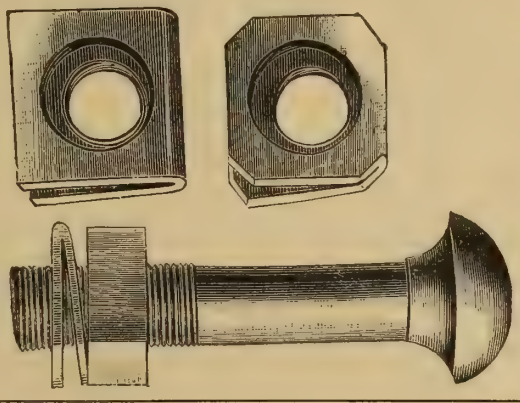
We guarantee every bell we sell to be a reliable ringer.

We carry a full stock of Annunciators, Batteries, Push Buttons, &c.

It will pay you to get our prices upon any electrical goods you may require.

T. W. NESS,

749 Craig St., MONTREAL.



THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.

Moncton, N. B.

Toronto Silver Plate Co.,

MANUFACTURERS OF



Sterling Silver, Plated Ware, and Fine Cutlery.

Factories and Salesrooms, King St., West, Toronto.

E. G. GOODERHAM, Manager. JNO. C. COPP, Secy.-Treas.

HARNEY PEAK TIN.

We clip from the Iron Trade Review, of July 21st, the following in regard to the Harney Peak Tin Mining Company :

"Lord Thurlow, of London, who was Paymaster General in Gladstone's last Cabinet, sailed last Thursday from New York. He has returned from a visit to the tin mine properties in South Dakota, where the Harney Peak Consolidated Tin Mining and Milling Company, with a capital of $15,000,000, of which he is an officer, owns 1,100 claims. 'This country,' said Lord Thurlow, 'will not need to import any tin two years hence, for our mines will produce enough tin to last for centuries. The production will save £15,000,000 a year which this country is paying for tin plate. This enormous sum will go into the hands of the people of this country. The company of which I am the chairman and in which New York or American capitalists are equally interested, has already built two of the largest and most thoroughly equipped mills in the world. Each has a capacity to produce 500 tons of tin a day, and this will be increased to 3,000 tons daily should necessity demand it. Two or three other mills of similar proportions have been planned. We expect to begin to work the two mills already constructed by October 1, and to put tin on the market in commercial quantities. I have inspected tin mining properties in various countries, but I never yet saw such resources as I found in Dakota.'"

In reference to the above, we believe much of it to be the rankest nonsense. While we do not dispute the existence of tin at the Harney Peak mines, the statement that this country will save £15,000,000 a year by the production of tin at Harney Peak is a great exaggeration, unless those mines propose to produce tin in sufficient quantities to supply the world. Our consumption of pig tin is about 18,000 tons per annum, which, allowing for a liberal increase and at the valuation of £100 per ton, amounts to £1,800,000, allowing the consumption of tin for the entire world to be ten times as great as that of this country, which is excessive, and we only exceed the amount which, according to Lord Thurlow, America is to save in a single year by reason of Harney Peak by some £3,000,000. The Harney Peak mine will flood the markets of the world with tin according to this statement, and values of the metal, if this is true, should be somewhere in the neighborhood of 10 cents per pound on October 1st.

No young man can possibly have mistaken his calling who finds in it what the world wants done

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

HOW WOOD SCREWS ARE MADE.

However unpretentious the ordinary wood-screw may be in appearance its manufacture, as carried out at the present time, has called for the exercise of no small amount of ingenuity. Passing, recently, through an extensive works where wood screws are turned out in large quantity, we had every opportunity of witnessing the successive stages of development of a finished screw from the crude raw material in the shape of steel wire-rods, and a brief account of the various processes may here be of interest. The wire-rods are first cleaned and drawn into wire of desired gauge for the different sizes of screws to be turned out. This wire, on reels, is then fed into what is known as heading machines, in which the screw blanks are partly formed, the proper length of wire for a screw being cut off and a head being formed by one or more blows from a header. The rude blanks are then dumped into a form of hopper on a machine for cutting the slots in the heads and shaving off the latter so as to present a finished appearance. The necessity for this latter operation arises from the fact that the beveled heads, as formed in the heading machines, are not sufficiently smooth and uniform in shape, the metal flowing more or less irregularly. The rough screw blanks are then fed along a slide automatically, each one in turn being held firmly by suitable grips, and are presented to a milling-cutter for cutting the slots in the head, and to the tool for turning the head and the beveled surface on the under-side. Then the blank is released and falls into a receptacle underneath, making room for the next blank. The finished blanks, having gone through a rattler, are next taken to the threading machine. In this also the entire operation is automatic. The blanks pass along a slide, one by one, in the same way ; are gripped and presented, in a horizontal position, to a cutting or threading tool secured in a reciprocating tool block. This has the necessary amount of longitudinal feed to give the desired pitch to the screw head, and has a quick return motion, several cuts being taken on each blank before a finished thread is secured. Soda water is used as a lubricant. The finished screws drop into a box underneath the machine and are then ready for packing and shipping.—Mechanical News.





Is so constructed that the razor cannot cut the edges. The Leather and Webbing are made specially for this strop. The best value ever offered in Canada.

The Hemming Bros.' Co., Ltd.,
76 York St., Toronto.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

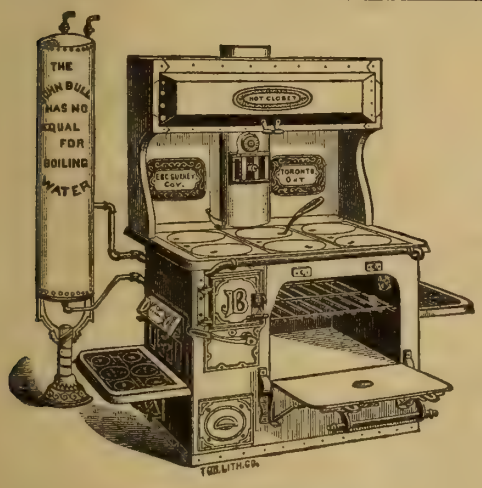
BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11 :

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY. The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern ; so that we have the somewhat singular sight of a combine reducing prices."



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.

—Mane only by—

Pigou, Wilks & Lawrence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer.

"HAPPY THOUGHT"
Counter Check Books

A patent has just been issued for a new automatic check book to be known as "Happy Thought." No black leaf required; yet every page copies with exactness and permanency. It is clean and saves time, patience and money. Prices are $1 per hundred lower than any other check book on the market. Made in any style and size.
Samples and price list free on application.

J. K. CRANSTON,
Wholesale Dealer in Store and Office Supplies,
GALT, ONT.

"Grip" and "Carter" check books supplied at manufacturers' prices.

CONTRASTS AND COMPARISONS.

Before leaving this subject there is a matter I should like to mention, as it is one which creates more ill-feeling between the ironmonger and his opponents than any other I know of. It is generally-accepted doctrine with ironmongers that the draper or house-furnisher gets a large proportion of his trade through underselling and cutting prices. In some instances this may be true, but a keen observation, in cases which I know, has brought me to the conclusion that the assertion is more apparent than real. In fact, I go further, and say that the average profits of an ironmonger's opponents are quite as large as his when all things are considered. I can well remember my first experience of those wonderful lines which create a lasting impression relative to the smallness of the draper's profits. An ironmonger in a large provincial town sent me to look at the window in the ironmongery department of a large draper, where I saw a line of goods marked up 3s. As the firm I was representing manufactured the same class of goods, I knew they could not be made at the price, and I came to the natural conclusion that the Bankruptcy Court would soon unravel the mystery and explain the circumstances. I have often since had occasion to look in the same window, as well as many others similarly got up, and the firms in question, instead of going to the wall, seem to grow richer, and keep extending their premises. On my first visit, I must confess, they "had me," and had I been a purchaser, or living in the district I should have been driven to the conclusion that the profits in this business must be very small. Cash customers in large towns care little in this age what shop they go to so long as they think they are getting goods cheap. Let the firm be draper turned ironmonger, or ironmonger turned house-furnisher, it matters not to them.

A smart business man in a large town will tell you that the great secret of success is to get customers into his shop. To that end almost everything else is subservient, and to attain that object every kind of strategy is resorted to. It has been proved by actual facts that the customer who enters a shop and leaves without buying anything is a rara avis. All the expensive advertising is done with this object in view, and the cutting lines in a draper's window are simply a form of advertisement. When a draper wants to make a "special" sale or a "special" push in any department of his trade, he first of all looks about for a very "special" line of bankrupt stock, which he buys for cash, and fills his window with the goods marked at cost price or under. This is not only his cheapest advertisement, but one which creates the best impression when his shop-windows are in the neighborhood of a busy thoroughfare, and in many cases it is the only line where the profit is less than usual. The people who are unacquainted with this system of business would at once conclude that the cheap line would only be sold, and no advantage gained thereby. This, however, is contrary to fact, and it is marvellous, when the goods shown are kept in varying qualities, what a small percentage of customers insist on having the cheap line in the window without looking at anything else. I think I am within the mark when I state that in most cases quite 70 per cent. of them buy a better quality when the salesman points out that the cheap article is similar to the proverbial barber's razor, which was made to sell, and not to shave. I have been told, although I cannot vouch for its accuracy, that an assistant in some of the large clothing establishments must not in his daily sales exceed a certain percentage of cutting lines from the window, and if he exceeds this maximum he is subject to dismissal. In other cases a commission is given to induce assistants to push the goods which pay best, or clear off old patterns—a system which ironmongers in large towns might adopt with considerable advantage to themselves.

A short time ago I saw the window of a large firm fitted with a penny article which was extraordinary value, and by way of getting further light on the idea I went in, as I generally do in such cases as a purchaser. Those uninitiated in the little game would expect to find the article near the door and easy to get at. This, however, would have upset the idea, and I was rather amused in finding myself marched through the greater part of the premises before I got to where this simple little article was located. All the way going and coming inducements were offered to extend my purchases, and I am assured that 50 per cent. of those who were tempted to go inside for this wonderful bargain would not leave without adding something else, and in this way the object for which the line was marked up would be accomplished. There is a story told of a large drapery firm who make a specialty and extensively advertise a material at a ridiculously low price, which brings hundreds of customers to the shop. I am told a very shabby piece is kept to show to customers and cmpare with a better quality, the latter being strongly recommended, with the result that scarcely a single yard of the cheap quality is sold. The idea the salesman is intended to convey is that customers must take the cheap material at their own risk, the price being so low that it is impossible to give reliable quality.

Many manufacturers who go in for a cutting trade resort to this same practice by way of opening new accounts, and I understand the cases are almost an exception where they sell nothing else; and, reasoning from this standpoint, they are agreed that it pays them to do so. A good deal could be written on the morality or immorality of this system of business; on that, however, I do not express an opinion. Of one thing, however, I am assured: that no person who has not studied the question would believe to what an extent it influences trade, and what an important bearing it has upon that all-important result of getting cash customers into a shop. My object in writing these articles is to acquaint the ironmongers with all the facts I have been able to glean in reference to the competition they have to meet, and it is the important part this fact bears on the question which has caused me to dwell so long upon it. If an ironmonger would only pause for a moment to think, he must admit that a draper's expenses are larger than his. Drapers' shops are generally larger, the rent and taxes higher; assistants are better paid; and, in addition, shopwalkers are added to the expense, whose whole duty is only to see that the customers get attention. When these facts are considered, it is ridiculous to expect that drapers can do with very small profits.

In concluding these "contrasts and comparisons," I wish it to be clearly understood that my remarks apply to towns of over fifty thousand inhabitants, and to the furnishing trades only. In small towns, and especially in agricultural districts, I find the most successful ironmongers we have to-day. The furnishing trade is not large enough to warrant outside competition in itself, and it is only amongst the cabinetmakers that it is attempted. My complaint is that where we should find our large and successful ironmongers we find their places being rapidly taken by others, and not long ago we had three large high-class furnishing ironmongers retire from the trade in one town, all in one street and in one year. The question is continually being asked by country ironmongers, "Why is this so?" I have tried to get every information on the point for the benefit of the readers of this journal, and all those who have the cause of the future of ironmongery at heart.—A Commercial Traveller, in Ironmonger.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

"IDEAS FOR HARDWARE MERCHANTS,"

JUST PUBLISHED

PRICE $1.00 POSTPAID.

This novel book is the only book ever written especially for Hardware men, and every Hardware Merchant will find it of decided help and of intrinsic value. It tells HOW TO ADVERTISE a Hardware Store. HOW TO DRESS a Hardware Store Window. HOW TO SELECT Seasonable Goods and HOW TO DISPLAY them to best Advantage. HOW TO MAKE a success with Hardware. HOW TO COMPETE with "Department Stores." HOW TO TURN a Credit Business into a Cash Business. HOW TO AVOID Bad Debts and Increase Trade. HOW TO SECURE Low Quotations from Jobbers and Manufacturers. HOW TO ARRANGE the Fixtures in a Hardware Store. HOW TO TREAT and Manage Clerks. HOW TO KEEP your Accounts with the Least Labor. HOW TO SYSTEMATIZE your Business and Arrange its Details. HOW TO ARRANGE Price Lists. HOW TO MEET close Competitors and HOW TO BE ENTERPRISING. HOW TO PROPERLY proportion Store Expenses, and thousands of practical hints for Hardware Merchants.

"Ideas for Hardware Merchants" sent postpaid upon receipt of price.

J. B. McLEAN PUB. CO.,

10 Front St. East, Toronto.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S

Butcher Knives

and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade Mark.

-- FALL SPECIALTIES --

We are now prepared to qnote lowest prices on :

Coal Hods, Lanterns,
Copper Kettles, Patent Stove Pipes.
Dampers, Stove Shovels.
Elbows, 1, 4 and 6 piece, Stove Boards.
Etc., Etc.

Write us for Prices and Special Fall Catalogue.

JAMES ROBERTSON & CO.,

KING ST. WEST, TORONTO.



CLIMAX SAFETY TUBULAR LANTERNS

WITH SQUARE TUBES.

Manufactured by the ONTARIO LANTERN CO.,

Hamilton, Ont.

We make a specialty of the Lantern business, and warrant our Lanterns to give a BRIGHTER and STEADIER light than any other in the market. (Never left in the dark with the Climax.)



WALTER GROSE, Agent, Montreal.

We are now in position to name prices on 1, 4 and 6 piece

ELBOWS, STOVE BOARDS,

Paper and Wood Lined, Crystalized and Embossed.

Patent Stove Pipe, Coal Hods, Fire Shovels.

WRITE FOR PRICES.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

SAMUEL, SONS & BENJAMIN, 164 Fenchurch Street, LONDON, ENG.



CHANGES IN STYLE OR COMPOSITION OF FIRM.

Hue & Wiltshire, commission agents, Halifax, have dissolved.

The Cape Breton Foundry & Machine Co., Sydney, N. S., is about to dissolve.

J. Duncan McFarlane & Co., manufacturers' agents, Montreal, have dissolved.

E. Broad & Sons, tool manufacturers, St. Stephen, N. B., are succeeded by The E. Broad & Sons Co., Limited.

Application has been made to incorporate "The James Robertson Co. Limited." manufacturers of saws, lead pipes, etc., Toronto. Capital $750,000.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

John Quinton, dealer in crockery and tinware, Toronto, has assigned.

N. Paquette, general merchant, Donald, B.C., has assigned to D. W. Bole.

S. Dawson, general merchant, Drumbo, Ont., has assigned to D. Blackley, Hamilton.

Israel Morin, general merchant, Chambord, Que., has compromised at 75c. in the dollar.

The affairs of E. Fontenelle, general merchant, Drummondville, Que., are being investigated.

The stock of John Ashfield, crockery dealer, Ottawa, who recently assigned, valued at $5,210, has been sold to his brother, George Ashfield, for 40½c. on the dollar. The liabilities are about $11,000. Rent and taxes amount to over a thousand dollars, and C. W. Mitchell, of the Free Press, holds a chattel mortgage for fifteen hundred, so that the ordinary creditors will not get a cent.

AMERICAN TIN PLATE.

The Treasury Department at Washington, has received a special report from Special Agent Ira Ayer, in which he states that the production of tin and terne plates for the quarter ended June 30th, 1892, as shown by the sworn statement of manufacturers is over 8,000,000 pounds as against 3,004,087 pounds during the previous quarter, and about 5,240,000 pounds for the previous nine months, the total production for the whole year being 13,240,830 pounds.

Of the 8,000,000 pounds produced during the last quarter, over 5,000,000 pounds were made from American black plates. In addition to the foregoing the production of American sheet iron or steel into articles and wares tinned or terne coated during the fiscal year ended June 30, 1892, according to this report was more than 2,000,000 pounds, the returns being as yet incomplete.

ADVANCE OF THE BICYCLE.

It is not many years ago that it took a good man to ride a mile in four minutes; now any ordinary rider can do that, and the same build of a man that used to take four minutes can now do the mile in 2.30 and the best rider in the world in about 2 16; with a few more improvements, by the army of inventors, the trotting horse will be left behind, even in a mile.

After the old hobby horse came the bone shaker, a bicycle of clumsy make, wooden wheels, iron tires and any amount of rattle. This machine was so clumsy and unwieldy, it is no wonder that it did not become popular. Then the front wheel was made higher, and to reduce the weight, the rear wheel made less.

Wire wheels were here introduced, and, soon after, rubber tires. This was an ordinary bicycle. About sixteen or seventeen years ago the average height for road work was 48 inches. The bearings were plain or coned, the back bone a solid bar of metal—everything, in fact, was solid. The machine was too heavy to last long.

The next improvement was the invention and application of ball or roller bearings. At first these were only applied to the front wheel, and pedals soon followed. These bearings were a great advantage, not only making the running easier, but also enabling the rider to run long distances without having to dismount to oil up.

Almost simultaneously with the introduction of these bearings, inventors were at work on hollow backbones, hollow forks and handle bars, and even hollow spokes. These machines, the ordinary of to-day, are the most graceful in the market.

Inventors were not satisfied. The safety was the next produced. It is true it was looked down upon by almost all riders of the "ordinary," or high machines, but by one record after another being broken by this machine, it forced itself before their notice, and is to-day the most popular machine, the record of 2.16 having been made on one of them.

The pneumatic tire plays an important part in the modern machine. It has its drawbacks, however. It is not invulnerable and is liable to be pierced by sharp stones or glass on the road. This is for inventors to remedy.

The seat and spring have come in for a fair share of attention from the inventor. The writer remembers riding, day after day, an average of about eighty miles a day, on a saddle composed of a pear-shaped iron plate, covered with a bit of leather, which did not make it much softer. Now the saddles are suspended and as easy to ride on as a sofa or cushion.

It is undoubtedly to the inventor and patentee that we owe these improvements. Considerable over three hundred miles has been ridden in one day, and some twelve years ago Waller rode 1,404 miles in six days.

The number of patents relating to velocipedes is great, and still there is room for improvement.

Mr. J. T. Allen, of Washington, is compiling and publishing a digest of the U. S. patents relating to cycles, and it will comprise two volumes of over 1,000 pages each, four drawings to a page. This will give some idea of the attention this branch is receiving from the inventor and patentee.

The different armies of Europe are taking up the matter, and soon every army will have its corps of cyclists.—Exchange.

A NEW DEPARTURE.

The ocean passenger traffic from here this summer has been very large, taxing the accommodation of the steamship companies to the utmost. The Beaver Line Company have found it necessary to supply additional passenger facilities, and have recently fitted up the steamship Lake Winnipeg as a passenger boat. The alterations have been made in the past week and are of so pronounced a nature that one hardly recognized the boat. On the spar deck, aft saloon, cabin accommodation has been made for fifty passengers. There is now a large, handsome saloon, fitted with every convenience. The berths are large and comfortable, fitted with electric light and electric bells. There is a splendid promenade deck extending almost the entire length of the vessel. It is only lately that the Lake Winnipeg had triple expansion engines put in, which have resulted in a decided increase in the speed of the boat, and she is now one of the fastest of the Beaver Line. Her best day's run on the trip out was 320 miles. All the work in the refitting of the boat has been done here, for the Beaver Line people say that a purely Canadian company, such as this line is, should give any work that can be done here to Canadian workmen. The furnishings all through are of the most handsome and comfortable nature.

Last evening, on the invitation of the Beaver Line, a number of citizens, and several directors of the company, went over the boat and inspected the work that had been done. The directors expressed themselves as very much pleased with the transformation that had been made. The saloon was brilliantly lighted, and with the polished silverware, plants and flowers, presented a handsome appearance. Supper served during the evening, and was enjoyed by passengers and guests. Captain Herriman, commander of the Lake Winnipeg, was toasted; also the Beaver Line. Pleasant speeches were made by Captain Herriman, Mr. Richard White, Mr. Jonathan Hodgson, Mr. D. W. Campbell, passenger agent for the line, Mr. D. Battersby, and Mr. W. J. White. The speakers wished every success to the Beaver Line, which, as it was conducted by Canadian capital solely, they thought should merit the patronage of Canadians.—Montreal Star.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

--GLASS--

WINDOW GLASS,
COLORED GLASS,
ENAMELLED GLASS,
ROLLED GLASS.

See Latest Designs in

Fancy Imperial and Mechanical Embossed.

A. RAMSAY & SON,
Established 1842.
MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

The E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.

MAMMOTH WORKS AT HULL, CANADA.

CUTLERY.

Every importer should see our Samples for Fall orders.

Dickson's Carvers, with or without Cases, cannot be surpassed for good value.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

J. L. Goodhue & Co

DANVILLE, QUE.

For the convenience of Western trade a full assortment of Staple sizes of our Leather Belting is now kept by our Western Agent,

H. D. SIMMONS,

74 York St., Toronto,

TELEPHONE 2164.

Send in your orders.



Excellent Quality! Reasonable Price



ADAMS-MARS BEST.

GALVANIZED SHEET IRON. SP

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 24, 25½
Strip .... " 25, 26½

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
Bradley M.L.S.		
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 50	8 75
D.C., 12½ x 17	4 00	4 25
D.X.,	5 00	5 25
D.X.X. "	6 00	6 25

Note.-Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets ..	8 00	8 25
I.X. Terné Tin	10 00	10 25
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½	6¾
26 "	7	7¼
28 "	7½	7¾

Iron and Steel.

	Base	Price
Common Iron, per 100 lb ..	$2 05	2 15
Refined " " ..	2 35	2 65
Horse Shoe " " ..	2 60	2 75
Band " " ..	2 50	2 65
Hoop " " ..	2 60	2 65
Swedish " " ..	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅞, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright 2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ to 65p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Adams–Mars Best and Queen's Head

16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Gordon Crown—

16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb		5¾	6
" ¼ " "		5¼	5½
" 5-16 " "		4¾	5
" ⅜ " "		4⅜	4¾
" 7-16 " "		4¼	4½
" ½ " "		4	4¼
" ⅝ " "			3¾
" ¾ " "		3 1-5	
Trace, per doz. pairs	$3 60	5 90	
German coil, per 100 ft	1 65	2 70	
Jack chain, iron, single, per doz yards	0 13	0 50	
Jack chain, double, per doz yards	0 15	....	
Jack chain, brass, single, per doz yards	0 20	1 10	

Copper—*Ingot.*

English B.S "	0 14	0 14½
Lake Superior	0 13	0 13¾

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 22	$0 25
" round & square 1 to 2 in	0 2	0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16½	0 17½
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17½	0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

14x6 ft, 25 to 30 lb ea, per lb	0 20	0 22
" 35 to 45 " "	0 19	0 20
" 50 lb and above per lb	0 18	0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	....	0 21
Spun " "	....	0 25

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 25	0 27
From 20 gauge, up	0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20	0 21
" " 27 to 30 "	0 23	0 25
" " 30 and up	0 26	0 28
Sheets, hand-rolled 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06¾

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 14½ 0 15
Other makes "	0 13½ 0 14½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do. "	0 5
No. 2 Do. "	0 4½
No. 3 Do. "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre(J.C.) bbls,p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 57½
Boiled "	0 60 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 48

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 15 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Centra: Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, one shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50,50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross.....
" Sewing, " .... } 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18
Chisels—*Socket, Framing and Firmer*
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c:

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.35	2.60	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb . 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled. Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent.

Nails.

Cut Nails (Iron)
1. Either Canada or American Pattern.
Basis—50 to 60 dy..... 2 30
40dy..... 2 35
30 dy..... 2 40
20, 16 & 12 dy..... 2 45
10 dy..... 2 50
8 & 9 dy..... 2 55
6 & 7 dy..... 2 70
2. American Pattern Only
from 4 to 5 dy 2 90
3 dy. (lath)..... 3 30
3. Canada Pattern Only
from 4 to 5 dy 2 80
3 dy. (lath)..... 3 20
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails. Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p.c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9¾ 10	11½ 11¾
¼, 5-16, ⅜ in.....	10½ 10¾	11¾ 12
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	15
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ¼ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application.
Pieced, " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap.....	.....	0 11½
" Crown.....	.....	0 10½
" Silver Composite	0 09	

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " "
" Plain twist, 2&3 wires } 4¼ 4½
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

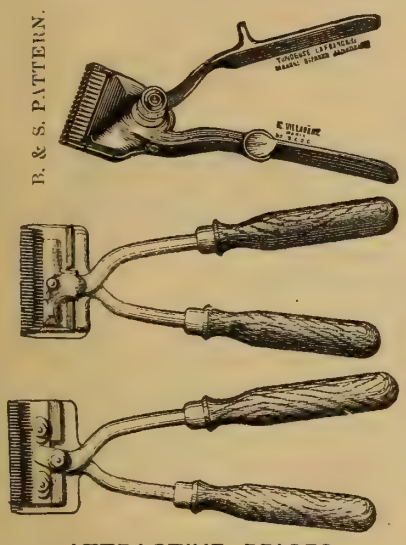
WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

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Villadere Clippers.

INTERCHANGEABLE PARTS.

B. & S. PATTERN.



POPULAR PATTERNS.

ATTRACTIVE PRICES

Sole Agents for Canada,

Painchaud, Squire & Co.

Temple Building, **MONTREAL.**

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods.

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

SAY !

If your Jobber can't supply

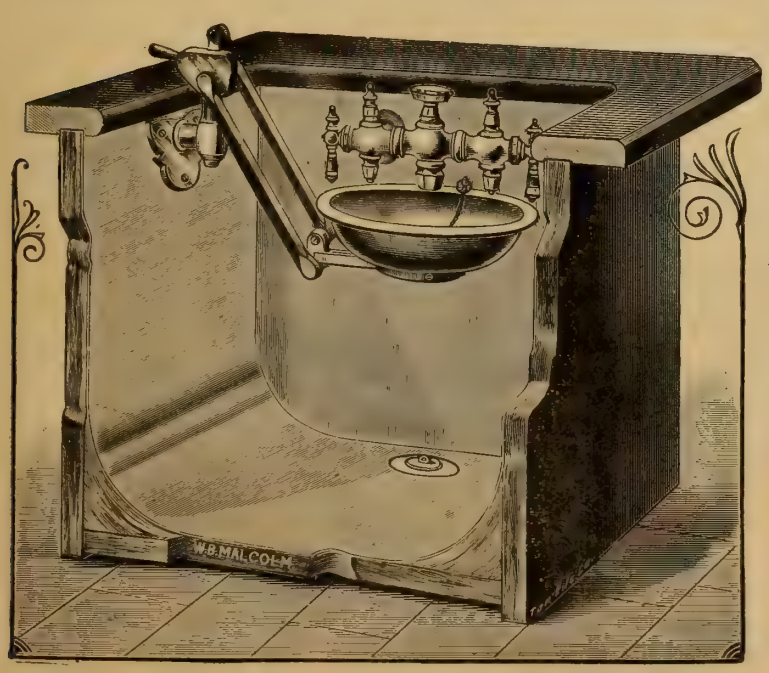
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Write

W. S. McGREGOR, Agents,

11 and 13 Front St., Toronto.

Malcolm's Patent Adjustable Basin Stand.



Unique, Durable, and Cheap. Nothing like it in the Market.

It is easily adjusted to any position; is filled from the bath-taps, and when filled, can be raised to the desired height by the user, or swung to the outside of the bath by either adult or child, and will remain where placed.

Summer Trips.

GRAND TRUNK RAILWAY.

The Popular Route for Tourists and Sportsmen.

When planning your annual tour remember that this company controls over 4,100 miles of railway equipped in the most approved modern style, passing through a magnificent country noted for its unsurpassed facilities for sport.

A Few of the Principal Resorts.

PORTLAND, Me.—For deep sea fishing.

ANDROSCOGGIN LAKES (via Bryant's Pond or Bethel)—Excellent trout fishing and game large and small, of every description.

THE WHITE MOUNTAINS (via Gorham, N. H.)—For trout and varieties of game.

THE SALMON RESORTS of Quebec, New Brunswick and Nova Scotia, reached via Quebec.

LAKE ST. JOHN REGION, via Quebec—For ouananiche, trout, caribou, bear, moose, beaver, otter etc.

THE RIVER ST. LAWRENCE, in the neighborhood of the line for 400 miles—For mascalonge, pike, bass, whitefish, pickeral, perch.

THE THOUSAND ISLANDS, via Gananoque or Kingston—For pickerel, black bass, muscalonge, pike.

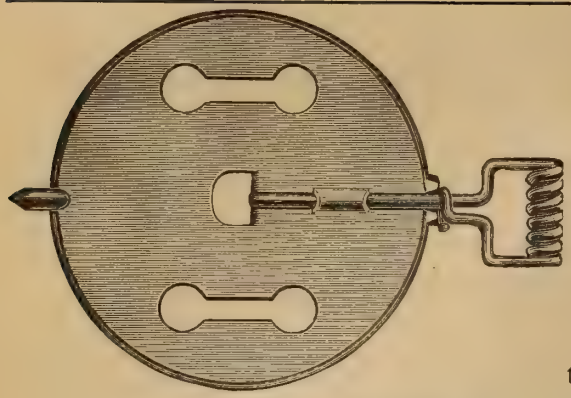
MUSKOKA LAKES—The best place on the continent for fishing, shooting and camping. All varieties of fish and game.

PARRY SOUND AND GEORGIAN BAY, reached via Penetang, Midland, Collingwood, etc., for black bass, pickerel, deer, partridge, bear, otter, etc.

LAKES ONTARIO, ERIE, HURON AND MICHIGAN via stations at all principal ports.

LAKE SUPERIOR, via Collingwood, Wiarton, Sarnia in connection with steamship lines.

For through fares, tickets and further information apply to the Company's Ticket Agents. 7



THE "PERFECT" DAMPER,

WITH NICKLE PLATED COLD HANDLE.

Commends Itself to all Dealers and Users alike.

Simple to apply. Efficient. Attractive in appearance.

SPECIAL NOTICE.

This Damper is made of CAST IRON and warranted not to warp or rust out. Far superior to sheet iron dampers.

H. R. IVES & CO., - Manufacturers,

A FULL LINE OF "ALASKA" GOODS IN STOCK. SPECIAL PRICE TO THE TRADE.

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CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital $2,000,000.

Sole Agents and Manufacturers of the

Forsyth (Boston Belting Co'y) Patent Seamless Rubber Belting

For the Dominion of Canada.

Superior Quality Rubber Goods.

Our Rubber Belting is Unequalled in America.

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Mould Goods of Every Description.

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ONLY RUBBER FACTORY IN ONTARIO.

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OF TORONTO, LTD.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

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THE GUTTA PERCHA AND RUBBER MFG. CO.,
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59 and 60 Front St. West, - - TORONTO.

PURITAN COOKERS

AND OTHER HIGH GRADE KITCHEN UTENSILS

CONSISTING OF



Puritan Coffee Pots,
Puritan Baking Dishes,
Puritan Egg Poachers,
Puritan Spice Nests,
Puritan Tea Steepers,
Five o'clock Tea Kettles.

All goods are manufactured from the best material and workmanship and are therefor strong and durable, possessing a superior finish and handsome appearance. No kitchen should be without them.

Sold by the principal Hardware Merchants in the Dominion of Canada, and by

THE EUSTIS MANUFACTURIC CO., 49th St., Bayonne, N.J., U.S.A

CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. IV. TORONTO, AUGUST 13, 1892. No. 33.

New York Aluminum Bearing Metal Co.

NEW YORK OFFICE, N. W. Cor. Washington and Cortlandt Sts. CHICAGO OFFICE, 12 Pacific Avenue.
MONTREAL OFFICE, H. McLaren & Co., Agents.

MANUFACTURERS OF

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TRADE MARK.

"Aluminum Genuine Babbit," Price 25c. per lb. f.o.b. New York
"Aluminum Bearing Metal," 18c. " " " "
"Big 4 Babbitt," - - 14c. " " " "
"Pyramid Metal," - - 10c. " " " "

CLOSE FIGURES MADE ON LARGE ORDERS OR CONTRACTS.

Our metals are superior to any like Babbitt Metals in the market. We Solicit Your Orders.

RICE LEWIS & SON,

LIMITED.

Importers and Dealers.

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CUTLERY, PLATED WARE,

TILES, GRATES, MANTELS.

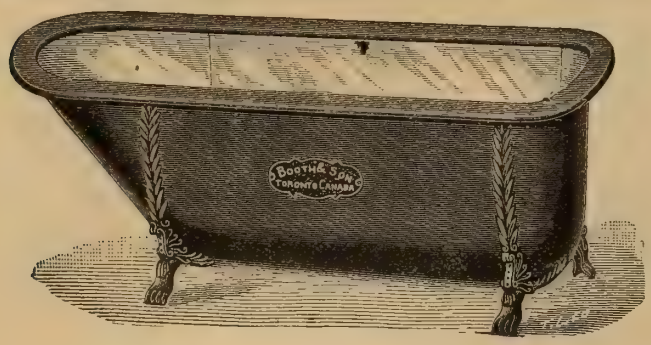
IRON BRASS BEDSTEADS.

RICE, LEWIS & SON, Ltd., King St. E.,

TORONTO.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

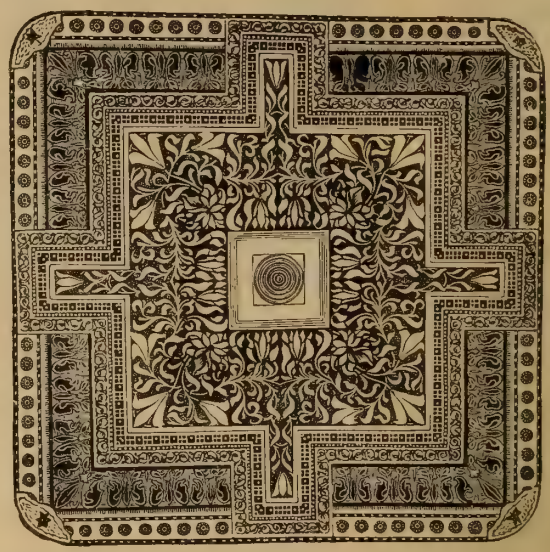
A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

ASK FOR THE

Maple Leaf Stove Board.



Handsomely Decorated!

Something entirely new!

KEMP MANUFACTURING CO.,

TORONTO.

We have dropped the "Gilbertson's Old Method" brand of roofing plates, therefore we now WITHDRAW our GUARANTEE from same.

Our reasons are as plain as A, B, C.

A — We could not act in good faith with our customers had we accepted the propositions made to us by the maker with a view to equalize the increased cost brought about by the advanced duty.

B — Numerous complaints and letters received by us from our customers, positively assert that the quality of this Brand is not now what it used to be.

C — After careful investigations we find we can make a much BETTER and a HEAVIER and more EVENLY-COATED plate IN OUR OWN WORKS in Philadelphia, than we have ever imported.

Hence, our heaviest coated, guaranteed Roofing Plate will now be the

"Merchant's Old Method"

Made and Guaranteed by

Yours respectfully,

MERCHANT & CO.,

Philadelphia, July 6th, 1892.

NEW YORK. CHICAGO. LONDON.



CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.

SHOVELS--Fenerty's.

Users are rapidly learning that it pays to buy Shovels, etc., that can be so readily rehandled.

LOTS OF TESTIMONIALS.

DEALERS--THIS POINT IS A STRONG SELLING CARD.

JNO. PETERS & CO., Halifax.
JAS. E. CHIPMAN, Vancouver.
CRAIG, MacARTHUR & CO., Toronto.
Stock carried at Toronto Branch.

CAN TELL YOU ALL ABOUT THEM.

HALIFAX SHOVEL CO., Ltd., Halifax, N. S.

BLACK DIAMOND



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21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
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—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, AUGUST 13, 1892 No. 33

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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Why a few retailers should be put by manufacturers on the same footing as the regular wholesale trade is something that a good reason cannot be found for. This discrimination is causing endless trouble in the retail trade to-day. For it is a fact that some of the priveliged retailers have been selling combination goods at the price that is laid down for the wholesaler to sell at. This hurts the trade in more ways than one for is this not giving the public information that they should never have received? Thus it is that the retailer who is not on the jobbers' list, as well as the wholesale man with whom he deals, are both deprived of their profit, and who gains by it? No one but the public at large. It is to be regretted that this matter has not been settled before this, but it is understood that the manufacturers of the different lines now have the matter under their serious consideration. and it is to be hoped that they will remove the evil by striking off the jobbers' list the names of all retailers, and thus place the whole trade upon the same footing.

* * *

Though the demand for cut nails is not in its full tide just now, there are signs that it may make away with all the stock on the market before operations are resumed in Montreal. The strike continues there, but the prospect of an early settlement appears to be hopeful. Some of the employes had dropped situations they had taken during the cessation of nail-making at the mills upon the strength of an arrangement that was said to be completed but that appears not be got into working shape yet. In the meantime, buyers here have to wait for nails. Orders sent a fortnight ago remain unfilled. It is said that there is not a nail in store in either of the Montreal factories. Wholesalers who have nails congratulate themselves on laying in early enough supplies sufficiently large to put them through the time of deadlock at the mills. It seems improbable that the price will be affected by the stoppage, as it is deemed already to be something of a restriction to trade in cut nails as compared with wire nails. At last quarterly meeting the manufacturers were not so elated with the results of the last advance to be disposed to put anything more to the price.

* * *

House-furnishings in this country have not been so generally incorporated into stocks of hardware and stove merchants as they ought to be, and as they are in the United Kingdom. Here, to a considerable extent they have been allowed to drift into the hands of other classes of traders. Dry goods stores keep several lines auxiliary to their carpet and curtain departments, such as carpet-sweepers, curtain rods, and rings, etc.; jewelry stores carry many of the superior ornamental goods, such as elegant lamps, fine special cutlery, carving sets, oxidized and bronzed ware, in various tasteful household articles; the miscellaneous stores stock nearly everything that could be classed in house-furnishings. The hardware merchant should not allow all this trade to go to other dealers. There is no other class of stock to which house furnishings bear so close an affinity as they do to the hardware and stoves. They assort properly with such goods. Moreover, they can be handled advantageously by hardware and stove merchants, who usually have enough reserve storing space and selling force to carry such goods with little additional expense. Such a line gives frequent occasion for visits to the store, and puts the hardware or stove dealer into closer touch with the people. That intimacy of relation that exists between live general merchants or dry goods merchants and the general consuming public of all classes would be a vital advantage to hardware and stove men. The errands to the hardware store are not numerous enough to establish that relation, if the people who use and want the many articles for house work and furnishing do not come there to satisfy those wants. Pure hardware can be profitably supplemented by house furnishings. They enable the stock dresser to construct a better display than it is possible for him to do without them. If they are sufficiently varied and sufficiently profitable to constitute a separate branch of business, they ought to be a remunerative appendage to the hardware man's stock.

* * *

Retail trade in the cities of Toronto and Montreal is just now considerably upset by the civic works that are being pushed through on the main trading thoroughfares. In the latter city the merchants and other business men on Notre Dame street are incensed at the delay shown by the corporation in laying the new roadway. They complain that no precautions have been taken to protect them against loss and serious inconvenience, both sides of the street through its entire length having been ripped up at once, the force of men at work being ridiculously small to complete it in even a moderately long time, and the side streets being closed at their intersections with Notre Dame. Sales have fallen off from 30 to 50 per cent. as a result of this virtual blockade. The merchants made an

unsuccessful protest against this, and some are now talking of suing the city for the loss they have suffered. They want the business tax, at least, remitted for this year. In Toronto there is a similar disturbance of local trade and traffic, the main streets being torn up all over the city in the work of putting down new tracks for the electric street railway. Advantage is taken of the general convulsion of the highways to make other changes and both sides of the streets yawn with deep trenches along which are high banks of the earth that has been excavated. Along some of the business streets the cars have ceased to run for the time being, and therefore no longer do the up town buyers find their way to the stores on these streets. Trade is greatly impeded and curtailed, and deputations of merchants have waited on the council to have the matter ameliorated. In the case of Toronto, there appears to be no cause of complaint on the ground of delay, probably excessive haste is more to blame, as the railway company are operating at many points at the same time and fairly crowd the streets with workmen. But the business men of cities should have representation in the council adequate to protect them from what seems to be the mere inconsiderateness of that body. On those streets very high rents have to be paid, and taxes, always high, are made higher, to pay for the improvements that destroy so much trade during their progress. Alterations have to be made, but they can be made with a minimum of inconvenience.

* * *

The hardware merchant has usually plenty of odd moments on his hands at this time of year. They may better be used profitably than wasted, and one way of filling them in that is similar in its mode and results to the annual stock-taking is the overhauling of stock to discover wants, defects, blemishes or other details of imperfection that may be nipped in the bud before they bear the dead fruits of loss. Such an investigation will enable the trader to make up a well-stored book of notes whose value he will understand when the wheels of business begin to revolve with their autumn velocity. It will contain entries to indicate where stock is low or exhausted, where it is full or excessive, what lines have outlived or outworn their original value, and much other information that will make trade less of the "sight unseen" affair than it often is. To continue pulling goods off your shelves and selling them in ignorance of their relation, in condition or quality, to the remainder of the stock, is too haphazard a way to trade. It results in getting all the cream skimmed off without diluting it at all with the less valuable residuum. Also, the overhauling necessary to collect this information is beneficial to the appearance and general air of the shop. The exploration of the store from floor to ceiling must be attended by dusting, assorting and attractive re-placing of the goods, and this tidying up is probably of more utility than the noting. The culling of the stock to get a collection of articles for a bargain counter or section of the store is one of the best results of such work. Such a counter or section in the store is an excellent outlet for all that tends to degenerate into rubbish. This class of stock becomes stagnant unless the trader provides a vent that will keep it in circulation, and move it off before it has passed into the mere refuse of merchandise. Such a vent is the bargain counter. Each particular article that should be on that counter and is not, does mischief to living stock in the same way as a bit of dry rot that has become seated in otherwise sound timber will soon damage the healthy wood surrounding it. Get it separated, bring it to the front, give it the impulse of a big discount and let it try its chance on the bargain counter. It is better to get a little for it than to wait till you can get nothing. Another benefit to be derived from inspecting, assorting and tidying just now is the chance such work gives the trader to reclaim stock that is on the downward path. A little sweet oil, some vasalene, a piece of shammy leather, a few minutes' rubbing, a little burnishing, will redeem many an article to the ranks of first class stock, whereas neglect would soon have left the bargain counter its only hope. Such work as this is not drudgery, but is a labor of love to the true business enthusiast, in the same way as the keeping of a garden tidy and flourishing is a labor of love to the genuine horticulturist.

* * *

The Inspection of Weights and Measures and Gas for 1891 takes up Part 2 of the Inland Revenue Returns for that year. With relation to weights and measures it shows that a large amount of money has been spent to overtake a small amount of fraud. The total revenue was $33,662.23, the total outlay $72,305.22. Thus that branch of service falls short nearly $40,000 of being self-sustaining. The weights, measures of capacity, lineal measures, balances, steelyards, platform scales, irregular weights and measures, Troy weights, that were examined numbered 200,605, and of these 1,374 were rejected. But the rejection of these 1,374 false measures was not all the good that the $40,000 did. The inspection system has done much more to prevent the use of wrong standards than inspecting has done to discover such standards, and the general public could easily be cheated out of a dozen times this $40,000 if a lax system of inspection existed. The general existence of price-cutting and its attendant evil, deterioration in quality, warrant the belief that shortage in quantity would be also an accompanying condition, if the weights and measures were not very thoroughly looked after. A forty thousand dollar tax every year is a much easier burden than the loss in quantity that non-regulated, non-inspected means of measuring out goods would entail. It is material, moreover, that absolutely accurate standards should be in the hands of inspectors, but the Commissioner reports that many of the portable kits are out of adjustment. Many offices, he says, claim that the continued use of them does injury to the weights and weighing machines of the whole Dominion. The Commissioner urges that a competent mechanic be employed to adjust them. This should not be neglected. Traders do not want to be at the risk of losing their scales upon a test that is itself faulty. The Chief Inspector reports the working of the Act unsatisfactory in only one or two respects, but notably in the want of uniformity in the practice of inspecting officers, especially in original inspections at the manufactories where the scales, etc., are made. Makers of weighing machines, complain bitterly of this irregularity. They may gauge their scales according to a standard set up by one inspector, and may find it objected to by another. It is unpleasant to have a weighing apparatus, that has been approved by one inspector before it left the factory, complained of, probably returned by the merchant who bought it, on the ground that another inspector condemned it. A remedy suggested by the manufacturers and approved by the Commissioner, is to appoint a capable man to visit each manufactory of weights, measures, etc., and there explain to the local inspector what constitutes, as regards material, workmanship and finish, a first class article, and the mode of testing the same. Since there is inspection there should be no anomalies.

OUNCES AND CENTS.

It is interesting to note how general the use of money units is to express the result of price-cutting. A trader always sells a thing, when he does cut, at a few cents less than the regular price. He never talks of giving an ounce or a pound more for the given price. The weight or measure is stationary, but the price is variable. For example, a trader will sell at 14c. a pound something of which the price is 16c. Here he loses the quoted price of two ounces, but he never puts it this way to the buyer. He says he gives the buyer 2c. on the price. Consequently, the traders who sweat profits the most prodigally from their prices are usually very particular not to give a hair's weight too much on the scales. It is the very irony of business that a man will take pains to secure a nice balance between the two sides of the scales, and will at the same time show himself regardless of maintaining a balance between the total cost with a fair profit added and the selling-price of the article so scrupulously weighed. Why is he more particular about the ounces than he is about the cents? Probably he would answer, if asked, that he cannot afford to be heedless of both. The weight must be all that it is pretended, the law looks after that, but it can be as much more as the dealer pleases, provided he expresses it in its exact terms. There is no relation of money's worth to weight established by law.

If the trader would keep an eye to his cents in the same careful way he does to his ounces, he would seldom fail. The scales are present at every sale that is made, and their witness to the equality in gravity between the weights and the thing weighed restrains the trader from cheating himself. If there were a similar mechanical contrivance to represent the year's balance sheet in process of formation, so that debit and credit side would move up or down according as delicate losses or gains were registered, the trader might be equally influenced to look after the cents. It is the thing which he can close his eyes to that finally swamps him. He does not cheat himself on the scales, but he does on the books. On them the grand aggregate of little differences comes up before him and makes him serious when it is too late to recall the lost cents. The scales keep watch over the grains and the tons take care of themselves. It's a pity that accounts would not haunt the retailer in the same way and look after the cents.

BRANDS AND PROFITS,

It is in the interests of the manufacturers of branded goods to provide for a liberal margin of profit to the retailer. It is good policy at the outset of an article's trade career, and it is good economy when the article's reputation has become of commercial value and is well established. Too commonly the trade have to complain that the manufacturers' guardian care of prices ceases when the goods have got a strong foothold upon the market. Prices are well looked after until that advantage is gained, and then they are very often left to chance. The case of the retailer in such a position does not rest upon any assumptions about the rightfulness of combination, or of authority in price-making. The retail trade has something of a claim upon the reputation of the goods. This is hardly socialism, inasmuch as no claim upon the goods themselves is pretended. But would the article have acquired such a momentum of reputation as to become self-selling, if the retail trade had not imparted the initial velocity, and had not also continued to keep the force of salesmanship operating upon it? The trade establish the branded article. Their reward is not only the money they make out of the profits secured to them during the up-hill period in the article's history, but an equal ratio of advantage from the article when its reputation is confirmed. If they had 25 per cent. of profit in the article's friendless days, they ought to have 25 per cent. in the heyday of its sale, and the manufacturers should be just as exact to protect the retailer's margin at one time as another. It is part of the retailers' right, as they have been instrumental, and mainly so, in establishing the commercial renown of the article in question. That reputation is partly their property. They have a vested right in it so long as they handle the article, and the revenue from that right should be the continuance of the original rate of profit. If 100 retailers have been selling an article for five years, and have raised the sales in that time 1000 per cent., they ought to be protected from the reckless cutting of some new-comer to the trade, who may wish to make a special run on the particular article so nursed by his seniors in the trade.

But manufacturers are sometimes ungrateful. Not only by allowing cutting do they neglect the retailers who have hoisted their brands into an assured position in the market, but they also frequently permit the sale of their brands by others than grocers, after the demand has become popular. This is as impolitic as it is ungrateful. The reality of the retailers' property in the reputation of the article becomes then apparent; they have made the reputation; they can unmake it. They at once take hold of a rival line, they at once drop the thing they worked into prominence, and soon the public cease to pronounce the name of the former brand.

The retailers' good offices render the most live and most effective advertising that it is possible to put before consumers. Salesmanship has an influence and a persuasiveness that are worth more than the owner of a brand usually pays for its services. It is a great thing for one man to make a million dollars by his ownership of a brand, while probably 10,000 men make only a quarter of a million among them for creating and cultivating the soil of the demand on which that million dollars grew.

There is many a flower born to blush unseen, that is fully as beautiful as that which basks in the admiration of thousands. Beauty in the case of the lonely flower is not less effective to win it admiration than merit in the case of articles of commerce. The merit may be unquestionable, and yet the article may be a failure. What the flower in the desert wants it wants, and that is prominence, in other words advertising. The retail trade, by showing goods, by offering them, by exposing them on their shelves, by putting announcements in the local press, keep goods in a hot house atmosphere of advertising. That does the work which entitles them to fair treatment by manufacturers.

IMPROVED BOOK-KEEPING.

Some improvements are always being made in book-keeping, but the old day-book, journal and ledger still remain nearly the same old time-honored articles. But the Barber & Ellis Co. are now manufacturing a line of ledgers and a mercantile register which are well adapted to work a revolution in book-keeping. The mercantile register, invented by a gentleman named Hill, is a new thing and well worthy of attention. It is adapted to last for six years in any business. It shows in a very simple manner the amount of business done each day, the amount per week and the amount per year in all the various departments. It shows at a glance the actual worth of the firm at any time, the aggregate amount of the liabilities and the aggregate amount of book accounts and bills receivable. It shows the amount of cash received, how received, and how expended. It shows when an insurance policy expires. In fact, it tells a man everything he desires to know about his business at any time of the year. It is not complicated, but the necessity of having the various parts and departments correspond to each other prevents mistakes. This is especially useful in the cash department. No progressive book-keeper should fail to see this new expedient.

Hill's Wholesale Ledger, which can also be used by retailers, shows at a glance cash payments, discounts, goods returned, past due accounts; contains monthly statements of all invoices, notes and drafts maturing, and shows when and how each are paid. This ledger is specially adapted to the needs of retailers by a man who knows exactly what they need, and has spent years of work in attaining perfection in these books. Anything which shows a business man what he is actually doing and where he is standing is greatly beneficial to him, as business men very seldom know this, and when a man does not know he is sick, how is he going to apply a remedy. If men knew exactly, twelve times a year, what their financial position is, there would be fewer failures and a more tranquil business world.

COPPER FOR CEILINGS.

The use of copper in decorative metal work is largely on the increase by reason of the ease with which it can be used in various electroplating processes. The electrotyping of metal has been carried so far that entire shop fronts are constructed by this process. One of the ceilings of the Equitable building is made of electroplated copper on wood which exhibits the capabilities of this beautiful method of interior decoration.—Decorator and Furnisher.

THE COPPER COMBINATION.

The decline in the value of copper and of copper mining companies' shares has furnished some of the "bull" operators in whose hands the copper market has been so long, with an opportunity to inveigh against the absurdity of the attempt to maintain quotations at a profitable level by any combination amongst producers of the metal. The semi-official statement of the purpose and constitution of the present combination of European and American producers, issued by Messrs. Henry Rogers, Sons & Co., is made the occasion for a sweeping diatribe against "pools" of any kind, and against "pools" in copper in especial. We are told that all such attempts are foredoomed to failure, and the especial weakness of this particular scheme is held to leave no hope of its survival. A strong item in the indictment is the fact that no minimum selling price is mentioned in Messrs. Roger's statement. Another point in the attack is that the three months' "grace" allowed to the producers will suffice to vitiate the whole scheme, inasmuch as the production of the mines is assumed to have been increased in that period so as to more than counterbalance the restrictions which commenced on July 1st. We think that the scheme of protecting copper prices by checking the further increase of produce —which is all that the present "pool," as it is called, amounts to—can be satisfactorily defended against this volume of charges. In the first place there are combinations and combinations. If the inevitable doom of attempts to monopolise commodities at the expense of the consumer is failure, it does not follow that producers must needs go on cutting their own throats till they have no more throat, or capital, to cut. The present agreement between the European and American copper company is in no sense an attempt to monopolise the metal of the Societe des Metaux sort. It is simply intended to protect the market against the "bulling" tactics which have prevented prices from responding to the favourable tendencies of the position. We see no reason why the producer should stand aside to let the speculator manœuvre the market as he likes. Paraphrasing Burke, we may say that when speculators conspire the investors should combine. Neither is there any real ground for complaint because the price which the copper producers would regard as affording a fair profit is not mentioned. It is simply a case of refusing to prophecy unless one knows. At what level quotations can be maintained by the combinations must depend upon the course of trade. The scheme is not of the sort adopted in the German metallurgical and mineral industries where all orders are distributed from a central bureau, and where the production of each works is made to depend upon the ruling quotations. It is a more serious objection certainly that in the three months which had elapsed between the inception of the scheme and the commencement of its working, mine owners have had the opportunity of "swamping" the market. It is certainly discouraging to find that the visible supply of copper has increased by more than 2,000 tons in the first fortnight of July, but this can be explained upon other hypotheses. At all events, the reception by the Metal Market of these unfavorable figures proves that the combination scheme is relied upon to relieve copper producers from the difficulties of the present situation. Stocks all over the world represent by no means a colossal reserve of the metal, and consumption would unquestionably increase rapidly if the engineering and other industries were in a condition of anything like normal prosperity. In these circumstances, it is difficult to see upon what grounds the failure of the latest endeavor to keep prices at a reasonable level is so confidently predicted. The weakest element in the recent position of the copper market has been the increase of production in the American mines. It is just this obstacle to prosperity which the combination proposes to overcome. Mr. Leonard Lewisohn, who speaks with the authority of the latgest firm of copper brokers in the United States, declares that the American mines will honestly carry out their agreement. There is indeed every reason why they should. To attempt to escape from the very modest restraints which it places upon its members would only result in defeating the ends of those who acted in that way. And if production is kept at its existing level, or slightly within it, the growth of copper consumption cannot fail to have its natural effect upon price. In Chili and Australia there is no tendency towards increase, and the combination, by checking the rapid increase of American output, ought to remove the only serious difficulty in the way of the copper market. With such a policy on the part of producers the long-deferred revival of trade will, when it does come, undoubtedly carry copper prices to a more reasonable figure than the miserable rates at which they have stood so long. In the words of the promoters, the only object of the combination is evidently "to supply the wants of the world in copper, and at the same time indirectly maintain the price at a profitable level to the large producing interests."—Mining Journal.

HOW SCISSORS ARE MADE.

Though no complexities are involved in the making of scissors, or much skill required, yet the process of manufacture is very interesting. They are forged from good bar steel heated to redness, each blade being cut off with sufficient metal to form the shank, or that destined to become the cutting part and bow, or that which later on is fashioned into the holding portion. For the bow a small hole is punched and this is afterward expanded to the required size by hammering it on a conical anvil, after which both shank and bow are filed into a more perfect shape and the hole bored in the middle for the rivet. The blades are next ground and the handles filed smooth and burnished with oil and emery, after which the pairs are fitted together and tested as to their easy working. They are not yet finished, however. They have to undergo hardening and tempering and be again adjusted, after which they are finally put together again and polished for the third time. In comparing the edges of knives and scissors it will be noticed, of course, that the latter are not in any way so sharply ground as the former, and that in cutting, scissors crush and bruise more than knives —Age of Steel.

PROVERBS FOR ADVERTISERS.

Spare the advertisements and spoil the business.

He is a wise man who takes a large space and puts little matter in it.

Whoso loveth a good business loveth advertising ; but he that despiseth fame is an ass.

A good advertisement is like the merchant's ships ; it bringeth abundance from afar.

He that payeth for advertisements with goods is a fool, for he raiseth up competition in his own market.

Every wise man advertiseth, but a fool speculateth on the stock exchange.

He that trusteth in a large circulation shall be wealthy, but he that believeth in cheap rates shall be busted.

The smallest circulation has oft the loudest tongue.

A big advertiser leaveth an inheritance to his children's children.

A small advertisement is better than a bad traveller.

There is no worse robber than a journal that does not circulate.

It is hard to get a forty-page catalogue into an inch column.

An advertisement is not a luxury, but a necessity.—"Wal," in London Fame.

An application to box 181, Mail Office, Toronto, will reach a firm that wants a young man for office work and city travelling. One with some knowledge of hardware is preferred.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

"OVERSTONE" Bicycles.

Close Prices for Import on application.

USE AND MANUFACTURE OF THE RAZOR.

The use of the razor goes back to a very remote period. For instance, we have mention of it in the book of Numbers, and it was used by the ancient Egyptians as well as the Greeks and Romans.

Its use depended on the customs of the various peoples. Some of the nations did not shave at all, hence they had no use for the razor. The Moslems, for instance, were accustomed to swear by their beards and carried a comb about with them to keep them in order.

The Egyptians shaved their beards except in time of mourning when they let them grow. In Greece the beard was universally worn until the time of Alexander the Great, who ordered shaving, that the beards of his soldiers might not be laid hold of by their enemies in battle.

Shaving was introduced among the Romans about 300 B.C. Pliny tells us that Scipio Africanus was the first Roman who shaved every day. Subsequently, the first day of shaving was regarded by the Romans as the entrance upon manhood, and was celebrated with great festivities. Under the emperor Hadrian the beard was again allowed to grow, till the time of Constantine the Great, when the custom was discontinued.

In the time of Charlemagne, the upper classes wore at most a mustache, while the common people cherished a full beard. After the twelfth century and throughout the middle ages the higher ranks shaved closely.

The rise and fall of the beard can be traced back for centuries and naturally the use of the razor has depended on the varying customs. The last century has doubtless seen a greater growth in the industry than heretofore, though perhaps the increase in population has had more to do with that than the customs of the people.

To pass on to the manufacture of the razor. The first essential of a good razor is that it be made of the finest quality of cast steel. The steel for razors is obtained in bars half an inch in breadth and the thickness of the back of the instrument when finished. Such a bar the forger takes, and heating one end of it to the proper forging temperature, he with great dexterity fashions it upon his anvil, giving it roughly the required form, edge and concavity.

It is then separated from the rest of the bar, leaving only sufficient metal to form the tang, if that is to be made of steel; sometimes a tang of malleable iron is welded to the blade. The tang of the "mould," as the blade in this condition is termed, is next drawn out and the whole "smithed" or beaten on the anvil to compact the metal and improve the form and edge of the razor.

At this stage the razor is said to be "forged in the rough," and so neatly can some workmen finish off this operation that a shaving edge may be given to the blade by simple whetting. The forged blade is next "shaped" by grinding on the dry stone, in which operation it is considerably reduced in weight, and the oxidized scale is removed, which allows the hardening and tempering to be done with certainty and proper effect.

The shaped razor is now returned to the forge, where the tang is file-cut and pierced with the joint-hole, and into the blade is stamped either the name or the corporate mark of the maker, or any mark or name ordered by the tradesman for whom the goods are being manufactured.

The hardening is complished by heat-

The hardening is accomplished by heating the blade to a cherry-red heat water, which leaves the metal exceedingly hard and brittle. To bring it to the proper temper for a razor, it is again heated till the metallic surface assumes a straw color, and upon plunging it into the water, it is ready for the process of wet grinding.

The wet grinding is done on stones which vary in diameter from four to twelve inches according to the concavity of surface desired. Stones of from six to eight inches in diameter are thought to be the best for the purpose.

"Lapping,' which is the first stage of polishing, is performed on a wheel of the same diameter as the wet-grinding stone. The lap is built up of segments of wood having the fibres toward the periphery, and covered with a metallic alloy of tin and lead. The lap is fed with a mixture of emery powder and oil.

"Glazing' and "polishing," which follow, are for perfecting the polish on the surface of the razor, leather-covered wheels with fine emery being used; and the work is finished off with crocus. The finished blade is then riveted into the scales or handle, which may be of ivory, bone, horn or other material. Then after the razor has been set on a hone it is ready for use.—Stoves and Hardware Reporter.

AN INTERESTING PROCESS.

Tacks, although comparatively minute objects, form a very important part of our domestic economy. The manner in which they are manufactured is in itself very simple, although to the ordinary observer it seems very complicated. The iron of which they are made comes in sheets from three to twelve inches wide, and from three to nine feet in length, the thickness varying, according to the kind of work into which it is to be made, from one-eighth to one-third of an inch. These sheets are all cut in about thirty-inch pieces, and the hard, flinty outside scale is removed by immersing in acid. They are then chopped into strips of a width corresponding to the length of the tack required. If the tack to be cut is an eight-ounce carpet tack, the piece of iron as chopped and ready for the machine would be about eleven-sixteenths of an inch wide and thirty inches in length. This piece is placed firmly in the feeding apparatus which carries it between knives to the machine. At each revolution of the balance wheel the knives cut off a small piece from the end of the plate. This piece is pointed at one end and square for forming the head at the other. It is then carried between two dies by the action of the knives, and these dies coming together form the body of the tack under the head. Enough of the iron projects beyond the face of the dies to form the head, and while held firmly by them, the lever strikes this projecting piece into a round head. This is all done during one revolution of the wheel, and the knives, as soon as the tacks drop into the machine, are ready to cut off another piece. These tack-making machines are run at the rate of about 250 revolutions a minute. It can thus be very readily seen what an enormous number of these useful articles are turned out day after day.—Ex.

SOME GOOD BUSINESS MAXIMS.

Every young man intending to follow mercantile pursuits ought to spend some years of preparation in a methodically conducted establishment. If he enters haphazard he becomes a haphazard dealer. He should be trained as to values, how to buy and how to sell, and also as to management, from the picking up of the string from the floor to the banking of his cash. It is a mistake for a mechanic, the professional man or the farmer to rent a store, furnish limited capital, and start "the boy" in business without his having had any training or having any knowledge of the quicksands, shoals and rocks on which he is going to launch his craft, says John Field.

In some instances, owing to the peculiar environments of the case, and by having secured the services of some competent clerk, he may succeed, but in nine cases out of ten the venture will prove a deplorable failure. This represents a class of people who are apt to overlook the difference between the gross receipts and the net profits of the cash drawer, and are, therefore, led into extravagant habits of life by the handling of so much money without proper training for its care-taking. Furthermore, they are the very kind of people who will be overpersuaded by the plausible salesman, and would be likely, therefore, to overstock themselves, in consequence of which the fatal error of slow payment is sure to follow.

Every merchant—wholesale and retail—should inscribe as a motto on his ledgers the old German proverb: "Lang krankheit ist sicherer todt" (long sickness is sure death). In these days of sharp competition, when a dealer cannot make his payments so as to secure cash discounts, the sooner he goes into liquidation the better it will be for himself and all concerned.

Of course, there are many instances where men, and women, too, of modest pretensions have commenced in a small way, and finally succeeded; but their training comes with the development of their business. They not only know how to make a little money, but also how to save what they do make. But in the broad field or higher plane of business life, if we look at the successful men of today, we find in almost every instance that they are well trained, intelligent men, who take an inventory and settle up in their business annually—men who know when, where and how to buy, and when, where and how to sell; men who know when and how to say yes and no, as the case demands.

Wholesale merchants generally and members of the Commercial Traveller's Association will be gratified in knowing that in future the rate for commercial travellers over the Canadian Pacific railway short line from Montreal to St. John, N.B., will be 2¼ cents per mile, and the same rate will apply to all points in New Brunswick.

AN OLD LEGEND.

Once there was a man—so the legend runs—who had on his hands for many years some goods of which he could not possibly dispose. He grew weary of seeing them, until it seemed to him that they were a heavier burden than the Old Man of the Sea, and that he was in sorrier straits than Sinbad. When the burden became greater than he could bear, he shifted it to the shoulders of the auctioneer, a resource from which poor Sinbad was debarred. A few days later, walking up the street and wondering with what he should fill the space left by the sale of his goods, his eye lit upon a shop window which impressed him as containing a choice selection of articles of exactly the quality and quantity suitable to his purposes. And he went within to secure them, but found to his chagrin and amazement that they were his own despised wares arranged with some sense of appreciation and harmony.

FISH ROD, GUN AND WHEEL.

There are certain classes of goods that belong to and should be handled by the hardware merchant. Guns, bicycles, fish rods, and the full line of sporting goods are by right of long standing and old precedent, goods which belong to the dealer in hardware. In spite of this the tendency of some merchants seems to be to carry in stock and sell every article he can find room to store, from a saw-buck to a box of pills. In the small towns it is expected that the general store will have in stock all goods required by its patrons; but in the larger towns, why should not the hardware dealer be left to carry on his business unmolested? Why should the dry goods merchant and the grocer overstep the bounds of business principles? Suppose the hardware dealer were to sell muslin and mosquito-netting, sugar and smoked beef. Would not the dry goods man and the grocer be inclined to kick?

Bicycling is becoming a very popular form of exercise, and consequently the wheel is a profitable article of trade. The fact is generally appreciated by merchant and layman alike and the trade is booming. New concerns are daily coming to the front as manufacturers of a new and improved form of wheel. Now, in steps the outside merchant and buys a shipment of wheels. Prices cut; wheels sold ten per cent. above cost; wheels sold at cost; anything as an advertisement. What is gained? The ill will of the man or men whose legitimate business is being encroached upon; possibly a few sales of goods to people who come to see the wheels, and finally, the unloading on the public of a lot of wheels that are low grade and much inferior to the high grade goods, which are sold at the same figure by all dealers in all sections of the country.

Guns and fish rods are also often found in stores whose legitimate line is far away from these things. Then again, the hardware dealer carries a line of sporting goods year in and year out. Other dealers do not. They use these lines simply to attract attention to other goods. Hence, if you break or lose a part or piece of an article bought at a special sale you will find that they cannot repair or replace. The goods were a job lot sold at a slight advance over cost, and in all probability the duplicates of the pieces may never be found. If a hardware dealer does not appreciate the fact that sporting goods belong to his particular class of business, and allows the other stores to cater to the demand of the public in this respect, then the aspect of the matter is entirely changed, and in all probability the merchant who can afford to neglect this class of goods is either independent in regard to finance, or else is on the gay and giddy incline that ends in the immediate vicinity of the auction room. Sporting goods are daily becoming more saleable. People each year evince more interest in sports and no line of goods affords better profits. These facts are evidenced by the crowds that attend the cycle meets; by the way the people are interested in target practice or pigeon shoots. The crowds who flock to the resorts where fishing is a feature show that the rod is losing no prestige. Every dealer should consider a line of sporting goods as a part of the hardware business. Sporting goods always go to make the show window attractive, and if properly cared for do not depreciate in value within a reasonable time.

EAST INDIAN TIN.

Tin mining forms one of the chief industries in the Malay Peninsula. It is carried on principally in the native city of Perak, north of Singapore, and is done almost entirely by the Chinese. The mining is that of flood tin, not of rock. By this is meant that it is taken from the lowlands near the mountains, where it is found in seams or pockets ten to twenty feet or more below the surface in the shape of, or appearing like, coarse black sand with here and there a mixture of tin or small particles of gold. To get at the placer tin means an enormous amount of digging up of the soil, pumping of water from the pits, washing of the stratum it thus exposes and the smelting of the ore. The pumps, washing apparatus and smelting furnaces are, in the majority of cases, of an extremely primitive and ingenious character. The ore is smelted in the irregular slabs at the mines and sent to Penang and Singapore to be smelted into marketable blocks, being at the same time purified. Very poor and simple tools are used by the natives, consisting only of a common hoe and a small flat cane basket. This comprises the whole outfit. The basket filled full holds about four pounds of earth. One of these is placed at either end of a stout bamboo pole and balanced from a laborer's shoulder, carried off and emptied, while other men with hoes scrape together more soil and fill the baskets. The washing of the tin is done in the same manner as was practised by the "forty-niners" in California.

A great deal of this tin is found, especially in Laroot (Perak), in a stratum of whitish clay, which is washed in large, long, open troughs, the water passing through it, carrying off the soil and leaving the ore lodged against cleats fitted in the bottom of the troughs. The German and English companies engaged in mining tin in this locality do not take the trouble of smelting the ore at the mines, but ship the sand to Singapore, where large smelting furnaces have been erected. —Ex.

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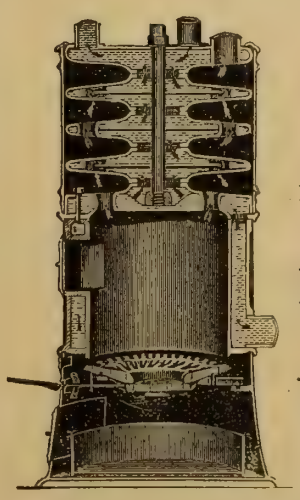
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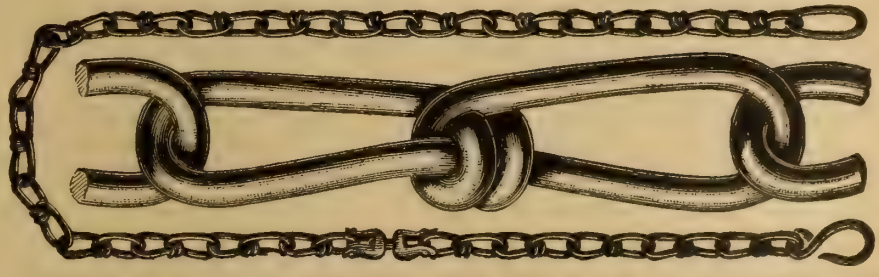
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PURCHASE OF WHETSTONES.

The use for which the stone is wanted must always be considered carefully, for then the general character of the stone desired is easily decided, and it only remains to find a suitable stone. A few tests to decide what sort of a stone is being offered one by the dealer are often useful. The hardness may be tested by a pocket knife. If the stone is soft, like the water-of-Ayr stone, the knife edge will cut it easily on its flat sides without injury to the knife; stone of medium hardness, like the Hindostan, will cut on the edges with some difficulty; a hard stone, the Ouachita for example, can be scratched by the knife point; while a very hard stone, like the Arkansas, receives no scratch from the knife point. The fineness of the grit can best be judged by drawing the edge of the finger nail backwards over the stone; the sensation produced indicates well the coarseness of the grit, and a little practice with various stones soon gives one expertness in judging their fineness. The finger nail will tell whether the stone is coarse or contains coarse particles by showing scratches; a fine gritted stone will make no visible scratches. The sharpness of the grit also will be indicated by the amount of the nail worn away.

The general appearance in shape and color also afford valuable means of judging a stone. The sides should be perfect planes, and the angles right angles, though for special purposes the edges may be bevelled. Good stones seldom have a poor finish, uneven sides and irregular angles; on the other hand some poor stones are well finished, so entire dependence cannot be placed on these criteria. The reason why the finish should be a good one is that a poorly finished stone is very sure to wear unevenly, and as soon as a stone has worn to an uneven surface it ceases to do good work. Soft stones are more liable to an uneven wear than hard ones, but care must be exercised in using hard stones, for when worn unevenly they give much worse results than the soft ones.

The color also is a good indication of the character of a stone. In a good stone the color should be very even, whatever shade it is; an even color denotes a homogeneous stone. Slight yellowish, reddish, or brownish iron stains in light colored stones are not objectionable, but strongly marked spots of areas indicate a change, generally toward hardness, in the quality of the stone. Stones may also have hard spots which are white. It is difficult to detect these spots when they occur in white stones, especially in the Ouachita stone, since that is whitened artificially by rubbing with pumice. If the pumice is dusted off, however, and the stone wet, the spots appear. These white spots are due to a closer aggregation of the grains of silica. If these spots can be seen at all, they look denser and harder than the groundmass. They are of occasional but not frequent occurrence; so far as known they are chiefly found in the Ouachita stone, though sometimes in the Arkansas. Soft spots have an earthy, soft appearance, and may be tested with the knife. They are more likely to occur in sandstone. Wetting the stone, which is given as a method for detecting the spots, is a good method of showing the character of any stone.

A new whetstone, fresh from the rub-wheel, has the sharpest "bite" it will ever have. Purchasers should remember this, and not be disappointed because their stones do not cut so well after the slight roughness given it by the sand in grinding has been worn away. Some stones are rubbed with pumice by the manufacturers to make them look whiter and more attractive, and sometimes also to hide defects. The pumice gives to the stone a feeling of much sharper grit than they really possess. Any stone hard enough to be used as a whetstone is too hard to have a natural powder on its surface, so when a powder is found it may safely be set down as artificial. It should be brushed off and the stone examined in its true state.

Having these points in mind, one can safely select a stone for any special use. A stone for general use, however, is the one most commonly in demand, and as there is no stone which will answer all purposes, the whetstone for general use must be a compromise. If the work to be done is usually coarse, a schist or sandstone of medium hardness and fineness is best to use. As the Hindostan stone is fine-grained, a sandstone suiting these conditions is not now known in the United States as a whetstone; schists, however, are plentiful. For generally fine work a fine schist or sandstone, or the Ouachita stone, may be used. The schist and sandstone are good and cheap, with certain advantages favoring the sandstone. The Ouachita stone is more expensive and requires better care than the others, but will also do better work. It will cut steel fully as fast as either of the others, and will give a much finer edge when properly used. It may be used as a razor hone in addition to other uses. Pointed tools cannot be applied to any of these stones without injuring them for ordinary use, and coarse work will injure the fine stones. It is economy for those using the fine stone to use first a coarse sandstone, unless the tool is already prepared for the final edge.

A dull tool with a notched edge should no more be placed on a good whetstone, than a carpenter's chisel should be used to drill rock; yet such a use of whetstones is a common one. The purpose for which a whetstone is bought should be kept in mind, and it must be remembered that if used for purposes widely different from those for which it is best adapted, the stone will be spoiled for its ordinary work. For this reason it is economy to have stones of different grades wherever tools are in constant use, as in carpenter and machine shops. For reasons already given, it must be expected that a whetstone will lose a little of its abrading quality with use; if it loses much, however, the conclusions may be drawn that it is not being properly used, that proper care is not being taken of it, or that it is a poor stone; only do not be too ready to condemn the stone. Many good stones are condemned and given a bad reputation, when the fault lies either in the original choice of the stone, or in the use made of it, or the care taken of it.—L. S. Griswold.

VERDICT AS TO METAL TIES.

"Metal ties are a failure" is the head line under which a Philadelphia paper announces that the order has gone out on the Pennsylvania Railroad to take up the steel ties now in the tracks of that road. The generalization is a little bold. It would be safer to say one metal tie under certain conditions is a failure. The Pennsylvania has tried in a small way several kinds of metal ties, but it has not yet tried the best kind. The best steel tie that it has ever used is that of the London and Northwestern. This is an inverted trough with open ends, and it has given trouble from shifting laterally, of course. On the London and Northwestern it is buried in ballast to the height of the rail, and may keep its place satisfactorily; but with the ballast flush with the top of the tie that could hardly be expected of an open tie. For a real trial the company should have taken a tie of one of those kinds of which millions are in use, and not experimented here with an English experiment. A successful metal tie would not be hard to find. But we quit eagree that mechanical success and commercial success are quite different matters, and we have always doubted and still doubt if the time has come to use metal ties in this country except in special cases. For instance, the application mentioned in this issue, of a metal tie and 100-pound rail in the Fourth avenue tunnel of the New York Central may very likely be a great success. That is a place where it costs inordinately to touch the track, and where a good deal of money can properly be spent just to keep trackmen out of the way. The usual comparisons of first cost of steel and wooden ties, and of interest and maintenance charges do not hold at all in such a case. There are a good many other places in this country where steel ties can probably be used with considerable economy, even at present relative prices. Indeed, we still hold that the wooden tie has great practical advantages over any metal tie yet devised, and that these advantages will not be given up until more is done in the way of tie preservation, both by tratment and by the use of tie plates, but we are prepared to see such a cheapening in the cost of production as will make railroad officers look into the matter still more carefully than they have done.—Railroad Gazette.

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Do your customers want cheap hand drilling machines. Our No. A 1 is better value than cheap imported tools. If they want a better article, our Nos. 0, 1, 2, and 3, though more expensive, are well worth the difference in price. We can suit you in price and quality.

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Mfrs. Blacksmiths' Tools,
Hespeler, Ont.



BROWN & CO.,

Manufacturers of

Square and Hexagon HOT PRESSED NUTS.

PARIS, ONT.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

Painters' Brushes.

With FLEXIBLE BRIDLES attached. Specially designed to supersede the old-fashioned Twine Bridles.

TWINE, MONEY AND LABOR SAVED.

CHAS. BOECKH & SONS, Manufacturers,

TORONTO.

For sale by all leading Hardware, Paint and Oil Trade.

The Whitman & Barnes Mfg. Co.



Canadian Branch :

ST. CATHARINES, ONT.

MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES :

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

A Foundry and brush factory are talked of for the village of Burford.

Fennell & Chandler have opened a new hardware store in Charlottetown, P.E.I.

The employes of the Dundas Tool Works had a picnic to Niagara Falls on Friday.

H. Freeman, the well-known traveller for Adam Hope & Co., Hamilton, has returned from a trip to Europe.

The large wholesale hardware house of James Robertson & Co. Winnipeg, was badly damaged by fire on Saturday. The loss is $75,000.

At Irish Creek, Ont., Cristopher Richard's general store and a large stock of goods in it were destroyed by lightning on Tuesday night.

At a meeting of the Hamilton council of the Board of Trade held on Tuesday, J. M. Lottridge was appointed president and H. N. Kittson vice-president.

A building permit has been issued to Adam Hope & Co. Hamilton, for alterations to a warehouse at the corner of King and Catharine streets, to cost $500.

A little son of Jas. Wright, hardware merchant, London, Ont., had a sunstroke during the extremely hot weather, and now lies at his father's residence in a critical condition.

The police have been notified to keep a look out for burglars who stole forty razors and nine dozen pocket knives from Jas. Shelrick's hardware store in Hagersville.

F. H. Ross, who has for the last ten years been in the employ of Adam Hope & Co., Hamilton, left there on Monday for Toronto, where he accepted a lucrative position with McColl Bros. & Co.

The attention of the trade is called to the new-style, square-tube hinged lantern, which Mr. Wright of Hamilion is offering to the trade this season. The article has only to be seen to be appreciated.

It is reported that Ramsay, Sons & Co., tha big paint manufacturers, are about to remove their works from Haymarket Square to Hochelaga. It is understood that the firm is negotiating for the purchase of the old McDonald tobacco factory.

The Halifax Shovel Co. (Ltd.), report a good spring and summer business in their specialty—Fenerty's shovels, spades and scoops, and are preparing for an equally good fall trade, the indications all pointing that way, as their trade is constantly growing. Apart from the other real merits of their goods, the readiness with which a broken handle can be replaced is being fully appreciated by users, and is a strong point in selling. It will pay dealers to look fully into the merits of these goods, as they are felt more and more as an important factor in the Canadian hardware trade.

The nailmaker's strike has been amicably arranged, and the mills have started up again. Quite a number of the strikers who were doing other work, resigned their jobs to go back to the factories. There will be lots of chance for work, it is said there is not a manufactured nail in either of the two factories.

Never recommend cheap or tawdry house furnishings ; do not sell them if you can possibly avoid it, for in ninety-nine and one-half cases out of every hundred they will prove a delusion and a snare to the buyer and seller alike. Create a reputation for making or selling first-class goods, and your trade will never desert you.—House Furnishing Review.

James Johnston, the genial representative of H. R. Ives & Co., of Montreal, who is at present in the city, reports that his firm are now making among many other new things a good line of adjustable saw vises. These no doubt will sell well, as the pattern is a selling one. He also states that there is a great demand for their "Alaska" goods, as also for the new "Perfect" damper.

"Twenty-seven orders," said Mr. Walker, manager of the Toronto branch of the Canadian Rubber Co. of Montreal, for seamless tube hose in this morning, and no stock to fill them with. We are running our factory 24 hours every day, and cannot keep up with the demand. Those who have orders with our company, you may tell your many readers, will have them filled in a day or so, as soon as stock arrives from Montreal.

During the past few days several delegates representing the twine spinners have been in the city trying to induce the Knights' of Labour and other workmen's associations to unite in opposing the proposal to manufacture twine in the Central prison. The city workmen are very cautious in the matter. There is likely to be a lively time at the coming meeting of the District Assembly of the Knight's of Labour and the Trades Council if the question comes up for discussion.

Mr. Joseph Lea, proprietor of the St. Thomas fence works, has been for some time in financial difficulties, and has made an assignment for the benefit of his creditors. This course has been forced upon Mr. Lea by unfortunate enterprises of late. First he put his time to the value of $1,500 in the Pipe and foundry Company. Then he took a contract to make bolts for the M. C. R., and put in $2,000 worth of new machinery on which he paid $700. The machinery, he says, was defective, and he could only manufacture at a loss. His liabilities are between $9,000 and $10,000 and assets nominally the same. The principal creditors, unsecured, are Adam Hope & Co., Hamilton, and James Wright & Co., London. The assignment has been made to John Bland, London, in which city a meeting of the creditors will be held on Monday. Mr. Lea hopes to be able to continue the iron fence business, which is remunerative. Regret will be felt by his friends in Mr. Lea's embarrassment, as he has been very industrious, and has built up his business by strict attention to it. —[St. Thomas Journal.

A carving knife needs to have a different kind of an edge from a razor. The steel which ordinarily accompanies a carving knife and fork is very well to give a finishing touch to the edge, but an ordinary whetstone, such as a reaper uses for his scythe or sickle, is the most useful implement a carver can keep at hand. One or two rubs on each side of a knife whets it up mightily, and then two or three finishing touches from the steel and the knife is in order to do most excellent execution.—New York Telegram.

M. & L. Samuel, Benjamin & Co. report orders for the Excelsior cross-cut saw, for which they have the exclusive sale here, to be coming in fast.

The new granite ware that has been introduced to take the place of "seconds" does not fill the bill acceptably, according to the report of sellers. The price is higher and the goods are not sufficiently better to make it easy to get the difference from buyers.

Craig, McArthur & Co., of this city, are kept quite busy looking after orders coming in for the shovels made by the Halifax Shovel Co. These goods are greatly in favor in Western Ontario, the North-West and British Columbia. A large number of the shovels are distributed from Winnipeg. Repeat orders are a common occurrence. The new list of discounts will be forwarded to any member of the trade on application to Craig, McArthur & Co., Toronto.

It is a well recognised fact that no business establishment is complete without some cash carrier system. Attention is called to the Whiting Cash and Parcel Carrier. It seems in it impossible for anything to get out of order, as there are no cords or springs. Merchants throughout the country, who give it a trial, may satisfy themselves of its merits, feeling satisfied that where once introduced it would never be parted with.

SARNIA, Ont., June 8, 1892.

H. E. WHITING, ESQ, London :

DEAR SIR,—I have been using your Cash Carriers for a long time, and must say they fill the bill in every particular, especially as to their keeping in order. It seems to me that they could hardly be improved on.

I remain, yours truly,

(Signed) JOHN LEYS,

Late Leys & Morrison.

This carrier has been in use two years and six months. adv.

WHERE THE JOKE COMES IN.

Mother—"Did you take good care of the parrot when I was in the country, Tommy, and not let it learn any bad words?"

Tommy—"Yes'm. I always took it out of the room when pa was sewing on a button."—Jester.

Miss Smithers—"What's become of your brother Tom? I haven't seen him for an age."

Miss Titters—"Pa got a letter from him written at Sing Sing. Tom said that he had forged ahead so successfully in business that he was sent up there to rest."—Exchange.

We have noticed that when you tell a woman her daughter is just the image of her when she was that age, the mother looks pleased, the daughter looks scared.—Achison Globe.

Housekeeper—"How's this? You promised to saw some wood if I gave you a lunch."

Tramp—"I recall no such promise, madame."

"The idea! I told you I'd give you a lunch if you'd saw some wood, and you agreed."

"Pardon me, madame. Your exact words were: 'I'll give you a lunch if you saw that wood over there by the gate."

"Exactly. That's just what I said."

"Well, madame, I saw that wood by the gate as I came in."—N. Y. Weekly.

——"The larger the show windows I have to build, the greater panes are taken with them," remarked the contractor, when asked what constituted his most careful work.

"When love's well-timed, 'tis not a fault to love."
Thus spake the lover; from the hall above
This answer came: "Young man you're good and right,
And love's well-timed that quits at ten each night."

—Yonkers Gazette.

STRONGEST HARVEY PLATE YET TESTED.

The details given out officially at Washington of the test of new Harvey armor plate, the first product of a notable improvement in the system of carbonization, surpass anything yet developed in the armour plate line. The plate was subjected to the severest test yet given to an armor plate, either in this country or abroad. Five eight-inch forged steel shells were fired against the plate, making a total energy of 25,040 foot tons as compared with 15,940 foot tons at the previous totals in 1890 and 1891 which were generally considered the most severe test up to that time. Three of the projectiles, although of the latest improved manufacture, broke into small pieces with about three inches of penetration. Two of the projectiles broke through the Harvey surface, their points reaching the rear surface of the plate. The right hand corner of the plate only was cracked, thus leaving it in a condition superior to the best plate at the trials of 1891 when four six-inch and one eight-inch shells were used instead of five eight-inch.—Iron Trade Review.

STANLEY'S ADJUSTABLE

Beading, Rabbet, Slitting and Matching Plane.

No. 45. Iron Stock and Fence, with Eighteen Tools, Bits, etc., $8.00

Sold by all Hardware Dealers.





THE JAMES SMART M'F'G CO. LIMITED
BROCKVILLE, ONT.

WRITE US

When you are ready to buy

REGISTERS.

We have:

The Newest Patterns.
The Handsomest Designs.
The Best Finished Goods.
The Lowest Prices.

--Nickel-Plated Registers--

Now almost as cheap as Japanned and greatly superior in appearance. 34

HARDWARE AND STOVE MANUFACTURERS

The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

To be had of all Jobbers and Dealers in Sporting Goods.

JAMES BALDWIN & SONS,
ORIGINAL MANUFACTURERS,
Morville Street, Birmingham, Eng.

Agent:--W. H. JAGGER,
24 Front Street West, TORONTO.

Price Lists and Samples to the Trade Only.

MARKETS

MONTREAL MARKETS.

MONTREAL, Aug. 12, 1892.

HARDWARE.

The tone of the iron and heavy material market is about the same as recently noted. The sales of pig noted in appended report is the only transaction worthy of note for some time. The dealers here say they have a lot of receiving, but the sales are so small it does not pay for their shoe-leather. Chemicals are still dull, and the trade doing is only a hand to mouth one. Oils and glass are at a standstill, and cutting does not induce trade. Some dealers thought as soon as the street operations started business would improve, but as yet it has not shown any improvement.

PIG IRON.

The only business doing in pig is a few small sales for immediate wants. There has been some shading during the week but it did not induce business to any great extent. The whole tone of the local pig market is dull and easy and concessions would not help trade as prices are as low as they possibly could be. We have to note a sale of 150 tons during the day, but the figure could not be assertained. Prices at this point are unchanged. We quote Summerlee and equal brands $19, Eglinton $18.40, and Carnbroe $17.50.

BAR IRON.

Bar iron has had its usual steady demand in a small way but outside of that there has been nothing of importance to note. Values are the same at this point. And we quote $1.85 from makers and $1.90 in an ordinary jobbing way.

SCRAP IRON.

The business doing in scrap during the week is only of a moderate nature. The mills do not seem to be buying freely and business is at a stand still. We however quote the same figures. We quote wrought scrap $15.50 to $16, cast $13 to 14.

TERNE AND MERCHANT PLATES.

Terne plate is still firm but the trade doing is very small. The stocks here are not pressing and dealers are not pushing sales. Merchant plate has met with good demand since the agency has been here. We quote ternes $7.25 to $8, merchant plate I C 20x28, $13.50 and I X $16.

TIN PLATES.

Tin plate is still in the same position the market is dull and the concessions offered do not seem to induce buyers to take hold freely. There has been a small trade doing in cokes but outside of that the market is dull. We quote cokes $3.30 to $3.50 and charcoals $4 to $4.25. These are top prices.

CANADA PLATES.

Nothing doing is still the cry that meets our correspondent on his rounds. The trade here, in talking of business, say that if things do not pick up soon something is likely to happen. The local market may be sized up as follows : We quote $2.50 to $2.60 according to quality.

COPPER, ETC.,

There is a fair jobbing trade doing in copper, but not to any alarming extent. The prices here are held steady with no big deals to note. Ingot tin is in about the same condition, with only a small jobbing trade doing. Prices are the same. We quote copper 13 to 14c., and ingot tin 23½ to 25c.

NAILS.

Since the settled condition of the nail strike has had the desired effect on the nail trade, the mills are now working to fill contracted orders, and quite a trade is being done.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	.....	$3.00
9 dy to 30 dy	"	.....	3.25
8 dy	"	.....	3.50
7 dy	"	.....	3.75
6 dy	"	.....	3.75
5 dy	"	.....	4.00
4 dy	"	.....	4.25
3 dy	"	.....	5.00
3 dy fine,		.....	6.25

GENERAL HARDWARE.

General hardware during the week has shown no improvement over last week, if anything a slight falling off. The wholesale trade here say that buying in the country has been fair but not up to last week. The French section of the country is in about the same condition, but on the whole the trade have no cause to complain as all the travellers out are giving a good account of their work. Manufacturers agents are still working hard on future orders to import, and say that things are bright with them.

CHEMICALS.

Chemicals during the week have fallen of somewhat and the only trade doing is for immediate wants. There has been a slight falling off in price in some lines during the last few days.

Bleaching powder,	$2.30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.26	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.05½	to	0.06½
Madras Indigo	0.60	to	0.80

GLASS.

There is still cutting in glass but business has not been increased by it. One of the largest dealers here say the trade will come back to the old price before long as the cutting has no effect on the market. The inside price five cents lower than our quotations. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.15 to $3.40 for thirds and fourths.

OILS.

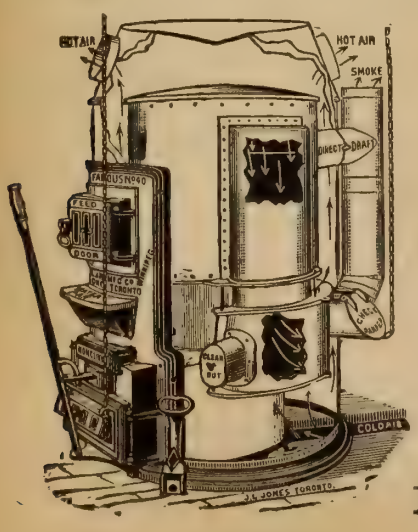
There is still nothing doing in oils the market here being very quiet. We have to note a slight falling off in some lines. We quote the following :—Cod, Newfoundland 45c. steam refined 45c.; linseed raw 56 to 57c.; linseed, boiled 59 to 60c.; castor oil 8 to 10c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.25 ; turpentine, 46 to 47c. Less 3 per cent. 30 days.

PAINTS AND LEADS.

The lead mills are still in the swim and although it is one of their dull seasons they are doing quite a tidy trade. One of the big paint firms have sent out a few nice orders during the week. Paints are about the same. We hear of some large orders being filled. We quote:—Government standard, $5.50 to $6; No. 1, $5.00 ; No 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c. ; red lead, pure, 4½c.

NAVAL STORES.

The ship chandlers are grumbling about the state of business which is very quiet. Turpentine has fallen off during the week. Stocks here are fair for the trade that is



Are you aware of the merits of our Steel Dome Low Radiator Furnace.

A card to our nearest House will secure you every information. It will pay you to do so.

We have 57 varieties of Coal and Wood Hot Air Furnaces.

THE McCLARY MF'G. CO.,

LODNON, TORONTO, MONTREAL, WINNIPEG

MONTREAL MARKETS—Continued.

being done. We quote: Turpentine, 46 to 47c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 13½c. for smaller sizes.

CEMENT AND FIRE BRICK.

The demand for cement during the week has been small and outside of the western jobbing sales there has been nothing doing. Firebricks are in steady demand at steady prices. We quote:—Belgian $2 to $2.10; Newcastle, $2.15 to $2.20; London, $2.20 to $2.30; fire bricks, off ship $15 to $22.

PETROLEUM

The trade in Canadian petroleum has now commenced, and wholesale houses are now figuring on contracts. Refiners are not inclined to quote prices current, but for future delivery quotations are about 11c. for August, 11½c. for Septamber, 12c. for October, November and December. There has been no agreement arrived at between refiners as regards to price, and a general cut may be looked for when business commences. We quote as follows:—Canadian, 11c. at Petrolia, 12¼ to 12½c. in car lots at Montreal, and 14c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent off for cash; American benzine, 23 to 25c., and Canadian, 13 to 13½c. in bulk Petrolia: 15c. in car lots, Montreal.

TORONTO MARKETS.

TORONTO, Aug. 12, 1892.

HARDWARE.

There is little to be said for this week's trade. Orders are very mixed in character, few in number and far from large. Current requirements at retail hardware stores are not difficult to meet. Goods are ordered only in the face of and under the pressure of such passing needs. Hence stocks are allowed to run rather low in retail stores, and in recently seasonable lines most of them have been brought low by the business already done. This leaves the trade in what is considered to be a good condition for buying in the fall. The summer's trade, so far as it can be gauged by reports from wholesalers, has been a good one in the matter of volume. If the retailers have got rid of all the stock they bought they have handled a more than summer average quantity of goods. If they have made a reasonable profit on all the goods handled they are considerably the richer. Six weeks hence will tell whether they have been able to get the money for their goods as easily as they have been able to sell them.

BINDER TWINE—Prices are about all there is to make note of, the trade itself from this centre and through hardware channels being a small one. Blue ribbon is 12½c., red cap 11½c., crown 10¼c., silver composite 9c.

BOLTS—Trade has shrunk up into a matter of a few occasional orders. The discount remains 70 per cent for carriage bolts.

BUILDERS' HARDWARE—No revival of moment is perceptible in this line.

CORDAGE—For small rope there is a rather better call reported by some houses, but the general verdict is that trade is of small proportions. Prices remain on the basis of 11¼c for manilla, 9¼c for sisal, 8¾c for tarred lath yarn, 7½c for jute, 7¼c for sisal lath yarn.

HORSE NAILS—Are 60 to 60c and 5 per cent from the list.

HORSE SHOES—Are dull at $3.60.

NAILS—A better demand and a worse supply are the leading features. Montreal mills are not yet turning out stock and orders are not being filled owing to want of stock. The prices are unchanged.

METALS.

Sales of pig iron are not matters of current rumor this week. In fact the market for that material is just now in a very dull state. We have not got through the time of summer equilibrium, when one season's trade has gone out and the other has not yet begun to come in. All other metals have had but a fairly good week of it, Prices on the whole are rather under the influence of buyers and rule low.

PIG IRON—No Scotch iron has been sold here this week. Prices at present are $21.75 to $22.25 for Summerlee, $20.75 for Gartsherrie, $20 to $20.25 for Carnbroe. The decline in Scotch iron trade is not likely to take any turn until prices are brought to a parity with the quotations of United States makes, which continue to take the bulk of the trade. This week has not been prolific of business in United States irons, however. Some Canadian Siemens iron has been sold at $21.50 for No. 1 and $21 for No. 2. More of this has been bought lately on account of its softness, to blend with hard iron from the States. The manufacturers are not placing orders freely for fall delivery of Scotch irons. They expect lower prices. and the lowness of winter freights removes former motives for buying now.

SHEET STEEL BRICK
ABSOLUTELY FIRE PROOF.
METALLIC ROOFING Co
CATALOGUE FREE M'F'RS TORONTO

BAR IRON—Little is doing in bar iron. Large lots go at $2, smaller lots from $2.05.

STEEL—Several large orders for sheet steel passed through Toronto hands this week.

ANTIMONY—Is quiet at 13½ to 14c. for Cookson's and 13 to 13½c. for other brands. The market is easier.

CANADA PLATES—Prices are somewhat easier. The quotations run from $2.75 upwards. Brights are $3 to $3.25.

COPPER—The price is easy at 13¾c. for small lots of ingots, in fact it is possible to do business without paying within less than a quarter of a cent of this price. Casting brands are 13c. upwards.

GALVANIZED IRON—Some sales have been made, but of no considerable quantity, at unchanged prices, 5¼c. being the basis for 28-gauge.

LEAD—Carloads containing 15-ton lots have sold rather freely, the inside price being $3.10. In jobbing lots the quotation most common is 3⅜c. for domestic and 3½c. for imported.

SHEET ZINC—Cask lots are 6⅜c., broken lots 6⅝c. Trade is quiet in sheet zinc.

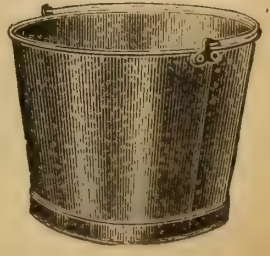
TIN—Purchases have recently been made at the Straits upon a basis lower than any other since the break in the price. There has been a resumption of buying in New York on London account, and that has given a temporary stiffness to the market. The signs are that prices will ease rather than fnrther harden. The price quoted here is 24c.

TIN PLATE—Some very good sales of cokes have been made on this market upon a basis of $3.65. For each cross the price takes on an additional dollar.

OILS, PAINTS AND COLORS.

The single change assignable to this week is in turpentine. The price has been lowered to 46½c. delivered. Linseed oil is to be reported steady. The quotation remains 57½c.

GALVANIZED BUCKETS---English and American Patterns.
Japanned Ware. Stamped Ware.
Pieced Tinware.
Water Coolers, Baths, etc.


Thos. Davidson & Co.,
474 St. Paul St., Montreal.

MARKETS.—Continued

for raw and 60½c. for boiled in 1 to 3 barrel lots. Two cents is allowed off these prices delivered in Toronto, Hamilton, London and Guelph. For larger lots the quotation is ½c. lower. Paints are very quiet and come in for no special notice.

PETROLEUM.

Business is backward. No very large orders have been submitted this week. The daylight is now very considerably curtailed, but trade has not correspondingly expanded. Prices are steady, Canadian refined being unchanged at 14 to 14½c.

The Petrolia Advertiser reports: Petrolia crude $1.26¾ per barrel; Oil Springs crude $1.27¼ per barrel. Oil matters this week are rather at a standstill, nothing of any particular importance having occurred since our last to make any change in prices. The wells are still holding the production to its requirements and new ones are continually being struck that will prove sufficient to cover all decreases. Owing to the smaller quantity required for refining purposes at this season of the year, the stocks in the banking companies' charges will be considerably increased by the time the fall season opens. Prices for both crude and refined may be quoted as above, there being no change since our last.

GLASS.

Some jobbers are firmer in their ideas and quote on a basis of $1.40. Others adhere to $1.35. Trade is on the quiet side.

OLD MATERIAL.

There is no lack of material and the demand for it is not particularly energetic. Prices are steady at the following unchanged quotations: No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

AMERICAN METAL MARKET.

NEW YORK, Aug. 12, 1892.

The meagre information picked up among local mill and furnace agents reflects nothing in the nature of positive change in the situation of the market for finished iron and steel or crude materials. The favorable prospects for a resumption of work at the Carnegie establishments, along with evidences of termination of the housesmiths' strike in this city, disposes of some of the uncertainly that has existed for several weeks, but buyers are slow about placing orders until affairs get back into natural form. Hence a rather slow market for most varieties of structural iron and steel produced in this locality. Railroad patronage drags wearily also, not only here but at other points, and the demand for soft steel and ordinary merchant iron in the form of bars, sheets, etc., is only fair.

As natural under the conditions outlined, the movement in crude materials continues uneven and barely up to the average for the season. Here and there lots of low grade pig iron are secured cheaply, but popular brands are holding their own in price, and deliveries of the same appear to keep well in line with the output. On Northern brands the quotations are as follows: $14.50 to $15 for No. 1 X foundry, $13.50 to $14 for No. 2 X foundry and $13.25 to $13.50 for grey forge. Southern brands quoted at $14.25 to $15 for No. 1, 13.50 to $14 for No. 2 and No. 1 soft, $13 to $13.50 for No. 2 soft, $12.50 to $13 for grey forge.

For old material there is only a narrow outlet at the moment. Supplies still show some accumulation and the market remains in shape. Values lean in buyers' favor. The quotations are $17.50 to 18.00 for iron tee rails, $14 to 15 for steel rails and $15.50 to 16.50 for No. 1 wrought scrap iron, all f. o. b. Jersey City.

COPPER—Copper is taken by consumers in small quantities only, and from other sources there is no demand. Production proceeds on a liberal scale, leading to more or less accumulation of supplies, and prices show a weakish tendency in the face of certain moral support given in influential quarters. Current quotations are $11.60 to 11.70c for Lake Superior ingot, 11c for Arizona and 10¾c for common casting brands. Latest London cables quoted merchant bars at £44 12. 6d. for prompt and £45 5s. for three months' futures.

TIN—The movement of pig tin prices has been almost steadily downward, and there is nothing to account for the "togoggan" except that the clique may have discovered more profit in a decline than in endeavoring to establish a further advance. In other words it is the old speculative deal, with variations. During the past few days about 100 tons have changed hands at from 20¾c. down to 20.45c. for August delivery. Latest London quotations by cable were £94 2s. 6d. for both prompt and future delivery.

LEAD—Including those previously reported, the sales of pig lead during the past week will reach about 1,000 tons, chiefly at 4.10c. There is more of the metal offering at the same price, but bids above 4c. are the exception. Sales to fix bullion rate were made at 4 to 4.05c.

SPELTER—Spelter remains easy, with sales at 4¾c. on spot and 4.70c. top rate for future shipments.

TIN PLATE—Tin plate finds very slow sale, and the position of the market has not improved in any particular.

CANADA'S GREAT FAIR, SEPT. 5th TO 17th, 1892.

The citizens of Toronto have voted $150,000 to the Toronto Industrial Fair for improvements to be made on the grounds for this year's Exhibition, which is to be held from the 5th to the 17th Sept. next. About 50 acres have been added to the present grounds and a new race track and new grand stand to seat twelve thousand people is being built and many other improvements are being made. Consequently this year's Fair promises to be greater and better than ever. A large number of fine special attractions have been arranged for and several new features are promised. The exhibits in all departments will be larger and better than at any previous Fair and will include many that have been prepared for the World's Fair next year. Cheap excursions will as usual be run on all railways and the attendance of visitors will no doubt be as large as ever. All entries have to be made on or before the 13th of August, but most of the space in all the buildings for the exhibit of manufactures has already been applied for. For copies of the prize list and programmes drop a post card to Mr. Hill, the Manager, at Toronto.

LAST OF A FURNACE THAT MADE $65-IRON.

The blowing out of the Pioneer furnace at Negaunee, Mich., with a view to its abandonment, is thus commented on by the Negaunee Iron Herald:—:The last cast that will ever be made at the Pioneer furnaces in this city was made at 12 o'clock Tuesday night, July 26, at which time the fires were drawn and the ponderous machinery that has for years driven the furnaces silenced. To the old citizen of Negaunee there is a tinge of sentiment in the event. For nearly forty years it has been the prominent manufacturing industry of the place—older than the town itself—and the nucleus about which the city has grown and prospered very largely from its stimulating influence. It has outlived very many who have been connected with it from the relation of manager to the most humble of its employees, and now stands as a silent monument to scenes of activity both fresh and dim in the minds of our people. A rough estimate places the entire product at 1,000,000 tons of pig iron, which at a probable average value has been sold for $25,000,000. This money has largely been distributed among the labor of the county, and has been of untold benefit in the development of the county. Within its history iron has varied in price from $65 per ton as the highest to the present price of $15 per ton, the lowest. When working the average consumption of timber as it stands upon the ground was about two acres per day, which gave employment to many men cutting, coaling and delivering it upon the bank. To this add the labor involved in mining, delivering and crushing 1,500,000 tons of ore, more or less, consumed, and some idea may be formed of the importance of the industry now closed. From 40 to 50 men were immediately employed about the furnace. Some of these have worked steadily for periods varying from 15 years upwards—some continuously as long as 25 years.

Following is the list of passangers from Montreal to Liverpool by the "Lake Ontario," Beaver line. Miss Adams, Miss K. Brunsdrit, Dr. Felix Cornu, Mr. D. Cornu, J.B., Madam L. Cornu, Dr. C. L. Cotton, Mr. Folger, Dr. Grafton, Dr. G. R. Groulx, M.P., Miss Haeusgen, Mrs. Flora E. Haines, Miss Holden, Miss E. R. Jamieson, Mrs. Keegan, Mr. King, Mrs. King, Mrs. Langton, Master Langton, Mrs. Leeson, Miss Leeson, Mr. Jas. Leighton, Mrs. Jas. Leighton, Master Leighton, Major J. C. McCorkill Mrs. McCorkill, Mr. Adam McMurtrie, Mr. Moore, Mrs. Moore, Master Moore, Miss Moore, and infant, Mr. J. C. Nagle, Mr. John Puddicombe, Mr. Harry Puddicombe, Miss Puddicombe, Miss A. G. Richardson, Miss Edith Rose, Mr. G. H. Russell, Mr. Seymour, Mr. J. D. Shields. Rev. James Stewart, Mr. J. H. Swan, Miss J. Swan, Miss I. B. Swan, Miss Vining, Mrs. Henry Vass, Mrs. Ward, Mr. Jas. W. Woods.

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Artists' and Decorators Colors in Tubes, Artists' Canvas, Academy Boards, Brushes and Materials of every kind, being direct Importers from every manufacturer of repute in Artists' supplies, and giving our entire attention to this special trade.

If you handle this line of goods, it will certainly pay you to get quotations.

1000 Electric Bells

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We carry a full stock of Annunciators, Batteries, Push Buttons, &c.

It will pay you to get our prices upon any electrical goods you may require.

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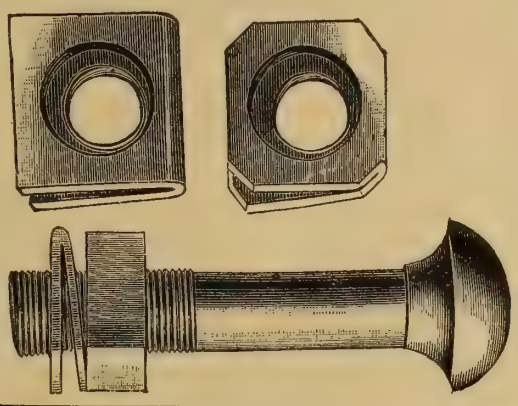
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Put up in all sizes. Circular and price list on application. KENNEDY BROS., Agents,
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The Thomas Nut Lock Co.
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Sterling Silver and Electro Silver Plated Wares





All goods stamped TORONTO SILVER PLATE CO. are guaranteed.

Factories and Salesrooms, King St. West, Toronto, Canada.

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JNO. C. COPP, Secy.-Treas.

MEETING COMPETITION.

"A Manager" in the Ironmonger has the following to say about competition: "In considering how best to meet the general competition he has to face, a shopkeeper should try to discover in what respects he is gifted with peculiar aptitude, or his special experience, which will enable him therein to excel his rivals. It is noticeable how much men seem to vary in ability, and it is equally noticeable how they vary also in special aptitude for some one pursuit. And when one regards the various men in any given business he cannot help perceiving how one displays special aptitude for a particular department of it, while another, apparently having equal advantages, fails to acquire even a moderate knowledge of the same department. This is as noticeable among master ironmongers as it is with any other class. One man has a partiality to business with builders, and, this being so, it is highly probable he will become proficient in that department. Another does not like that sort of business at all, his preference being for agricultural implements and goods of that kind. A third likes neither of these, but delights in the workshop department, a fourth chooses house-furnishing goods, and the list might be made still longer if circumstances so required. It has been the practice of many a one to disregard altogether the special advantages he posesses, and to spread his limited capital and energy over a wide field in the hope of comprehending therein all the departments which go to make up the ironmongery business. What is the result? The shopkeeper has a comparatively large stock in the aggregate, but is unable to keep a really complete assortment of any one article. And what has been observed in respect to the stock is also true in reference to his knowledge. His experience and knowledge are wider and more varied, it is true, but he cannot possess that close and accurate acquaintance with the market in each particular department that he would had his attention been devoted to a less comprehensive stock. This being so, his customers find he is not able to satisfy their wants. He has a little of everything—both of stock and of knowledge—but this is not sufficient to please the public of to-day. If most of the shops in a town are like this those of the inhabitants who can soon acquire the habit of buying their goods in London or the nearest large town to the one they live in. In this way four or five shopkeepers are competing with each other at every point, and neither of them is much service either to himself or to his patrons. A much better course than this is for a man who knows wherein his peculiar aptitude lies to make himself a specialist in that particular branch. The proficiency he thus attains therein will attract a much larger share of business than would otherwise fall to his lot, and through the larger business thus acquired he will obtain the means to still further increase his facilities for dealing thoroughly in the departments he has chosen. Having thus built up for himself a reputation for thoroughness, he may, if circumstances permit, add new departments from time to time, but the same rule which has been the cause of his success should be strictly observed throughout. He should not attempt to make any additions unless well assured of his competence to manage the new department in a first-class manner. In this way a man reserves to himself the power of competing at that particular point wherein his greatest strength lies, and consequently success is likely to wait upon his endeavors. And not only so, but this method has a tendency to lessen competition generally, because in the one case half-a-dozen shopkeepers are competing together on every point, while in the other, each, being somewhat of a specialist, will only have one or two rivals arrayed against him, the others being quite busy enough with their own specialties. The public are far better served in this way, and probably fewer of them will care to make their purchases outside the town. Of course, I do not mean to suggest that any formal arrangement having this end in view could be made between the shopkeepers in a town, but such a state of affairs would be a necessary consequence to the policy recommended, because it is extremely unlikely that more than one or two in any one place would choose quite the same specialties. To a very great extent this is the result one generally finds, even when the various competitors in a town have not individually adopted any settled policy. By following the course recommended a shopkeeper will make money more easily, and carry on his business not only with less trouble to himself, but to the greater satisfaction of those who deal with him.

When the business in a town is distributed among the shopkeepers with some degree of evenness—that is to say, where each one, according to his capital and energy, is tolerably well occupied—it is a mistake for one of them to think he will improve his position by indulging in competition of a sort likely to provoke the hostility of his neighbors. A tradesman meditating such a course as this should remember the line just quoted—

Beware of entrance to a quarrel

—for he may be quite sure that the others will be quick to retain the balance he is seeking to disturb. The immediate result of his action will be considerable friction between himself and his neighbors. Eventually he will find nothing has really been gained, but, on the contrary, increased expense has been incurred and profits have been lessened. The public reap an advantage at the shopkeepers' cost.

Turning now to other modes of competition, it may be well to offer a few practical suggestions thereon. A tradesman desirous of keeping abreast of the times will pay much attention to his shop-windows. He will be careful to ensure that the fixtures therein are of the best design and in good order. If this is neglected the goods he has to show will not he displayed to the best advantage. Not only the fixtures but the goods themselves should be in perfect condition, and such as the passers-by are likely to feel interested in. Much has already been remarked on this head, and consequently, it is unnecessary to repeat. A shopkeeper who is doubtful as to the advisability of spending money in this way should remember that indisplaying his goods to best advantage he is acting on precisely the same principle as he would were he one of the parties in an important law-case. Assuming himself to be thus unfortunate, he would naturally retain the services of the best advocate his means would permit. And yet his case would be the same whoever had charge of it, but the difference in the way of presenting it may possibly mean the difference between gaining the day or losing it, Suituble fixtures and other useful accessories perform the same function to the goods displayed as a skilful advocate does to the cause he is pleading for. A suitor cannot afford to entrust his cause to an incompetent counsel, neither can a tradesman afford to display his goods on unsuitable fixtures. These remarks apply with equal force to the display of goods in the shop and show-room. I am well assured that goods effectively displayed are not only more likely to sell, but that sufficiently higher prices can be obtained to cover the extra cost attendant upon compliance with this requirement.

A PHILADELPHIA IDEA.

We learn from the Jenness Miller Illustrated Monthly that a novel undertaking is about to be launched in Philadelphia. A concern is in process of formation which proposes to do away with all the trouble of looking after the furnace. But perhaps we had better give the important item in full as we find it. Says the publication named:

While the woman of fashion is thinking about her summer gowns, the housekeeper is thinking of laying in her winter supply of coal, for now is the time when the money saver knows that fuel is cheapest; besides, it avoids opening up the house and tracking in the dirt when cold air is least desirable.

"Now I have my coal I wish I were certain of some one to keep my fires going,'" says the buyer, who has gone through some pretty severe trials in this line and who has found the furnace in the cellar to be a most prolific source of discomfort, annoyance and ill health, while its management has been a most important factor in the servant girl problem; therefore, housekeepers will rejoice when they learn that a company has been started in Philadelphia to take all this responsibility off their hands. It intends to supply the fuel, attend the fires and keep the furnace in condition for effective service at a cost no greater than you have previously paid for coal alone.

Think of the pleasure of always having your house at an even temperature, instead of 85 degrees one hour and 50 degrees the next. Think of not being under the necessity of calling down through the tube to Bridget every half hour to "Please open the furnace door," or "Won't you give the furnace a little shaking, as we are very cold up here." Just think of the many arguments with the queen of your kitchen such an arrangement would save, besides the wear and tear on the furnace itself, an item that inexperienced hands make most serious.

And all this for the same rates we have been paying for coal alone. Indeed, the world progresses, and one by one the bugbears of the housekeeper are vanishing from her path, until the day will come when there will be but a minimum of work for the single pair of hands that now do so much.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

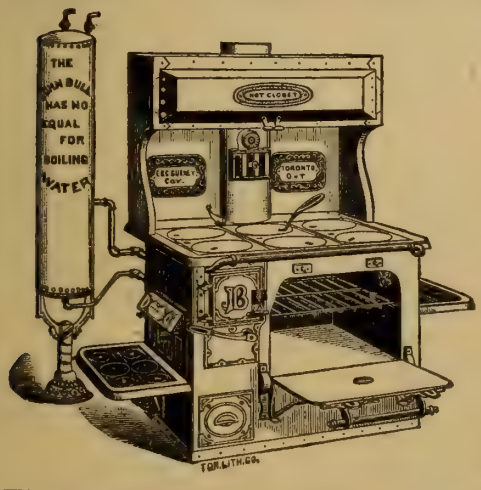
BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11 :

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY. The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern ; so that we have the somewhat singular sight of a combine reducing prices."



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

THE BEST English Sporting Gunpowder

USE THE

"ALLIANCE"

PRIZE POWDER.

—Mane only by—

Pigou, Wilks & Lawrence, L'd.,

11 Queen Victoria St., London, E. C.

Always obtainable from

Frank S. Taggart & Co., Toronto.

The Hingston-Smith Arms Co., Winnipeg.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

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BRAND **"C. I. F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

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Counter Check Books

A patent has just been issued for a new automatic check book to be known as "Happy Thought." No black leaf required; yet every page copies with exactness and permanency. It is clean and saves time, patience and money. Prices are $1 per hundred lower than any other check book on the market. Made in any style and size.

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Mention this Paper.

HEED THIS.

The merchant, either wholesale or retail, who allows his competitor to make prices for him is on the road to bankruptcy. By this we mean that the enterprising dealer while fixing his prices at fair market rates should not cut under these figures merely because some haggling customer tells him that his price for some particular article is higher than that of his competitor. In most cases such statements are without foundation when made to a merchant who understands his business and who aims to sell goods at fair prices. Concessions made to buyers of this class based on such assertions are usually thrown away, for, as a rule, similar concessions are asked for on the next occasion, and if not granted the customer is offended and withdraws his trade altogether. The best policy is to quote prices which will enable you to make a fair profit and not to deviate therefrom for fear of losing business. A small trade with profit is far better than a big business which brings no returns.—Country Merchant.

HENRY GRADY'S ADVICE TO A YOUNG MAN.

Never gamble—of all the vices that enthrall men this is the worst, the strongest and most insidious. Outside of the morality of it, it is the poorest business and poorest fun. No man is safe that plays at all. It is easier never to play. I never saw a man, a gentleman or man of business, who did not regret the time and money he had wasted in it. A man who plays poker is unfit for every other business on earth.

Never drink—I love liquor, and I love the fellowship involved in drinking. My safety has been that I never drank at all. It is much easier not to drink at all than to drink a little. If I had to attribute what I have done in life to any one thing, I should attribute it to the fact that I am a teetotaler. As sure as you are born, it is the best and safest way.

Marry early—there is nothing that steadies a young man like marrying a good girl and raising a family. By marrying young your children grow up when they are a pleasure to you. You feel the responsibility of life, you avoid bad habits.

If you never drink, never gamble and marry early, there is no limit to the useful and distinguished life you may live.

You will be the pride of your father's heart and the joy of your mother's. I don't know if there is any happiness on earth worth having outside of the happiness of knowing that you have done your duty and have tried to do good. You try to build up. There are always plenty of other who will do all the tearing down that is necessary. You try to live in the sunshine. Men who stay in the shade always get mildewed.

HARDENING, ANNEALING AND TEMPERING CAST STEEL.

A good deal of nonsense has been published concerning the working of steel, especially the working of tool steel, and to begin with, the folly commences with annealing of the metal, says a writer in the Tradesman. Some tool makers claim that it is not necessary to anneal steel before it is worked by lathe, milling machine or by hand. Other mechanics claim that all steel should be annealed before a tool is touched to it. This is wrong, all wrong, for some makers sell some of their steel already annealed and ready for the lathe or the file.

The process of annealing is carried out in several ways, and each method has its advocates who call their own particular pet method the "best way on earth." Particularly notorious as belonging to this class is the "water annealed crank." He is sure that there never was and never will be a method of softening steel such as to heat it in the charcoal fire, then hold it in a dark place until he can "just can't see it,' and then quench in cold water. This man is mistaken. It is true that steel may be annealed by the quenching process, but the same piece of steel would have been much softer had the cooling been carried out more slowly until all the heat was gone. Water annealing, therefore, is well enough for emergency cases when it is necessary to have the piece of steel "day before yesterday p. d. q.' at that.

There is another thing about steel. It cannot be annealed, or hardened either, without first heating it to a degree which will effectually change the molacular arrangement of its particles. That is, steel that will harden at a very low, say an orange color, will anneal when heated to that color and allowed to cool very slowly; whereas, steel which requires a red heat to harden, will require the same degree before it will be hot enough to anneal as soft as possible.

There is another thing in connection with steel wherein a good deal of ignorance or misinformation is exhibited, and that is: In the idea that steel cannot be worked "against the grain" to advantage. That is, a milling cutter should be cut from, and forged up out of a flat bar of steel, not, as some men will persist in doing, be cut from an octagon bar of steel of the required diameter. And even further than that—some men will upset such pieces of steel, and then make cutters and mills from them, which tool will persist in doing their work perfectly, in spite of the theory that they ought to "fly off the handle" the first time they are used. Instead of this, these tools go right along doing good work, and lots of it, day after day. Still, they ought to fail, because it has been the correct thing to tell men that steel has a grain or fibre to it, which ought to be carefully caressed, like the hair on a tom-cat's back, in the right direction only.

It takes a good deal of thought and study to thoroughly comprehend the ins and outs of steel and the best way of handling it. There is no way by which one man can tell another how to handle all kinds of steel to the best of advantage. True, steel is nearly homeogeneous, thanks to the great advance made in steel making within the past forty years, and it is not necessary for a man to test each bar of steel to see whether or not it will harden. He knows that a certain brand of steel will behave the same, no matter if one bar of it be bought three years from now. There is one little point which would save a deal of trouble in the shops, and that would be to adopt a series of numbers which will mean at all times certain kinds of steel. For instance: In a little book kept in the stock room is entered something like the following:

A 23 Sanderson's tool steel.
B 6 Jesser's file steel.
C 2 Mushet's tool steel.

And so on, through the whole list of steel makers. Each name or firm is given a letter, and then each quality of steel is designated by a certain number. When several makers make steel of the same quality, the same number is given to each, with the difference that the letter denoting the maker's name is different, thus making it possible to tell at once the characteristics of any bit of steel that a man may get hold of in the stock room. To put this method in practice, every bar of steel, as soon as it is received from the dealer or the maker, it is stamped on the end with the letter and figure given that particular kind of steel in the book. By this the stock man, or anybody else who gets hold of a bit of steel, can tell at once just what he is handling, and there will be no doubt that the selected sample is just what a man thinks it to be. In cutting off stock, it is made the rule that the required quantity is to be cut off the end opposite that which has on it the distinguishing marks, thus leaving the short piece that remains almost invariably, with its "trade mark" on it, to make its quality known among a couple of hundred pieces.

The better a man succeeds as a steel worker, the quicker he will learn that "burnt" steel cannot be restored by any practical plan of working. There is no compound in existence which will restore to the metal the exact amount of carbon lost by over-heating. The steel worker must bear in mind that when steel gets too hot, a sort of "Bessemer converter" business is set up right in the piece of metal under treatment, and that in heating the steel, as well as in working the converter, the metal is spoiled if the heating is carried beyond a certain point. Reducing this to practice, it stands a man to work steel at the lowest possible heat at which it can be forged to advantage, and also to remember that all kinds of steel are not alike. That some kinds require more heat than others, and that each should be worked at its own particular degree.

When this is done, the steel will be at its best and do all that is expected of it, and failures will be accordingly scarce. But to know just how to work each variety of steel is the thing which the tool maker and the smith want to know, and as stated before, the point can be captured only by experience judiciously mixed with brains. True a man can be shown how to work steel, and if he has the "know how" in him, he will catch the knack at once, but if he has not a natural taking to the work, it would be just as useless to try to make a steel worker of that man as it would be to try making a musician out of a man who can't tell one note from another.—Chicago Journal of Commerce.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

-- FALL SPECIALTIES --

We are now prepared to qnote lowest prices on :

Coal Hods, Lanterns,
Copper Kettles, Patent Stove Pipes.
Dampers, Stove Shovels.
Elbows, 1, 4 and 6 piece, Stove Boards.
Etc., Etc.

Write us for Prices and Special Fall Catalogue.

JAMES ROBERTSON & CO.,

KING ST. WEST, TORONTO.



CLIMAX SAFETY TUBULAR LANTERNS

WITH SQUARE TUBES.

Manufactured by the ONTARIO LANTERN CO.,

Hamilton, Ont.

We make a specialty of the Lantern business, and warrant our Lanterns to give a BRIGHTER and STEADIER light than any other in the market. (Never left in the dark with the Climax.)



WALTER GROSE, Agent, Montreal.

We are now in position to name prices on 1, 4 and 6 piece

ELBOWS, STOVE BOARDS,

Paper and Wood Lined, Crystalized and Embossed.

Patent Stove Pipe, Coal Hods, Fire Shovels.

WRITE FOR PRICES.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

SAMUEL, SONS & BENJAMIN, 164 Fenchurch Street, LONDON, ENG.

Business Changes

SALES MADE OR PENDING.

C. H. Young, general merchant, Lauder, Man., has sold out to H. C. Hamlin.

Geo. Ferris, general merchant, Fredericton, N.B., has sold out to A. McLean.

The crockery stock of John Ashfield, Ottawa, has been sold at 40½c. in the dollar.

The general store stock of A. D. & E. F. Campbell, Sardis, B.C., is advertised for sale by assignee.

B. Hollonquish, general merchant, Oxbow, Assa., has sold out to —— Craig and removed to Alameda.

The stock of Beaton & Pike, general merchants, South Westminster, B.C., is advertised for sale by assignee.

CHANGES IN STYLE OR COMPOSITION OF FIRM.

Wooten & Dexter, tinsmiths, Antigonish, N. S., have dissolved.

Tinning & Hoskins, general merchants, Regina, Assa., are dissolving.

John Bickle & Co., general merchants Wellington, B.C., have been succeeded by E. W. Bickle & Co.

REMOVALS AND DEATHS.

S. Sills, general merchant, Morden, Man., is dead.

Walsh Bros., general merchants, Oxbow, Assa., are moving to Alameda.

IN WIFE'S NAME.

Wm. A. McLaughlin, general merchant, Economy, N.S., has registered consent for his wife, Annie McLaughin to do business.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Joseph Lea, manufacturer of iron fences, St. Thomas, Ont., has assigned to John Bland.

M. N. McPhaden & Co., general merchants, Sunderland, Ont., have assigned to Campbell & May, Toronto.

BUYING GOODS.

What are the best plans for buying goods from the wholesaler? Is it best to seek to get all the time possible, or is it better to pay up soon and get the benefit of discounts?

It seems to me that these are questions which ought to be pondered over a good deal by retail dealers. They are in business to make all they can out of it. Now, in what way can they best accomplish the ends they have in view?

For instance, I buy a bill of goods from some jobber or manufacturer. I may be able to secure sixty or ninety days' time, and in some cases much more. Am I going to be the gainer by such a transaction or not?

On these goods that I buy there is a liberal discount for cash or for payment in ten days. Why will that not be the best plan? Will I not make more in the long run by such a plan of buying?

It is true that there are several things to be taken into consideration. Capital is one of the greatest points to be considered. If I have the money to pay cash for my goods, it is certainly the best plan. If I have to borrow money to do so, it will depend on whether there is sufficient difference between the interest I have to pay on the money and the discount I obtain on the goods.

Here too comes in the question whether I sell goods for cash or not. As far as I am concerned this is the case, and I have little trouble in raising the money for an order.

There are liable to be chances coming up where a dealer can get special bargains on a lot of goods if he has the cash to put into them. I have had several such chances and have made a good deal out of them. As I have adopted the cash system, I always have money on hand and know just what I can afford to do.

We know that there is a time for weeping and a time for rejoicing, and why should there not be a time for buying? There surely is such a time, and every dealer ought to know when to buy in order to make his success more sure.

To buy successfully a man has to study the markets and have some intuition as to the tendency of various articles. If one article is going down or appears to be on the down grade he does not want to buy until it gets to the lowest notch. Of course it is not always easy to tell when that is, but one who studies the situation closely is not going to get left very badly in the majority of cases.

Another thing is to see that you get rid of all goods as fast as you can if prices are tending toward a decline. Those are the articles to push at such a time. On the other hand if they are going up there should be no great rush about selling.

But, if goods start to go up and there is a likelihood of their keeping up, a dealer should lay in a supply to meet the emergency. He does not want to get left in that respect if he can help it.

I have always found it the best plan to keep track of the markets and study the prices on the articles in which I am interested and their relation to the general market conditions.

By keeping in touch with all that is going on along this line a dealer can do much to keep "in the swim."

Learn when to buy and how to buy, and you will get along all right, or at least you ought to do so.—Jeremiah Banks, in Stoves and Hardware Reporter.

SITUATION WANTED.

HARDWARE—SITUATION WANTED, LONG experience as buyer and salesman, goop stockkeeper. George Stethem, Peterboro'. 33

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

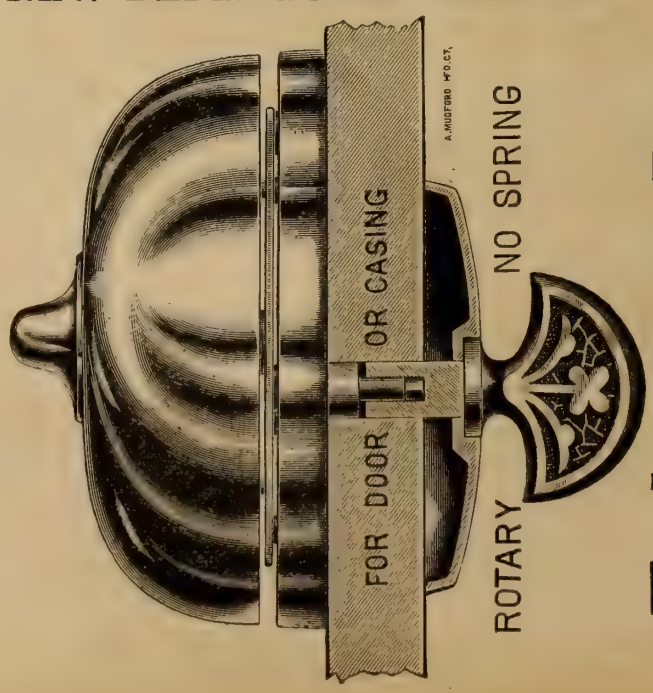
BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

TRAVELLER WANTED, IN A FEW months hence, a travelling salesman, one who understands the stove, tinware or hardware trade throughout Manitoba and the North West. Give particulars as to past employment, also salary received. State whether married or single, age, etc. Correspondence confidential. Address, "North West," care HARDWARE.

NEW DEPARTURE "ROTARY" DOOR BELLS.



Incomparable!
NO SPRING!
Best Tone, (Sure)
Superior Finish!
Bronze Trimmings!
COMPACT!
CHEAP!

For Circulars, address
THE NEW
Departure Bell Co.,
BRISTOL, CONN.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co., Toronto.

Crystographs.

TO REPRESENT

Stained Glass Windows.

A new and original process easily applied.

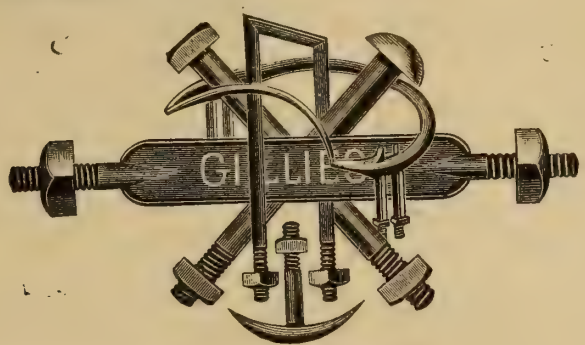
Cheaper than any imitation stained glass windows.

A LARGE ASSORTMENT.

A. RAMSAY & SON,
Established 1842.
MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

The E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.

MAMMOTH WORKS AT HULL, CANADA.

CUTLERY.

Every importer should see our Samples for Fall orders.

Dickson's Carvers, with or without Cases, cannot be surpassed for good value.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

J. L. Goodhue & Co

DANVILLE, QUE.

For the convenience of Western trade a full assortment of Staple sizes of our Leather Belting is now kept by our Western Agent,

H. D. SIMMONS,

74 York St., Toronto,

TELEPHONE 2164.

Send in your orders.



Excellent Quality! Reasonable Price



ADAMS-MARS BEST.

GALVANIZED SHEET IRON. SP

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 24, 25½
Strip ..... " 25, 26½

Tin Plates—*Charcoal Plates, Bright.*

Bradley M.L.S.	Per box	
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 50	8 75
D.C., 12½ x 17	4 00	4 25
D.X.,	5 00	5 25
D.X.X. "	6 00	6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 00	8 25
I.X. Terne Tin	10 00	10 25
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½	6¾
26 "	7	7¼
28 "	7½	7¾

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron,

1 to 20 gauge	2¾, 3
22 to 24 "	2⅞, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 62½ to 65p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅞
" 7-16 " "	4¼ 4⅝
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14	0 14½
Lake Superior	0 13	0 13½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in	$0 22	$0 25
" round & square 1 to 2 in	0 2	0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16½	0 17½
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17½	0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Brasiers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20	0 22
" 35 to 45 " "	0 19	0 20
" 50 lb and above per lb	0 18	0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	....	0 21
Spun " "	....	0 25

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 25	0 27
From 20 gauge, up	0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20	0 21
" " 27 to 30 "	0 23	0 25
" " 30 and up	0 26	0 28
Sheets, hand-rolled 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 05½	0 06
Domestic "	0 05½	0 05½

Zinc Sheet.

5 cwt casks	0 06½	0 06¾
Part casks	....	0 06¾

Lead.

Imported Pig, per lb	0 03½	0 04
Domestic "	0 03½	0 04
Bar, 1 pound	..	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00	5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75	5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17	0 19
Standard	0 16	0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½	0 14
Other makes "	0 13	0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb		5¼ 5½
No. 1 Do.	"	0 5
No. 2 Do.	"	0 4½
No. 3 Do.	"	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	....	$1 10
2nd qualities "	....	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.c wt	1 35	1 40
" " (J.F.L.S.) " "		2 75
Venetian Red (R.C.2) " "		1 50
Ven Red, Cookson's "	1 80	1 90
English Oxides per cwt		3 25
American " " "		3 25
Canadian " " "		1 75
Paris Green, per lb	0 13	0 15
Burnt Sienna, per lb		0 08½
Burnt Umber "		0 05
do pure		0 08
Drop Black "		0 09
Chrome Yellows "		0 12
" " Lemon pure,		
8 lb. tins, per lb		0 19
Chrome Greens "		0 12
Golden Ochre		0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57	0 57½
Boiled "	0 60	0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 46½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 13
Cabinet makers	0 17	0 18
White	0 16	0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Military, net list, Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, one shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 80
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... ..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c:

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		5.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

Write us for prices on Paints, Linseed and Castor Oil, Spades, Shovels, Harvest Tools, Window Glass, Builder's Hardware Cements, Whiting, Cordage, Fence Wire, Screen Wire, and all lines of General Hardware Orders promptly filled.
Prices Low. Satisfaction Guaranteed.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.

Bronze, Berlin, per doz ..	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava "	8 75	10 00
Shutter, porcelain, F & L, screw, per gross	$1 30	4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass '	4 00	4 50
All glass, '	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp't'rs', hickory "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto)	14	15
Carbon Safety "	0 17	0 18
Canada W.W. "	0 20	0 22
American W.W. "	....	0 25
S. R Seal .....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, "	40	1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p. c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz.....	55	1 00
Axle.	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set....	....	72
' hollow, per inch	....	1 00

Putty

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot....	.3	3½
Sliding Door, "	3¼	3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9¾ 10	11½ 11¾
¼, 5-16, ⅜ in.....	10½ 10¾	11½ 12
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	0 70	0 75
" N P. '	1 00	1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each....	1 75	2 75
" frames only		75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz	2 10	4 50
Foot, "	40	3 50

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned,	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, "	1 80	2 25

Snaps

Harness, German, p. gro.	1 65	5 50
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Soap

Sapolia ½ gross boxes.....	3 25
" ¼ and ⅛ gross boxes per gross net cash	12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00
Dessert " ..... "	21 00	.....
Table " ..... "	30 00	30 00
Dessert Forks.... "	24 00	.....
Medium " .... "	27 00	.....
Table " ... "	36 00	.....

Squares.

Iron, per doz	1 65	2 90
Steel, dis. 75 and 10 to 80 p.c.		
Try and bevel, dis. 50 to 52½ per cent		

Staples.

Fence, galvanized, per lb	4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.	
Stocks and Dies, Amer. dis. 25 per cent.	

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		0 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey '	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz.....	0 35	1 50
Rat "	2 00	4 50

Trowels.

Disston's, discount 10 p.c.

German, per doz	4 75	9 00
Brade's "	00	10 50

S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap.....	.....	0 11½
" Crown.....	.....	0 10½
" Silver Composite		0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50½
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	4½ 4¾
" 4 " 4 & 6 "	
" Plain twist, 2&3 wires	
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.... 0 04½
Ditto Glidden 2 point	.... 0 04¾
Galvanized Barb, "Lyman," 2 to 4 points.....	..... 0 04½
Steel staples	0 04½ 0 04¾

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.

Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

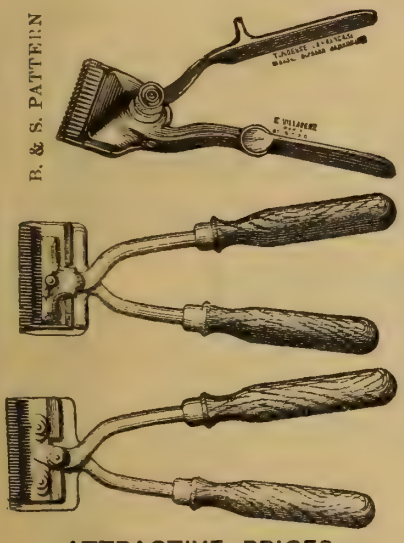
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Villadere Clippers.

INTERCHANGEABLE PARTS.

R. & S. PATTERN



POPULAR PATTERNS.

ATTRACTIVE PRICES

Sole Agents for Canada,

Painchaud, Squire & Co.

Temple Building, **MONTREAL.**

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming s Prize Essay on "How to Sell Goods.

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

SAY !

If your Jobber can't supply

Kearney and Foot's Files

Write

W. S. McGREGOR, Agents,

11 and 13 Front St., Toronto.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

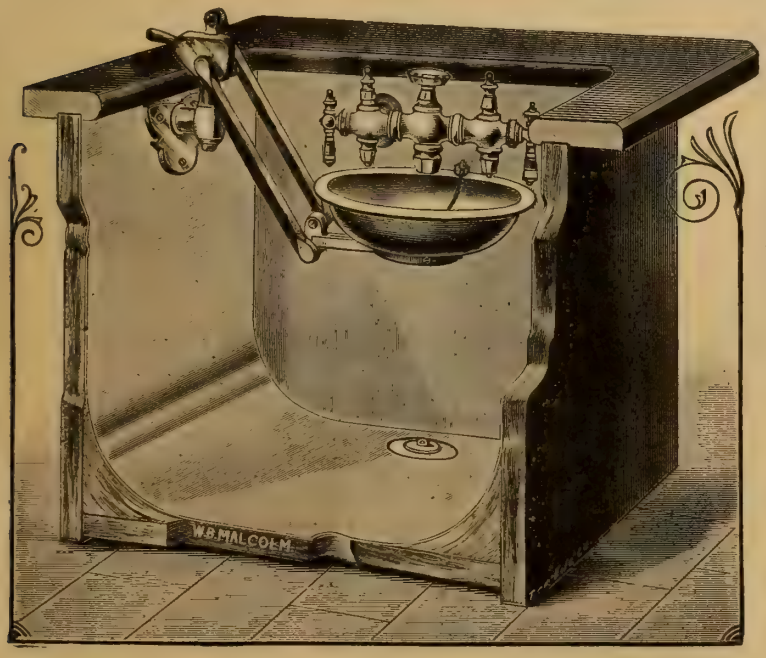
STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST W., TORONTO.

Telephone 1112.

Malcolm's Patent Adjustable Basin Stand.



Unique, Durable, and Cheap. Nothing like it in the Market.

It is easily adjusted to any position; is filled from the bath-taps, and when filled, can be raised to the desired height by the user, or swung to the outside of the bath by either adult or child, and will remain where placed.

IDEAS FOR

Hardware Merchants.

By D. T MALLETT.

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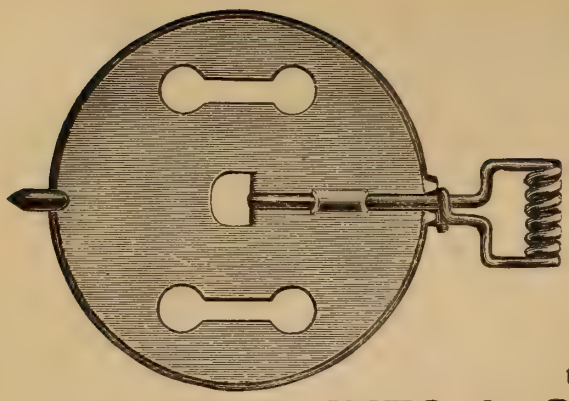
PAPER BOUND, - - $1.00.

Sent, post-paid, on receipt of price by

J. B. McLEAN PUB., CO'Y,

10 Front St. E., Toronto.





THE "PERFECT" DAMPER,

WITH NICKLE PLATED COLD HANDLE.

Commends Itself to all Dealers and Users alike.

Simple to apply. Efficient. Attractive in appearance.

SPECIAL NOTICE.

This Damper is made of CAST IRON and warranted not to warp or rust out. Far superior to sheet iron dampers.

H. R. IVES & CO., - Manufacturers,

A FULL LINE OF "ALASKA" GOODS IN STOCK. SPECIAL PRICE TO THE TRADE.

A. ALLAN, Pres. J. O. GRAVEL, Sec-TREAS.
F. SCHOLES, Man. Director.

THE CANADIAN RUBBER COMPANY

Of Montreal and Toronto.

CAPITAL - $2,000,000.

MANUFACTURERS OF

First Quality Rubber Boots and Shoes, Superior Quality Rubber Beltings, including The Forsyth (Boston Belting Co.) Seamless Rubber Belting.



For which We are Sole Agents and Manufacturers in Canada.

We Hold the Patent and Sole Right to Manufacture in Canada.

The Patent Process Seamless Tube Hose

We Make all Our Hose by this Process.

Ask the Merchant you deal with for it and take no other

RUBBER PACKINGS, VALVES, GASKETS, Etc.

Head Office and Factory, Montreal; **J. J. McGILL, Man.**

WESTERN BRANCH:

Corner Front and Yonge Sts., TORONTO

J. H. WALKER, MANAGER.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres and Treas. CHAS. N. CANDEE, Sec'y.

The Gutta Percha and Rubber Mfg. Co.,

OF TORONTO, LTD.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

OUR RUBBER BELTING IS THE BEST ON EARTH.

THE GUTTA PERCHA AND RUBBER MFG. CO.,

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59 and 60 Front St. West, - - TORONTO.

PURITAN COOKERS

AND OTHER HIGH GRADE KITCHEN UTENSILS

CONSISTING OF



Puritan Coffee Pots,
Puritan Baking Dishes,
Puritan Egg Poachers,
Puritan Spice Nests,
Puritan Tea Steepers,
Five o'clock Tea Kettles.

All goods are manufactured from the best material and workmanship and are therefor strong and durable, possessing a superior finish and handsome appearance. No kitchen should be without them.

Sold by the principal Hardware Merchants in the Dominion of Canada, and by

THE EUSTIS MANUFACTURIC CO., 49th St., Bavonne, N.J., U.S.A

CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. IV. TORONTO, AUGUST 20, 1892. No. 34.

New York Aluminum Bearing Metal Co.

NEW YORK OFFICE, N. W. Cor. Washington and Cortlandt Sts. CHICAGO OFFICE, 12 Pacific Avenue.
MONTREAL OFFICE, H. McLaren & Co., Agents.

MANUFACTURERS OF

ALU

TRADE MARK.

"Aluminum Genuine Babbit," Price 25c. per lb. f.o.b. New York
"Aluminum Bearing Metal," 18c. " " " "
"Big 4 Babbitt," - - 14c. " " " "
"Pyramid Metal," - - 10c. " " " "

CLOSE FIGURES MADE ON LARGE ORDERS OR CONTRACTS.

Our metals are superior to any like Babbitt Metals in the market. We Solicit Your Orders.

RICE LEWIS & SON,

LIMITED.

Importers and Dealers.

HOUSE FURNISHINGS,

FINE

CUTLERY, PLATED WARE,

TILES, GRATES, MANTELS.

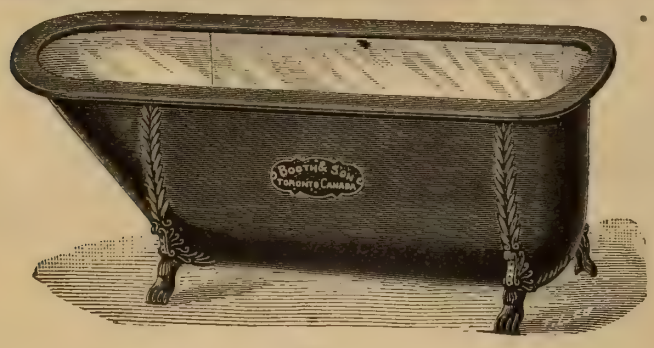
IRON BRASS BEDSTEADS.

RICE, LEWIS & SON, Ltd., King St. E.,

TORONTO.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

—— PRICES ——

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each	$27 50	$29 50	$31 50
Extra for decorating			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

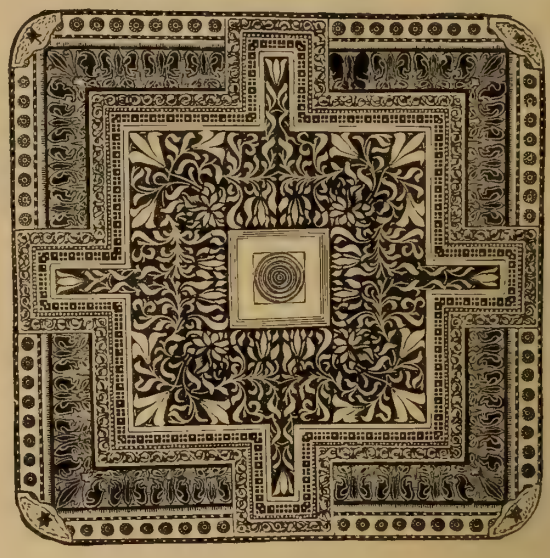
A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

ASK FOR THE

Maple Leaf Stove Board.



Handsomely Decorated!

Something entirely new!

KEMP MANUFACTURING CO.,

TORONTO.

We have dropped the "Gilbertson's Old Method" brand of roofing plates, therefore we now WITHDRAW our GUARANTEE from same.

Our reasons are as plain as A, B, C.

A — We could not act in good faith with our customers had we accepted the propositions made to us by the maker with a view to equalize the increased cost brought about by the advanced duty.

B — Numerous complaints and letters received by us from our customers, positively assert that the quality of this Brand is not now what it used to be.

C — After careful investigations we find we can make a much BETTER and a HEAVIER and more EVENLY-COATED plate IN OUR OWN WORKS in Philadelphia, than we have ever imported.

Hence, our heaviest coated, guaranteed Roofing Plate will now be the

"Merchant's Old Method"

Made and Guaranteed by

Yours respectfully,

MERCHANT & CO.,

Philadelphia, July 6th, 1892.

NEW YORK. CHICAGO. LONDON.



CANADIAN BRANCH:

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Vol. 4. TORONTO, AUGUST 20, 1892 No. 34

J. B. McLEAN, President. HUGH O. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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The relations between retailer and wholesaler are often put out of joint by real or supposed defects in fulness or condition of delivered goods. There is no need for half the friction that is generated by this cause. Due care and considerateness would prevent nearly all of it. The total number of complaints of shortages, broken packages, etc., is a very large one in the course of a year's business. When the number of complaints that have been made hastily has been subtracted, the remainder makes a very poor showing in point of quantity alongside of the original number. Retailers' assistants are often careless in unpacking, one article out of a dozen will be carried away in the straw in which the goods were shipped, and a complaint of shortage is reported at the wholesale house. The wholesale people write back that in their shipping department the contents of every package are checked, re-checked and probably checked a third time, and that consequently they cannot see how the full complement of articles should not be in the package. They probably suggest that the straw be well beaten up for the missing article. In more cases than a single retailer's experience would lead him to suppose, the lost article turns up. And not always do the complainers have the grace to notify the shippers of the recovery, and the fact has to be elicited sometimes by later inquiry. But the number of letters acknowledging faults in unpacking as the cause of the complaint is sufficiently large to show that not enough care is taken to be sure before complaints are made. Wholesalers' packers are human and must now and then err, but it seems odd that in ninety-nine cases out of every hundred reported the error should be against the retailer. There are undoubtedly few errors on either side of fulness in quantity, and there is more care to be exact in giving notice of any apparent excess than there is of any apparent shortage. The great majority of either apparent errors turn out to be correct, and it is a pity that traders would not take the same trouble to satisfy themselves as to the reality of seeming shortages as they do to the reality of seeming excesses before they report them. These reports start inquiries on foot throughout the shipping department and the office of the house to which they are forwarded, employes are taken to task and somebody is harply censured. Letters pass between the wholesaler and retailer, and in the majority of cases all this trouble and worry turns out to be business labor lost.

* * *

Needless and great worry is caused by another form of difference that very frequently arises between retailer and wholesaler from the dissatisfaction of the former with goods as they are delivered. It is the discrepancy between the kind of goods that the retailer wants and that the wholesaler sends. This disagreement is most frequent and harassing. We have referred to it before, and to the chief cause of it. That cause is the lack of precision on the part of traders in wording their orders and describing their wants. The necessary precision to ensure exact correspondence between the trader's wants and the wholesaler's conception of those wants is within the reach of everybody. It consists in describing everything by reference to the manufacturer's catalogue or to whatever standard of size, gauge, make, etc., that is generally recognized. Catalogues abound, and they are nearly always models of detailed classification. It is easy to turn up the particular article in the book and use the terminology there used. This would prevent the loss of money that arises from correspondence and shipping back and forward, the loss of time and the irritation felt by both parties to the transaction. The number of temporary deadlocks arising from this carelessness is a very large one. There is not a more common cause of jerks in the relations between the wholesale and retail branches of the trade. It is entirely unnecessary. Those careless people whose orders are the despair of shippers would probably take more pains to be explicit if they only knew what shifts the latter are often put to to guess at the intentions vaguely indicated in some of these orders. The guess is often a happy one, and the retailer never suspects that his order gave any trouble. But the shipper did not get at the hidden meaning of the order by mind-reading. The order sometimes specifies the purpose for which the species of article is wanted, and this gives the shipping clerk a clue. He goes to the telephone and calls up a manufacturer who makes the machine or article on which the goods are to be used and asks what standard, size, or other distinguishing characteristic is necessary for that purpose. He sometimes gets an answer that is of service to him in carrying on his investigations, and sometimes he does not. He calls in somebody who ought to know, he sends out a messenger to see if a stray farmer is to be found on the market from whom the information might be got. The shipping clerk soon becomes an expert in interpreting the class of literature known as careless retailers' orders. The meaning is

contained in these orders, and he has to attain to great acuteness to get at its subtle spirit. But there are few pundits at the head of shipping departments able to penetrate the mystery of all orders, and the wrong thing goes sometimes. Then the trouble but begins. The retailer is wroth at the loss of time and probably rails in his next letter. If he had gone according to book in the first instance all would have been right.

* * *

The condition in which packages arrive is likewise a cause of occasional chafing. Here, the injury or loss nearly always turns out to be one of the incidents of transit. The railway company or vessel people are to blame. But while hardly any retail merchant can be ignorant that goods are at his risk the moment they are put on board the transporting medium, and though the injury to his goods may be obviously the result of rough handling in carriage, it nevertheless happens that the wholesaler is usually advised in a tone of dissatisfaction of every mishap of this character, and sometimes jangles arise over parcels badly broken up or partially empty, when accident or carelessness on railway or vessel was manifestly the cause. Where there is no room for question that the damage occurred in transit any claims made upon the wholesale house for loss are unreasonable and wrong. Such claims are frequently made. The people who make them, unless where there is doubt as to the security of the packing when the goods were shipped, can expect no indemnity from wholesalers. There is no doubt these claims are often put in upon the strength, not of their justice, but of their embarrassment to the wholesaler, who is sometimes persuaded to compound them because he is afraid he will lose a customer if he does not. A claim made on this ground is a menace. It is calculated to recover loss not by right but by intimidation.

* * *

There are dishonest men who fabricate grounds of claim. These happily are few, and they seldom enjoy an undeserved reputation among their competitors and customers. Their principle is to take all the trade they can get by under-selling rivals, and to recover the profit they thereby sacrifice by means that are questionable. One means is the use of false claims. A few recent instances of the accounts of such men being closed by indignant wholesalers have come under notice. A man must abuse the forbearance of a wholesaler to the last degree when it comes to pass that his order, backed up by ready money, is refused. But that happens in a few rare cases. The wholesaler usually defers too much to the bull-dozing of a certain class of ready-money buyers, and concedes advantages to them that equally ready-money competitors are too decent to ask. A notable feature of dishonest claims for damage, freight, etc., is their lateness. They are commonly submitted only when payment is due, when the goods are not in existence to speak for themselves to prove or controvert the representations made as to circumstances of receipt. The claims are usually petty, the object being simply to do the shipper out of a dollar or two. Every little helps, no matter how it is got, according to the philosophy of such traders. Liquids, such as spirits of turpentine, oil, etc., give opportunity for such petty and annoying calls for drawback on account of shortage, as loss does occur if exposure is a circumstance in transit or storage for transit, and the railway companies leave room for doubt on this subject, but that does not make the jobber liable. There are numberless ways in which aggravating little allowances can be insinuated. Of course in this paragraph only dishonest claims are considered. A great many claims, made in perfect honesty are sent in and turn out to be groundless, but the uprightness of the claimant is usually manifest enough in all such cases to prevent confusion with claims of the other class.

* * *

The different causes out of which complaints of shortage, damage and misunderstanding arise, produce a big crop of these hitches every year, and are responsible for a tremendous amount of worry, loss of time, and feeling. Every time a trader drafts an order or suspects a fault in his shipment he should keep this fact in mind, and take such pains and so restrain himself that he may not add one more drop to the already full cup. Let orders be worded with scrupulous care, let the packing cases be carefully examined, let a fair judgment be formed as to whether damage is altogether incidental to transit or not, compare invoices with copies of orders, and do all that can be done to check your tendency to hold the wholesaler blamable. If he is not acquitted by this fair trial then put in the claim and don't let go till it is satisfied or you are convinced that it is wrong. It is undignified to have to say afterwards that your complaint was premature.

* * *

At the Congress of chamber of commerce of the British Empire which met in London at the beginning of last month it was resolved that the interests of the Empire called for a uniform system of weights, measures and currency. If such a system were established throughout the Empire, it would be of vast benefit in the aggregate of results ; therefore, it would be many times more beneficial if it were adopted by all the civilized peoples of the earth. The saving would be enormous. The salaries now paid to clerks for converting the weights, measures and values from one mode of expression to another constitute a big tax on commodities. The diversity of standards and units causes endless confusion and bewilderment. The matter is made more complicated by the growth of tariff duties all over the world. The primary cost of any commodity expressed in foreign terms of weight and value is to be increased by the duty of so much ad valorem on some unit of weight different from that named in the quotation. If there were but one way of quoting all over the commercial world, business would be wonderfully simplified. The decimal principle is of course the easiest to base uniformity upon, on account of 10 being the radix of the numeration in use all over the civilized world. The metric system is perhaps the most scientific that could be devised on the basis of the decimal principle. It is extending in use and much more in favor. If it were established everywhere, not only should we have uniformity in all expressions of weight, measure and value, but we should have a huge mass of vague terminology—as boxes, barrels, bags, etc.—done away with, or converted into parcels of definite magnitude.

* * *

Commercial education is looming up among the realities of our time. It has a place in the work of all our high schools and collegiate institutes, and a greater number of pupils are taking it every year. But it should have more prominence in the earlier studies of boys and girls. Only a small percentage of those who go to school ever proceed farther than to the high school entrance examination. The great majority have therefore no opportunity to become acquainted with the rudiments of book-keeping and business practice. There is a value to this sort of education quite apart from the knowledge it puts the pupil in possession of. Of

course it is imparted for the sake of its future direct use to the pupil. But it is an excellent means of disciplining the intellect and of educating to orderly mental habits, and without these habits, no matter how much special knowledge a man may have, he need not look for success in business. Arithmetical operations should be applied earlier than they are to fictitious commercial transactions. Very young boys and girls can be taught arithmetic more easily by such a concrete process, while at the same time they are taking the first steps in systematic business. The writing, spelling, calculating, expression and arrangement in such exercises, if particularly well supervised, give opportunity to bring on a boy's or girl's education very equably in several subjects at the same time. The trouble is that education is not simultaneous enough. It is apt to be too one-sided,too grammatical, too orthographical, etc. The teacher needs a centre around which all other subjects group, and the best central idea to a system of elementary education is commerce. If the people generally had the advantage of a good schooling on this basis up to the age of 12 years, there would be sounder practical economy abroad, and we should not hear of such quack attempts to regulate relations between buyer and seller as are illustrated by the Patrons of Industry, Grangers, etc. If these bodies would give their attention to the school system instead of the commercial system, their members might live long enough to see the enlightening fruits of the more enlightened agitation. The true significance of the Patrons of Industry is to be found in what the ideas of that order reveal as to the low state of business education among the farmers.

BICYCLES AND HARDWAREMEN.

As new goods come on the market they naturally find a home among the dealers in a similar line of goods. The popular favor with which the bicycle is being met, and its phenomenal growth as a means of exercise and recreation, is not surpassed by any product ever manufactured and sold to the public in the form of what may be justly called a luxury. The very fact that the wheel is being so generally used has been the incentive for various small concerns to go into the business of manufacturing; and the result: The country is flooded with inferior goods that look well and ride well for a time, but after a season of general use prove to be practically worthless.

The opportunities offered the hardware dealer to buy what appears to be a good thing at a very low figure are hard to resist, but in not so doing he is doing himself a positive injury. There are reliable wheels of any of the various makes on the market that afford a very fair profit, and, at the same time, are so satisfactory when the subject of wear is considered, that it is unwise to handle the cheap goods. Th edealer may say that there is a demand for a cheap wheel, and we must supply it. This may be said of every and all lines of goods, in all the various lines of business. Here the art of successful selling comes in. When a dealer knows that a certain patron desires a thing and is inclined to buy the cheapest to be had, it is the duty of the dealer to point out the advantages and disadvantages, respectively, of the good wheel and the poor one. He does his customer a favor; he at the same time strengthens his own position. The working of a high grade machine and that of a low grade are as different as the working of a pair of cast gears or pair of cut gears on a meat chopper or a hay cutter. The high grade wheel is the product of the very best mechanics and the finest machines; the cheap wheel is machine made; the work is not accurate; the bearings are not true; spokes work loose, and the tires soon cut out. The writer has tried everything of any note in the wheel line, and can say conscientiously that the highest priced wheels on the market are the cheapest. This may appear paradoxical, but it is a fact. The bicycle is a piece of mechanism that is not appreciated except by those who have mechanical knowledge. A good machine is just as perfect in its appointments as a fine watch. This fact may be illustrated by lifting the front wheel from the ground and start it revolving. It will, if a high grade wheel, run for 30 seconds, while the cheap wheel will make a few revolutions and stop. The bicycle is comparatively a new line, and the merchant is unacquainted with it, but by association he can shortly learn the details pertaining to the construction. As to repairs, the hardware merchant is by far the best person to handle wheels, as the most of them are mechanics or have mechanics in their employ. On a visit to the works of a leading manufacturer the writer in the course of the conversation mentioned the matter of repairs, and in the reply the statement was made that if the wheels were handled by the proper persons, and those persons were to attempt some of the repairing, that much time and expense might be saved to the owner. The writer has ridden one wheel for over a year, and, notwithstanding the fact of having unexpectedly met waggons, trees and other immovable things, has not expended a cent for repairs. A vise, a monkey wrench, file, soldering iron, and a small riveting hammer are all the necessary tools required in fixing ordinary irregularities.

The zenith of public approval of the wheel is yet a long way off, and now is the time for the hardware man to get "a grip on the trade," and to retain that "grip" by affording facilities for repairs, and keeping in stock the various minor belongings of the wheel.

DOOR KNOBS AND THUMB LATCHES.

connected with domestic life, and of a necessity the knob or thumb-latch play their parts more or less badly,

The door and its parts are intimately as the case may be. Before the screwless shank knob made its debut into the realm of hardware, the knob was a much more reliable institution than at the present time—not but that the screwless shank knob is a very excellent idea; oh, no, but that it is so often put on in such a manner that it "does not stay put." On the market may be found a variety of screwless shank knobs, each make having its faults and advantages, and each one requiring care in its application. The advantage in the screwless shank lies in the fact that, if properly applied, you are not likely to arrive at your home and find some person unknown has taken possession of your ornamental brass knob, as has often been the case when the knobs are held on the spindle by means of a screw. Our rule applies to all screwless knobs. Very simple, but well to bear in mind, it is this: Put the screwless knob on the inside of the door, or rather put the loose knob of a pair of screwless knobs on the inside of the door. I can imagine the experienced person smiling at this gratuitous advice. Well and good. But for curiosity's sake examine some of the entrance doors on which screwless knobs are used, and the result will be surprising. Instances might be cited in which the carpenter has taken the pains to file down the large spindle of a swivel spindle lock, in order to get the screwless knob on the outside; the inside knob for a front door lock is generally smaller than the outer one.

A word as to knobs in general: When heavy doors are to be trimmed some discretion should be used regarding the form of knob. In fact, it may be well to say that the knob to be used on a door should be the subject of as much care in selection as the butts. A heavy door, as a rule, takes, or should have, a heavy lock; when the heavy lock is used, a heavy spring will in all probability make up the mechanism. In a case of this kind it will be obvious that to use a round knob or a smooth knob of any kind would be a mistake. An ornamental knob, egg shape or oval, should always be used, thus allowing a firm grip to be taken. On doors with narrow stiles a knob should never be used; anyone having skinned their knuckles on a door jamb will agree with me on this point. Lever handles cost no more than knobs, and are very well suited for application on all doors which are much used, whether the stile be wide or narrow. Thumb latches and store door handles are becoming very common, and are much better than any form of knob for doors that are open to traffic. Besides this, the merchant who succeeds in substituting the handle and latch for the knob is doing his share towards general decoration, and at the same time is doing a clever bit of advertising. No feature of trimming is more conspicuous than the handle plate. If this be artistic and kept in shape it will be a lasting "ad" for the person or firm who sold it. The thumb latch can be operated by everyone—even the children can hang on and shove the door in; while in the instance of a smooth round knob it often takes the strength of a man to turn it. In the case of a sagging door a lift is often necessary in order to open the door. Bear in mind that the knob spindle is not a crowbar. If the door sticks have it planed off a bit on the bottom, rather than to break or bend the spindle all out of shape. Never file a spindle. If a knob does not fit, it is not the fault of the spindle. Take it to your dealer.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

The moulders' strike at Kingston is over.

The hardware stock of Brown & Morris was offered for sale at London on the 9th inst. by J. W. Jones and withdrawn.

The Shallow Lake Cement Company Reppel,Ont., shipped a large quantity of their cement the other day by the steamer Baltic for the Sault canal.

Hamilton merchants are complaining of the work of clever thieves who are robbing from the cases of goods consigned to the city from outside places.

An order in council has been passed placing on the free list chlorate of potash when ground only and free from admixture with any other substance, imported for manufacturing purposes only.

The Kittelman Wire Fence Company have commenced an action against Cochrane Bros., Grace Cochrane, R. Cochrane and Haggart Cochrane for alleged infringement of the company's patent, and for $5,000 damages.

Wm. Dette, representing Rogers, Brown & Co., Buffalo, was in the city last week. He gives a good report of trade, despite the dulness that usually hangs over the market in midsummer. His sales of pig iron for the week were large.

George E. Smith & Co.'s hardware store, on Upper Water street, Halifax, was entered and burglarized a few nights ago. There was not much small change left in the tills, but the burglars carried off a large quantity of pocket and table knives, forks, spoons and other articles of cutlery and small ware.

At the residence of the bride's father on Wednesday the 10th inst., Miss Emma, third daughter of Thomas Stacey, senior member of the Stacey Hardware and Manufacturing Company St. Thomas, Ont., was united in marriage to Rev. William H. Harvey, pastor of the Methodist church Hespeler, Rev. R. J. Treleaven officiating.

A four pound paper bag will hold a half-hundred of clothespins, and a seven pound bag a hundred. If you use them in your sales, you will save yourself the trying bother of vain endeavor to wrap clothespins up in a piece of paper or the struggle of laying them on a counter while counting them out, when they usually roll away in all directions.—N. Y. Hardware.

Robt. Munro, the Managing Director of the Canada Paint Company left yesterday for the East. No decisive action has as yet been taken by the City Council with regard to his offer to establish a branch here, in consideration of being granted certain privileges. The Victoria people have endeavored to induce him to open the branch in that City, but owing to the position of Vancouver, as a distributing point, Mr. Munro has a decided preference for Vancouver.—Vancouver News Advertiser.

The somewhat peculiar spectacle of an electrically charged hardware store was seen at Brandenberger's, Wellington street, Stratford, Tuesday night, says the Beacon. An electric light wire, from which a portion of the insulating covering had been removed, communicated the electricity to the framework of the awning, and from there it was distributed through the store. It was only necessary to touch with the finger around the door or awning to receive a good sharp shock. Once the awning took fire from the current, but it was promptly put out.

B. M. Rudy, of the Vulcan Iron Works, San Francisco, has just completed a cold storage system at Cunningham's cannery on the Skeena River. When Mr. Rudy left the Skeena, 6,000 salmon had been frozen, and were being prepared for shipment. The fish, upon being taken, are put in a room where the temperature is 20 degrees below zero and left there 6 or 7 hours, when they are removed to another and a larger room, 30 degrees below freezing, where they are kept for a couple of weeks. Then they are placed in hermetically sealed cases and ready for shipment. It is claimed that they will keep for years. Other northern canneries are negotiating for similar systems.

This is what the London Advertiser says about the chief event of one day at the Western Fair, (Sep. 15 to 24): On Tuesday, however, there will be assembled perhaps the largest society gathering ever witnessed in Canada, when it is expected by the grand officers that from 5,000 to 10,000, or probably more, Patrons of industry, headed by their bands, carrying banners and bunting, will meet at the Market Square and march to the Fair grounds (where arrangement shave been made for seating accommodations on the stands), there to be addressed by the grand officers and prominent officials of the order, and enjoy the full programme of special attractions. The object of this meeting is intended to be one grand rally, for the purpose of showing to the world that the Patrons of industry are neither dead or sleeping, as some suppose and venture to assert, but on the contrary are a live and great organization.

HAPPY THOUGHT CHECK BOOKS.

J. K. Cranston, store and office supplies, Galt, writes Aug. 9 : — "Kindly tell your readers that orders for samples of my 'Happy Thought Counter Check Book' noticed in your last issue, will be filled in rotation as promptly as possible. I have been delayed with inquiries from subscribers to your various publications. I wish they would say which paper they saw advertisement in. I had no idea I would get so many orders."

TABLE OF ALLOYS.

An ingenious scientist has figured out the following combinations : A combination of copper and tin makes bath metal ; of copper and zinc makes bell metal ; of tin and copper makes bronze metal ; of tin, antimony, copper and bismuth makes britannia metal ; of tin and copper makes cannon metal ; of copper and zinc makes Dutch gold : of copper, nickel and zinc with sometimes a little iron and tin. makes German silver ; of gold and copper makes standard gold ; of gold, copper and silver makes old standard gold ; of tin and copper makes gun metal ; of copper and zinc makes mosaic gold ; of tin and zinc makes pewter ; of lead and a little arsenic makes sheet metal ; of silver and copper makes standard silver ; of tin and lead makes solder ; of lead and antimony makes type metal ; of copper and arsenic makes white copper.

NAILMAKERS RESUME WORK.

The nailmakers' strike in Montreal is over. Each side has made concessions. The scale adopted is that of the Amalgamated association, with the following reductions :—

Finishing, casing, box and shook nails—2 inch, 60c. ; 2¼ inch 55c.

Hot cut, tobacco box and punch nails—5d. per keg, 55c.; 6d, do., 40c.; 7d, do., 32c.; 8d, do., 28c.; 9d, do., 24c. ; 10d, do., 19c. ; 12d, do., 17c.

Light clinch, slating, clouting and flat press nails—1¼ inch, $1.40 ; 1½ inch, $1.15; 2 inch, 60c.: 2¼ inch, 50c.

Cut common nails—1¼ inch, long feeding, 48c.; 1½ to 1⅝ inch, do., 35c.; 1¾ inch, do. 30c.

Sharp-pressed point nails—1 inch, $2.50 ; 1¼ inch, $1.10 ; 2 inch, 90c. ; 2¼ inch, 85c,

Heavy clinch and boat nails—1 inch, $1.-15 ; 1¼ inch, $1.10 ; 2 inch, 65c.; 2¼ inch. 55c.; 2½ inch, 35c.

It is a well recognised fact that no business establishment is complete without some cash carrier system. Attention is called to the Whiting Cash and Parcel Carrier. It seems in it impossible for anything to get out of order, as there are no cords or springs. Merchants throughout the country, who give it a trial, may satisfy themselves of its merits, feeling satisfied that where once introduced it would never be parted with.

SARNIA, Ont., June 8, 1892.

H. E. WHITING, ESQ, London :

DEAR SIR,—I have been using your Cash Carriers for a long time, and must say they fill the bill in every particular, especially as to their keeping in order. It seems to me that they could hardly be improved on.

I remain, yours truly,

(Signed) JOHN LEYS,
Late Leys & Morrison.

This carrier has been in use two years and six months. adv.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

"OVERSTONE" Bicycles.

Close Prices for Import on application.

ARE GOODS TOO CHEAP?

It has been said in public and private, as a matter of national and individual self congratulation that "things were never so cheap as they are now." Such is probably the fact, but there are certain other facts which should be considered before we settle down into comfortable enjoyment of the existing state of things. In the first place then are we not as a nation sacrificing true economy to a false standard of low prices? and does not this tendency show itself to be the almost universal and most prominent feature of the retail competition? All dealers as a rule represent their goods to be what they appear, but "low prices," "lower than the lowest," "paralyzers," etc., etc., are the general burden of the daily bulletin of the enterprising retailer in every line.

But what can be the social and economical condition of the producers of such trash. If the material has been sedulously deprived of every ingredient of true value, except mere fashion and deceptive finish, what must be the living plane of those who labor on the innumerable variety of cheap goods offered in every line of inudstry and trade? What is the moral standard of the workman and manufacturer who knows their worthlessness and fraudulency? What can be the inmost thought of the dealer who knowingly sells them, except something of self-rebuke and pitying contempt for his deluded customers. Indeed is not the very narrow margin of profit to producer, workman, manufacturer, jobber and retailer tending every day to intensify ruinous competition and lower wages, and injure the health, mortality and general prosperity of the people. The retail merchant of to-day should devote his energies to the increase of his trade in honest, unsophisticated and standard goods which give fair wages to the workman, a reasonable profit to the dealer and good service to the buyer. If he can induce his customers to appreciate such goods can defy the department store, and snap his fingers at the "cutter," "auction fiend" and "fire sale" fakir. The retail trade, and especially the man of small capital and restricted trade should "think of these things" and become an advocate of good weights, full measure and honest goods.—Hardware Trade.

ADVERTISING.

The American who said, "You may as well try to shampoo an elephant with a thimbleful of suds as expect to carry on a business without advertising," was obviously a man not wanting in perception of one of the necessities of the present age.

In writing on this subject I do not presume to be able to assist those gifted mortals who have the happy knack of composing that class of advertisement which preeminently attracts public attention. The man who conceived the idea of advertising

"Brooke's soap—Monkey brand—won't wash clothes"

deserves a statue. Although it is altogether beyond me to be of service to such as these, it may be possible to those who, like myself, are not endowed with a special faculty for original advertising, but who, nevertheless, are quite as desirous of bringing their wares before the public. Good advertisements pay, but there are a large number totally undeserving of this description; consequently a great deal of money is almost entirely wasted. Advertising is desirable because it is a useful means of assisting a shopkeeper to maintain and increase his business. The only drawback is the attendant expense, but this should not be too much regarded. Those who advertise should do so thoroughly. Some admit the necessity, but are so parsimonious in the way they set about it that it would be better if they abstained altogether. To save expense the dimensions of the notice are cut down to their barest limit, with the consequence that it presents an inconspicuous and mean appearance, and thus creates the opposite effect to that hoped for.

One of the chief mediums for local advertising is the newspaper. Before choosing one for the purpose, it is necessary to ascertain that it circulates among the class to whom the advertiser is especially addressing himself. To advertise goods suitable for mechanics in a paper read only by gentlefolk is a sheer waste of money. It is also necessary to fully bear in mind the class of people appealed to in order that such language may be used as is likely to favorably impress them. Men of culture are likely to be repelled by extravagant statements, and others are so accustomed to them that to produce any impression at all, exaggeration becomes almost indispensable. I do not wish even to appear to suggest that a person when advertising is free from obligation to keep within the truth—far from it, indeed, is my opinion—but it is important to remember that advertisements are not interpreted according to the letter, and consequently such language is allowable as will convey the right idea to those who read them, even if the terms themselves, taken literally, appear to go beyond the facts of the case.

Manufacturers and others whose trade chiefly consists of a single article in large demand can easily advertise it in an effective manner, but the ironmonger's case differs widely from this. He has an immense variety of goods, and the demand for any one particular thing is comparatively small. To advertise one such and exclude the remainder will probably result in more money being spent than the profit will justify. To give a general description of all the departments deprives the advertisement of the point it should possess; to go into full detail increases the cost beyond its proper limit. Most ironmongers who have attempted to compose an advertisement have been beset by these difficulties. Probably the best way to overcome them is to combine the general with the particular. The name and address, with a brief description of the chief departments, should form part of every announcement, and may be prominently displayed at the top of the notice, and also be repeated at the bottom. In the centre may advantageously be inserted particulars of seasonable goods or novelties. Although the head and foot of the advertisement are permanent, the centre should be changed frequently. Now coal vases occupy the space, last week it was heating stoves, in a few days it will be lamps, and so on throughout the year. In this way readers will be continually reminded of the general scope of the business, and thus gradually get to associate the advertiser's name with his wares, so that they will not be able to think of the latter except in connection with the former. The

periodically-changing centre will give point to the whole, being an example, so to speak, of the special attractions of the shop.

Sufficient space should be engaged to ensure the advertisement being prominent. Very often the matter is crowded, consequently the notice is overlooked altogether by most readers. Irrespective of its size, an advertisement in a newspaper is made specially prominent by leaving what I think printers call "plenty of white." If a blank space is left at the top and bottom, and the centre is not too full, readers are much more likely to see it than otherwise. It is a great thing in newspaper advertising to so arrange the notice that it will be specially conspicuous. The advertiser's aim should be that whoever glances over the sheet cannot fail to take in the gist of his announcement.

Sometimes the bill-poster may be pressed into service. Where boardings are not too dear and are not overcrowded, advertising by means of placards is beneficial. It is important, however, that the placard be a striking one, and such as "he who runs can read." The people who have time and inclination to loiter about the streets are not usually worth catering for. Such people may have their dealings with the tobacconist and ready-made clothier, but rarely with the ironmonger. The poster will be much more conspicuous if a wide border of colored paper is put around it, so as to isolate it somewhat from the surroundings. It is worth while to engage, say, a third more space than will be occupied by the bill, for the purpose of gaining this advantage. A small poster made conspicuous in this way is more effective than a larger one lost among many others.—A Manager, in The Ironmonger.

WHERE THE JOKE COMES IN.

Farmer"What are you doing up that tree?" Boy—"Waiting for the owner of it." "Well. I'm the owner. What do you want?" "I want to know if paregoric goes with these stomach ache apples."—Texas Siftings.

Dentist– With or without gas? Mr. Hardacre—Ef you can't see me in this glaring sunlight, I ain't goin' to pay you extra for gas, that's sartain.—Puck.

Visitor—They look so much alike, I don't see how you can tell them apart. Mrs. Schroeder— Oh, deir names vwas deeferent. One vwas namedt Max, an' de udder one vwas namedt Rudolph.—Harper's Bazar.

Haven't you anything stronger than this?" asked Staggers, as he set down the empty whiskey glass. "We've got some aqua fortis," replied the barkeeper, with withering sarcasm. "Haven't you any aqua fi ties or sixties?" asked the man with the thirst.

The Father has gone away and left his only son in charge of the store. "Are you the head of the firm?" asked a man with a sample case, entering the establishment. "No, sir," remarked the young man, with great urbanity. "I'm only the heir of the head."—Detroit Free Press.

Mudge—"Judge Billigus is a remarkable easy man to get acquainted with, don't you think?" Yabsley—"I never noticed it." Mudge—"He is though. I hadn't known him for over an hour before I borrowed a dollar of him, and inside of the next hour we got so well acquainted that he refused to lend me another one."—Indianapolis Journal.

City Boy (his first sight of a cow)—An' that thing with horns is what you get your milk out of? Country Boy—O' co'se stupid? an' butter an' cheese too. City Boy—Whew! If you could only get your coffee an' sugar from her, she'd be a regular walkin' grocery store.—Ex.

Mrs. De Rich (listening to new prima donna at the opera)—Isn't she splendid?

Mr. De Rich (wealthy manufacturer, enthusiastically)—Just grand. She's worthy of a place along side of Patti in my soap advertisements.—New York Weekly.

The Lately Married One: "I never heard of such trouble as I have had with my servants. They are so stupid."

The Experienced One: "Don't talk to me! The other day I sent Patrick out for two egg plants; he came back with two hens!"

Intending settler—"But is Prairie City well watered?" Kansan—"Of course it is. There ain't no other water there but well water."—West Shore.

Grocer—"Well, little girl, is there something you want?" Little Girl—"Yes sir; mamma wants twenty-five cents' worth of cheese. Here's the money. But I'm to ask for only ten cents' worth. I most forgot that."—Chicago Tribune.

"Man's religion," says Uncle Mose, "should'nt be worn like a cloak—all on de outside. It dorter be mo' like a porous plaster. De world may not see it, but de man knows it's dar, an' his family knows it's dar an' a doin of him good."

Sea Captain— Yes, I want a boy, but I think you look like a runaway. Now ain't ye? Didn't you run away from home.

Boy—Ye-ye-y-e-s, but I couldn't help it. They was going to send me to a dentist to have six teeth filled.

"They was, was they? Well, I'd run off too. I don't believe in fillin' teeth."

"No sir; I don't either."

"Of course not. You come on board with me, and if anything's wrong with your teeth th' carpenter can take 'em out with a monkey wrench."

Boy went home.

Some years ago a duel, which was much talked about, took place between Mr. G—— and Mr. S——. The former had only one eye, the latter was short-sighted, and, to make matters worse there was a dense fog at the time. The first ball killed a bird, and the second a rabbit. The witnesses put a stop to the proceedings declaring that honour was satisfied.

"How was that?" enquired A——.

"Faith, they began to be alarmed for their own safety."—Le Figaro.

FLOOD TIDE.

The world is awaking from a sleep of ages. The oppressed of all lands are bursting the chains that have bound them in error and darkness. Thrones totter, kings tremble, and fossilized institutions that have stood for centuries are crumbling at their foundations. Political, moral and commercial powers are developed on a scale of magnitude unsurpassed by any period of the world's existence. New discoveries crowd in upon us so remarkably that we have almost ceased to admire what would have filled with amazement the ripest minds of the last century. This is a rapid age, the age of progress; the electrical age; it is the age of acquisition as well as of activity. He who falters or pauses to look back is left behind.

Shakespeare says:

> "There is a tide in the affairs of men which taken at the flood leads on to fortune."

Now is the flood tide of opportunity in every line of advancement. He who neglects to stem the tide, to "get in the swim," as the popular saying goes, may find all his after life engulfed in misery. Are you a merchant wading in deep waters, beware of breakers ahead! Keep afloat; keep your head out of water, the dark water of debt; watch for the tide, and go with the tide or you will be dashed back on the shoals of failure, and your business will be wrecked.

Don't load your craft with more than can carry, and watching the fair trade winds, unload at the best ports, and renew your cargo where you can again catch the tide. If a beginner, learn to "paddle your own canoe," Don't spread more canvas than you can carry with safety when you would sail. Keep your vessel trim, and beware of "piratical cutters." Keep a good lookout aloft; have your figure-head and headlight in sight, watch well the scuttle for leakage. Be on deck. Look well to your helm, and you will steer clear of adversity. There was never a time when merchandise of all kinds was more perfect and cheap, when facilities for ommerce were better, or when demand for goods was greater than now. There never was a time when the banks showed a better rating, nor when crops were more promising. There never was a time when facilities for education and morality, or social progress, was better. Surely the world, taken all in all, is at its flood tide. Whatever may be your calling in life, reader, now is your golden opportunity. Now the flood tide. If the Rip Van Winkles of past ages could awaken to the glorious present, they would be overwhelmed with the grandeur of the world! Blessed indeed is he whose eyes behold the sight; doubly blessed he who is adequate to the occasion, and thrice blessed are the children of men born to the wondrous opportunities of this age!

Those whose fortune it may be to visit the Columbian Exposition will behold more remarkable discoveries than those which greeted the eyes of him whose memory is honored by naming the great world's fair after him, wonderful as were those primitive scenes to him and his little band of explorers. The progress shown will but testify to the multitude of untold marvels still to be revealed to a marvelous world yet in the dawning of its day.—Detroit Herald of Commerce.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."



These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

From $1.80 per cask upwards.

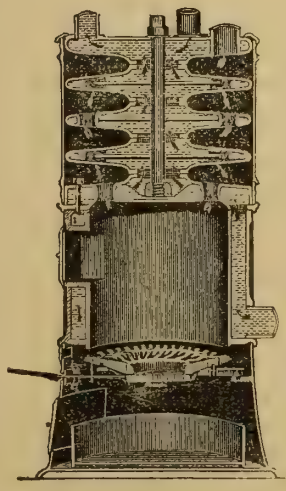
FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

Thos. Firth & Sons, Ld.,
Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,
Bessemer Steel,
Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.



-THE-

"Acme"

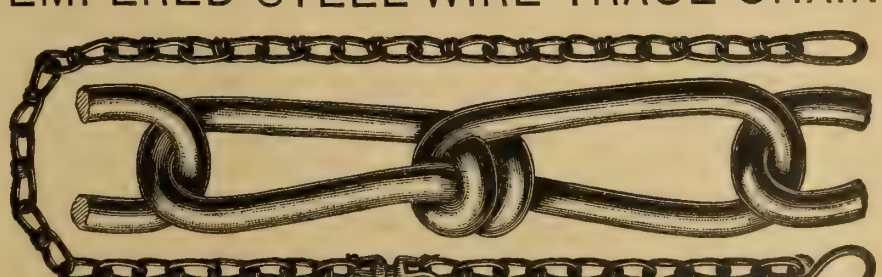
HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



TEMPERED STEEL WIRE TRACE CHAINS



LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full line of Cow-Ties, Tie-out, Dog and Halter, Coil Chains, &c. If you have not yet tried these chains send for samples and prices.

THE B. GREENING WIRE CO., Ltd., Hamilton, Canada.

THE BELLS OF THE BELFRY.

While in the older communities the use of belfry bells is gradually becoming obsolete, still there is hardly a village but affords its warning for church or school, and they are so permanent when once obtained that generations grow up around them and pass away until the associations connected with them become replete with historical memories, says Hardware. Every schoolboy has read about the great bell of Moscow, and the youth of this country have time and time again heard of that old bell which first pealed forth the momentous sound of our forefathers in Philadelphia, proclaiming the news of the Declaration of Independence.

Bells for the belfry are now made of various metals, or alloys of copper, iron and tin, and in them a great deal of skill is displayed to obtain a certain purity of tone, and this is now carried to such an extent that the large cities have their beautiful chimes, from which rare, and to the casual visitor, wonderful music is emitted.

The distance to which these bells can be heard is something remarkable, and it is not always a preponderance of weight that gives comparatively the most distant effect. A small bell often has a sharp, shrill, penetrating sound that will go further in proportion to its weight than the low mellow sound of the belfry bell. Then a swinging bell will be heard further than one that is struck or tolled. The swinging motion throws the mouth of the bell out and the sound off, and at the same time imparts to it a richness always absent in a tolling bell. As there is an art in other lines, so the bell ringer "gets a knack" in his labor. His skill is to catch the rope just right, particularly on the second "down pull." The best of bells properly handled can be heard four or five miles, with conditions right. Bells are, as we know, very durable, but it is in their infancy that their life is most precarious. After the first month they pass into a strong childhood and well out of danger, and after one year the chances of their cracking are infinitesimal. Ordinarily they will last for a generation and more, improving in tone, as wine does with age. The reason for this is that the outside covering, which is peculiarly compounded to prevent deleterious effects from the atmosphere, is soft, and to some extent the tongue sinks into it with a smothered sound, but in course of time the coating gets hard and the tone more sonorous. Then the particles of the metal seem to adjust themselves to a harmonious action, and all in all there is a better effect with age.

Bells come in all sizes and at all prices, varying from five to eight or twelve cents per pound, and some of them weigh twenty-five hundred pounds. Schools generally obtain a bell weighing between 100 and 250 pounds, and churches above that figure. Generally they are furnished with tolling hammers, springs, wood sills, all complete. The proper shape of the belfry is one of calculation. It should slope sharply to the eaves so that it will act as a sounding board, and be heard in the village rather than in the next town. It should also be large, high and open, three feet above the bell, however, being sufficient.

There are few manufactories of bells in this country, the science of making being generally supposed to be a secret, which is probably more affected than real.

THE ART OF GETTING THERE.

In business, as in a foot-race, there are always two ends to the procession. One gets there, the other does not. The comparison holds good, not only in results, but in reasons. The winner may secure the prize on his merits as a leg manipulator, or he may handicap his competitors and win in a hippodrome, but be that as it may, success secures applause and a silver cup. It is so in business, the man who succeeds is seldom cross-examined as to his methods, and the fact of a stone front and a big bank account covers a multitude of sins. There is nothing in modern times that can redeem a reputation or give it a finish as can a greenback and a check book. In saying this we do not assume or imply that business success is impossible with a fair amount of conscience and an approximate regard for the ten commandments, but we wish to emphasize the point that the public mind is so keenly appreciative of results that it insists on lifting its hat to success without a care whether the winner is a sinner or a saint. No one needs to go out of the corporation in which he lives to know this. This measure of a man is not made by a legitimate tape line, but is nevertheless the popular measure. When the man who made his business a success retires from his ledger to his coffin, he is honored generally, not for what he carries with him, but for the bulk he leaves behind him, and in death and in life it is the money more than the man to which the public makes a crook in its marrow bones. Those, however, who in the race are found at the tail end, are labelled as being "no good." Their biography is peppered with criticism, and as blanks in a lottery, they are disappointments and failures. Good qualities with no interests in the mint are overlooked, and no record of virtue or honor can compensate for the inability to "get there." With this sarcastic and fallacious sentiment served up as choice diet on the public plate it ceases to be a surprise that the man who gorges on chicken should grow feathers, and that scores of men in business should have no higher aim in life than "getting there." Now it is perfectly right for a man to aim high, and to do his level best to make his business a success, but if he is morally indifferent as to the methods he uses, if his fortune should reach the upper story his soul is on the door mat. We cannot, of course, eliminate the ambition, but we can do a great deal with a broom in the methods. The law of legitimate success is based on integrity, industry, good judgment and persistent application. These are indispensable, and if they sometimes fail in making a fortune, they never fail in making a man. It is of this kind of stuff the national and individual character must be made, and to men on the threshold of business life their chances both of personal happiness and prosperity are dependent on their character. That uppermost, success can never demoralize a man, but that missing, there will be more money than man at the end of the race. In that sense, success is a misnomer, and "getting there" a case of suicide.—Fred. Woodrow in Age of Steel.

In a recent report the United States consul at Batoum has the following reference to the effect which the new regulation permitting petroleum tank steamers to pass through the Suez canal will have upon the consumption of tin-plates: As is well known to the trade, the markets of Japan, China, Java, India, Burmah and the far East have heretofore been supplied by refined oil in cans and cases. Now, however, it is reported here that the Suez Canal commissioners have given permission for the passage of tank steamers, carrying refined in bulk, through the canal, a permission for some time refused, and that steamers are now being built expressly for this trade. It is said that tanks will be erected all over the Orient, and the distribution of refined in those countries will be made by means of barges on the water-ways and iron barrels, and thus the expense of cans and cases, which at present is greater than the cost of their contents will be done away with. It is of course, too soon to foresee accurately to what extent this almost inevitable revolution in the trade will be carried, but it is quite safe to say that its successful inauguration will greatly injure Batoum by closing its greatest industries, viz., the manufacture of cans and cases. Of course these manufacturers will protest; but, it is reported that the tank steamer shipment scheme is favored and financially backed by the Rothschilds, who are the heaviest manufacturers of cans and cases here, and also by large refiners and exporters who are not can and case manufacturers, the government is not at all likely to interfere.

THE ONTARIO TACK CO
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton, Ontario.
SP

PURE PREPARED PAINTS

FLOOR PAINTS.

FOR HOUSE USE.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

Established 1864.

CLARKSON & CROSS,

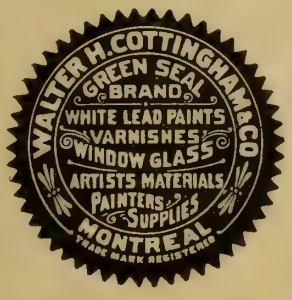
CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.





See That Seal?

It Means Something



It means that wherever you find it in green on a package of Paint, Oil, Varnish, or Glass, the contents of that package is of pure quality and the highest possible grade.

Walter H. Cottingham & CO.,

Sole Proprietors of the Green Seal Registered Trade Mark.

MONTREAL.

TRADE MARK J REGISTERED.

TO CARRIAGE HARDWAREMEN :

Do your customers want cheap hand drilling machines. Our No. A 1 is better value than cheap imported tools. If they want a better article, our Nos. 0, 1, 2, and 3, though more expensive, are well worth the difference in price. We can suit you in price and quality.

A. B. JARDINE & CO.,
Mfrs. Blacksmiths' Tools,
Hespeler, Ont.

-- FALL SPECIALTIES --

We are now prepared to qnote lowest prices on :

Coal Hods, Lanterns,
Copper Kettles, Patent Stove Pipes.
Dampers, Stove Shovels.
Elbows, 1, 4 and 6 piece, Stove Boards.
Etc., Etc.

Write us for Prices and Special Fall Catalogue.

JAMES ROBERTSON & CO.,

KING ST. WEST, TORONTO.

The Whitman & Barnes Mfg. Co.



Canadian Branch :
ST. CATHARINES, ONT.

MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES :

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

BANK CHEQUES.

The bank cheque is the most perfect form of currency known because it is drawn for a particular purpose, and when this purpose has been accomplished, either by presentation and payment of the cheque in cash or by exchange through the Clearing House, the instrument is cancelled and perishes. The nearer a paper currency, whether of bank notes or Government notes, comes to this ideal the better it is. There is an old custom of the Bank of England that seems, without any particular meaning, to be still kept up by the bank. It never issues a note a second time. The notes it pays out are all new, and when they return to the bank, even upon the very day of their issue, they are at once cancelled. In this custom there is the survival of the original and correct idea that the nearer the bank note, like the cheque, could be kept to the exclusive performance of the particular purpose for which it was issued the better it was for currency. Even cheques often travel a long time before they are cancelled in these days of country checks, and bank notes and Government notes frequently are never redeemed at all until they are worn almost to pieces. There is great economy in the re-issue of notes, and within certain limits it is an undeniable advantage.

Any note that continues to circulate without carrying with it a motive for its redemption in the circumstances that put it into circulation in the first place, must necessarily become dangerous to the financial system of which it forms a part. This is the disadvantage of legal-tender notes and other forms of Government paper. It was originally intended that a legal-tender note should be cancelled by being made redeemable in United States six per cent. bonds, and since 1879 it has been redeemable in gold. The bond redemption was abrogated by law in 1868; and as the gold redemption does not carry cancellation with it, it has no effect whatever in imparting any elasticity to the note. The silver certificate carries even less motive for its redemption, and the Treasury note of 1890 still less. They are put out for the very object of being kept in circulation, and when they are once issued there is no motive for their return as long as confidence in the financial strength of the Treasury is continued. As these notes carry no motive for their redemption so long as circumstances are favorable, and have a tendency to accumulate to a formidable extent in the banks at the money centres, and the fact that they are all practically present able for redemption in gold, under the terms of present laws, makes them a continued threat to the Treasury in case a great foreign demand for gold arises. The lack of motive for their redemption in ordinary times and their consequent accumulation also causes dangerous speculution, and gives the money centres undue control over enterprise in other parts of the United States. The National bank note as it now exists need not be separately considered, because it too is properly a Government note with its payment guaranteed by the Government. The only currency that approaches to the ideal of the cheque consists of bank notes issued by each bank in accordance with the demands of the business persented to it. Issued to carry on certain business transactions, as soon as these are completed, instead of accumulating at the money centers to incite fictitious trading or speculation, they are returned to the bank that issued them for redemption in real money, either coin or coin certificates. Such a currency, under appropriate regulations, meets the wants of business, and, with a properly organized banking system, will be always safe.—Rhodes' Journal of Banking.

MONTREAL TRADE CHAT.

Walter Grose has been doing a large trade in files this season.

A. Ramsay & Son will probably erect their new paint shop at Hochelaga.

J. Collins, of T. Collins & Son, has been spending a few weeks at Old Orchard. He has just got home and is now ready for the road feeling twice as well.

The two big fires will take two of our largest manufacturers out of town, They are Messrs. Clendenning and Ramsay & Son, both of which firms employ a large number of hands.

Glendenning & Son, stove manufacturers, who were burnt out lately, are asking the town of St. Henry for a bonus of $40,000, that is, in ground suitable to erect their foundry upon. The town council have not given in to the proposal as yet, but it is thought they will come round, as another town is willing to give the firm the same sum.

ADVERTISING AN INDICATION OF HONESTY.

Prof. R. E. Thompson, of the University of Pennsylvania, in an address at Plymouth on "Ethical Ideas in Business," said: "The fact of advertising is one strong indication of honesty, for the presumption is that there is truth in advertisements. It is said that the reason there are no great Italian newspapers is because they are unable to build up a good advertising patronage in the face of a national expectation that a merchant trying to sell goods will naturally lie about them. Here we presume that a man wishes to represent his goods as they really are." * * * The point that advertising is a strong indication of honesty is well worth remembering. The man who advertises his goods as honest quality and price is under bonds to the public to keep his word. He is "down in black and white," and he knows it, and the fact that he advertises is presumptive of his intent to as he says. If he advertises himself as ready to do one thing, and then does another, the public very soon finds him out and avoids him. On the other hand, the man who does not advertise, but contents himself with letting his neighbors do his advertising for him, offers no public guarantee that he is treating all his customers alike or that he is ready to deal with the public as his neighbors do.

DISHONORING DRAFTS.

There are many dealers who injure their credit irreparably by refusing or neglecting to honor drafts that are drawn for bills past due. There are few things that will arouse in a wholesaler a feeling of greater disgust towards a dealer than to have his justly drawn drafts returned. It is customary with many jobbers in sending a final statement to add a notice that, if not paid in so many days, the account will be drawn for. Not receiving either a remittance or an explanation within the period set, the wholesaler is justified in believing that the retailer intends to honor his draft, and consequently one is sent, to be too frequently returned without any comment. This course of procedure is not only unbusiness like, but it shows an insulting indifference to the party making the draft.

Frequently the most trivial and absurd excuses are given for dishonoring drafts. A claim of 50 or 75 cents for freight, if the goods were to be delivered, or a similar amount for damaged goods, or something of that kind, but even allowing that the claim may be a just one, is it not a thousand times better and more honorable to pay the full amount of the draft, notify the house of the slight discrepancy or overlooked rebate and politely request an adjustment? There is not a respectable house in the country that would not see that the claim met with immediate recognition. Retailers fail to appreciate the annoyance it gives the wholesalers, as well as to the banks, by having drafts returned when they are rightfully due, and should meet with prompt acceptance and payment. To say that you "have written," or "will settle with their representative," are paltry and lame excuses, and only hurt you in many ways and put you under suspicion as being a man who desires to be unfair and tricky in business affairs. Endeavor to err on the side of right and you will always be fairly dealt with.—Ex.

Every line of goods embodies a history and a cience worth years of study to understand

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

FIRE HOSE.

Hose for the fire department has to be of the best quality, and it also has to be very light in weight. A careful study has been made of this subject for years past, and the leading manufacturers have now reached a point where they can provide leading hose 2½ inches in diameter which will only weigh 45 pounds to the length of 50 feet coupled. This reduction to the fireman who has to lift hose up long lines of ladder, and carry it into dangerous places, means everything, and the possession of an article of such qualities is not relinquished unless the duplicate can be obtained. Then some rubber hose does not have to be dried in the tower, and some cities think that this is a desideratum, as duplicate stocks do not have to be carried on the reel as when the cotton or duck hose is drying. Suction hose comes in sizes varying from three-fourth inch diameter to 12 inches, the latter being used more particularly for mining pumps, and costing $25 per foot. It is generally reinforced with spiral flat or round turned wire of steel, costing more when this precaution is not taken. This wire is in the internal diameter, but embedded in the rubber so as to give a smooth water way, the friction when this is not done being worthy of note. A variation is that made of hard rubber, which is naturally smooth, but it is not always so convenient in its use. In leading hose, the best of fine Para is used, carefully washed and thoroughly seasoned, and if duck is used, as it generally is, it is made of excellent long fibre cotton. A hose mentioned for mill use is guaranteed to stand 300 pounds pressure, is light, strong, pliable, and reels closely. It is naturally understood that mills, factories, theatres, public buildings, etc., are now all protected by fire hose; and that this class of people go to the local supply house or hardware dealer for it, and it is in this sense that a knowledge of fire hose is of benefit to the trade at large.—N. Y. Hardware.

HOW WATCH CRYSTALS ARE MADE

There is a district in Elsass-Lothringen where the watch crystals that are used all over the world have been made for hundreds of years. Boys and girls begin this work when they are very young that they may acquire the necessary skill and nicety of touch. The old method was to make the glasses one by one by blowing small, long glass bottles and cutting off the bottoms. These little caps were the crystals and had to curve enough to allow the watch hands to move freely. By the present process all watch glasses are cut from glass globes. These globes are made of fine flint glass and are blown to the proper diameter to allow the required initial curve. This is from a few inches to several feet.

The work of cutting the crystals from the globe is done by women. They break the globe into strips by a series of light taps. These strips are placed with the convex side downward on a thin India rubber plate. On this plate is a little apparatus provided with a handle which works a diamond cutter. With this the woman traces circles on the concave side of the glass as close to each other as possible, so as to leave little waste. Then the disk is broken out by a quick tap. This is one of the most difficult parts of the work and is done best by women. The next thing is to put a bevel edge on the crystal, and this is done by men with a small lathe which holds the crystals so that they are ground by a rapidly revolving stone. This finishes an ordinary crystal, except the polishing, testing and packing.

The flat crystals used in open-faced watches are even more difficult to make than the ordinary thin crystal.

The work on these begins where it stopped on the others. By a special process which consists of hammering and molding them under the influence of heat the edges are raised and the surface flattened so that when the glass is fixed in the bevel frame of the watch, the hands can move freely while the watch is quite flat. The work is done by men.

Each workman has a retort, some fire clay and coke, for the glass must be sufficiently softened to take the shape of the mold. With his fire clay the workman makes a bed for the oven, which is surrounded with coke and brought to a dull red heat. He sits at a heavy table before the mouth of his little oven, and with a long pair of tongs places the mold to which he intends to fit the crystal in the retort. When it is hot enough he takes a paper pad on a cork handle and pounds the glass to the shape of the mold.

TO HARDEN COPPER

Local scientists say that one of the most wonderful discoveries of recent years is that made by a poor blacksmith of Quebec named Ferdinand Allard. It is the long-lost art known to the pyramid builders of Egypt of hardening copper. Axes and other edged tools made of hardened copper have been exhibited by him which in edge and temper rival the best steel of the present day. Allard prepared a sheet of his hardened copper one and three-fourths of a line in thickness and had it tested at the Government rifle ranges here. At the first shot, fired from 40 yards' distance, the bullet was shivered into a thousand fragments; on the second the missile striking the copper more fairly was completely flattened but remained embedded in the plate, which it merely dented lightly without cracking it in any way. This is claimed by experts to be vastly superior to anything the best steel could do under like circumstances, and the matter is to be brought under the immediate notice of the British Lords of the Admiralty. The leading local military authorities express the conviction that if on further trials in the English dockyards the discovery maintains the same superiority the most important results must follow and existing systems be completely revolutionized.

Soap and water are cheap, but soil on goods is expensive.

Restore goods to their proper places as soon after using as possible

If you want books, it is rarely wise to pay double price for them to a travelling book-seller

The neglect to look after minute details in the factory is a source of great loss to many producers.

Competition is keen and active and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

The Toronto Silver Plate Co.,



5½ inches to top of handle

Manufacturers of

Sterling Silver

—AND—

Electro Silver Plate

Factories and Salesrooms: Toronto, Canada.

E. G. GOODERHAM, Manager. JNO. C. COPP, Sec.-Treas.

MARKETS

MONTREAL MARKETS.

MONTREAL, Aug. 19, 1892.

HARDWARE.

The iron and heavy material market is flat with nothing new to note. The only movement that has taken place this week has been in scrap and Canada plate, which have had fair sales, but nothing out of the usual course. Oils have taken a drop during the week and business in them is of the smallest kind. Chemicals are only moving in a jobbing way at unchanged prices. Paints and leads are having a fair jobbing call. Cement is at a standstill, and the dealers here have been doing business at starvation prices all this spring. It was thought that when the road work commenced things would brighten up, but this hope failed to materealize and the stock sold so far has been either sold at a loss or at cost. The cutting is still continued in glass, but business has not been increased any by it.

PIG IRON.

Pig iron is still quiet, and the business doing is very small. The local dealers here have to keep at the mills to sell them, and considerable shading is being done for round lots. The iron market is in such a condition now that it is almost impossible to give any kind of a report about it. Prices on spot are the same. We quote Summerlee and equal brands $19, Eglinton $18.40, and Carnbroe $17.50.

BAR IRON.

Bar iron is about the same as noted from time to time. A steady jobbing trade is being done at unchanged prices. The mills here are turning bar out in fair quantities, and what is turned out seems to meet with promptness. We quote $1.85 from makers and $1.90 in an ordinary jobbing way.

SCRAP IRON.

We have to note a few jobbing transactions during the week, but these were only of fair quantities and for local demand. The prices these deals brought are thought to be under our figures. This is all there is to say about this line. We quote wrought scrap $15 50 to $16, cast $13 to 14.

TERNE AND MERCHANT PLATES.

Terne plate still maintains the firmness noted last week, but the trade doing is very small Dealers are not pushing sales to any extent as stocks here are not pressing. Merchants is having fair call in this market, and is meeting with more favor every day. We quote ternes $7.25 to $8, merchant plate I C 20x28, $13.50 and I X $16.

TIN PLATES.

Tin plate is still dull and featureless. The trade doing is only a small hand to mouth one. We are told that holders would make concessions for round lots, but none has been sold this week. Prices are about the same. cokes $3.30 to $3.50 and charcoals $4 to $4.25. These are top prices.

CANADA PLATES.

Canada plates has been moved in fair quantities during the week. The state of trade in this line has not been gratifying during the past few weeks and dealers are all complaining. We quote $2.50 to $2.60 according to quality.

COPPER, ETC.,

Copper is dull and prices are unchanged. The business doing is only a small one. Ingot tin is also quiet with a small trade doing at weak prices. There is no change to note in pig lead which sells easy at $3 to $3.25 as to quality. We quote copper 13 to 14c., and ingot tin 23½ to 25c.

NAILS.

Nails are now going out in fair quantities from the mills. The wholesale trade are also doing a nice tidy trade in them. Stocks cannot be had fast enough for to suit some of the trade who have large orders to fill. Steel wire are in the same steady demand.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	.....	$3.00
9 dy to 30 dy	"	.....	3.25
8 dy	"	.....	3.50
7 dy	"	.....	3.75
6 dy	"	.....	3.75
5 dy	"	.....	4.00
4 dy	"	.....	4.25
3 dy	"	.....	5.00
3 dy fine,		.....	6.25

GENERAL HARDWARE.

General hardware has been brisker this week than last, all lines having more call. The travellers on the road report good prospects for future business. This no doubt is due to the promising aspect of the crops in our immediate vicinity. The orders they are sending in, although not large, come often, so that evens up matters The wholesale trade, here, say this month's sales, so far, have been satisfactory, and no one has cause to complain. The French wholesale houses say their men are doing well and that they cannot find fault with the state of trade, for on the whole it has been better than last year. They also say they have had less losses this season than for some years. Payments are good, and the whole tone of trade is firm.

CHEMICALS.

The chemical market is about in the same position as last week. Caustic soda has advanced at primary points, but our local prices are unchanged.

Bleaching powder,	$2.30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.26	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.05½	to	0.06½
Madras Indigo	0.60	to	0.80

GLASS.

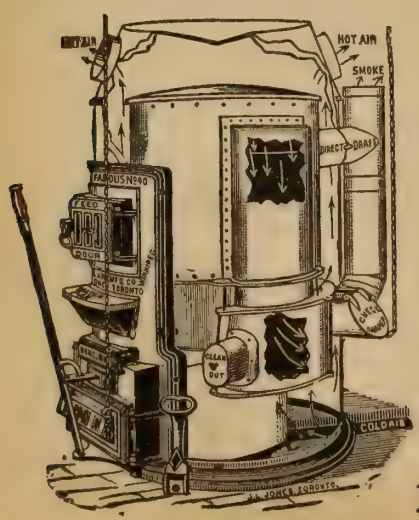
Glass is still dull and the trade doing is only for immediate want. The cutting is still being carried on but without success. The retail trade are pretty well stocked and concessions would have to be lower to make them buy freely. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.15 to $3.40 for thirds and fourths.

PAINTS AND LEADS.

There is a fair jobbing trade doing in paints, and although this is considered the dull season business is fair. The mills report good sales in leads and all kinds of manufactured paints. We quote:—Government standard, $5.50 to $6; No. 1, $5.00; No 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c. ; red lead, pure, 4½c.

OILS.

Oils are about the same with only a jobbing trade doing. Steam refined cod raw linseed and Norway cod liver have fallen in price. Outside of above there is nothing new to note. We quote the following:—



Are you aware of the merits of our Steel Dome Low Radiator Furnace.

A card to our nearest House will secure you every information. It will pay you to do so.

We have 57 varieties of Coal and Wood Hot Air Furnaces.

THE McCLARY MF'G. CO.,

LODNON, TORONTO, MONTREAL, WINNIPEG

MONTREAL Markets continued

Cod, Newfoundland 45c. steam refined 42½ to 45c.; linseed raw 40½ to 43c.; lin-seed, boiled 59 to 60c.; castor oil 8 to 10c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.20; turpentine, 46 to 47c. Less 3 per cent. 30 days.

NAVAL STORES.

Naval stores are still dull, and merchants say that notwithstanding the increased tonnage arriving at this port business is away below the averages. Most of the ships coming here bring their supplies from the other side. There has been a slight decline in heavy manilla. We quote: Turpentine, 46 to 47c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12c. Cordage, Sisal at 9¼c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 12½c. for 7-16 and upwards, and 13½c. for smaller sizes.

CEMENT AND FIRE BRICK.

Cement is still very quiet and no change has taken place since our last. The demand is slow and prices are unchanged. Dealers have made no profit on the sales made so far. The west has been one of the largest consumers, but the sales have hardly realized cost. There is a good demand for firebricks. We quote:—Belgian $2 to $2.10; Newcastle, $2.15 to $2.20; London, $2.20 to $2.30; fire bricks, off ship $15 to $22.

PETROLEUM

The movement in petroleum is rather slow and the demand light. A few contracts have been made at our quotations, but trade has hardly opened out as yet. Efforts are being made by the Canadian refiners to form a combine, but some of the leading firms have refused to sign any of the proposals submitted as they are no better than the old arrangement. We think if a feasible scheme is brought forward a combination will be arrived at. Prices unchanged We quote as follows:—Canadian, 11c. at Petrolia, 12¼ to 12½c. in car lots at Montreal, and 14c. for single casks; better grades of Canadian oil, 15 to 17c. f. o. b. at Petrolia; American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent off for cash; American benzine, 23 to 25c., and Canadian, 13 to 13½c. in bulk Petrolia: 15c. in car lots, Montreal.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

TORONTO MARKETS.

TORONTO, Aug. 19, 1892.

HARDWARE.

A market report these days is not expected to say much about actual trade, for such scarcely exists at this time of year. Wholesalers are now addressing themselves to preparations for trade in the coming fall. Their travellers have for some time been showing samples of goods for that season's business. but have not made much progress in booking orders. In a time of low prices and general stagnation it is but little future business the most energetic can do, particularly as there is nothing to excite fears of a very early advance. Retailers rather look for better bargains than for worse when the time for delivery is at hand. At present, without the gift of prophecy, it is impossible to say whether their views are sound or short-sighted. If wholesalers can be played against each other as well for the fall trade as they were for the spring trade, retailers may have nothing to lose by waiting. There is some talk, however, of better prices being attained this fall than ruled last, but this is no index. The goods now being talked up are axes, saws, lumber supplies, chains, apple-parers, skates, and like lines. The little call there is for hardware lines enables many manufactories of such goods to close down for overhauling. The delivery of stoves goes on. This year there have been easily one-third more shipped than were sent forward by the same time last year. The supply is almost certain to be short, and the recognition of this fact makes the call for early supply quite general. Agents in Manitoba and the North West are holding back their orders in accordance with an agreement made when given that they should not be despatched to the foundries until a good harvest was assured in that part of Canada, and a big run on stove-stocks will soon be started on North West account. Nails are very hard to get now, though the strike is over. Manilla and sisal rope are lower. There are no other changes.

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co.
MANUFACTURERS TORONTO

BINDER TWINE—The quotations in Prices Current hold without change, that is, at 12½c for blue ribbon, 11½c. for red cap, 10¼c. for crown, 9c. for silver composite.

BOLTS—Carriage bolts have a limited sale at 70 per cent. off the list.

BUILDERS' HARDWARE—This branch of the trade is very quiet.

CORDAGE—Prices of manilla and sisal have been reduced. The basis is now 11c. for manilla, 9½c. for sisal, 9c. for New Zealand, 7c. for sisal lath yarn, 7½c. for jute, 8¾c. for tarred lath yarn.

NAILS—Two of the manufacturers in Montreal have signed the wages scale proposed by the union, and the third is expected to come in. Cut nails are hard to get from the factory, and some jobbers are in want of stock.

METALS

In all metals local trade is at a standstill. The manufactories which consume the bulk of the material are running low or shutting down for repairs. Roofers, plumbers, brass-founders, copper-workers, founders' are all now very slack, and the metal market lacks buyers. Prices are unchanged on spot, and outside the tendencies have been for the most part in the direction of weakness.

PIG IRON—The week has no record of sales of any magnitude worth taking note of Prices are steady at $21.75 to $22.25 for Summerlee, $20.75 for Gartsherrie, $20 to $20.25 for Carnbroe. United States irons are still quoted favorably to buyers.

BAR IRON—Buying is backward at $2.05 for moderate quantities, and $2 for round lots of ordinary merchant bar.

STEEL—Trade is very quiet in this metal, no business being reported since a week ago.

ANTIMONY—Cookson's is easy at 13¼ to 13¾c., other grades at 12¾ to 13¾c.

CANADA PLATES—Are now coming forward to importers and being delivered to buyers at $2.75 upwards. Brights are $3 to $3.25.

COPPER—This metal does not seem to pick up outside. The demand here is unequal to a single exertion involving a large

GALVANIZED BUCKETS---English and American Patterns.
Japanned Ware. Stamped Ware.
Pieced Tinware.

Water Coolers, Baths, etc.

Thos. Davidson & Co.,
474 St. Paul St., Montreal.

MARKETS—Continued

transfer. The price of Lake ingots is 13½ to 13¾c., for casting brands 13c.

GALVANIZED IRON—Prices are steady at from 5¼c., that quotation being for 28 gauge.

LEAD—The price is steady at from $3.10 for carloads to 3⅜c. for small lots of domestic, while imported quotes up to 3½c. for small lots.

SHEET ZINC—Cask lots are 6⅜c., broken lots 6⅝c.

TIN—Buyers are hard to find, and when found their wants are easily satisfied as to quantity. The market in London and New York is dull and prices have not the vitality they had a fortnight ago. The price quoted here is 24c.

TIN PLATE—No amendment is to be observed through wholesale channels, as besides the filling of import orders there is little else doing. Cokes are steady at $3.65. I. C. charcoal quote from $4.25, with $1 added for each additional cross.

OILS, PAINTS AND COLORS.

The oil, paint, and color trade has pretty well subsided for the season, and material for a report it is almost impossible to get. Not a single change has taken place in prices. Linseed oil is to be reported steady. The quotation remains 57½c. for raw and 60½c. for boiled in 1 to 3 barrel lots. Two cents is allowed off these prices delivered in Toronto, Hamilton, London and Guelph. For larger lots the quotation is ½c. lower. Spirits of turpentine still quotes at 49½c. delivered.

PETROLEUM

Refined oil is having rather a better time of it, a somewhat smarter demand ruling since daylight began to wane perceptibly. Prices are unchanged. Canadian refined is steady at 14 to 14½c.

GLASS

Though $1.40 appears to be asked by some jobbers, $1.35 has to be taken, as enough selling is done voluntarily on the lower basis to make the maintenance of the higher one impossible.

OLD MATERIAL.

This is still a dull line. Stock accumulates and prices are easy, as manufacturers are not consuming material freely just now. Prices are steady at the following unchanged quotations: No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

AMERICAN METAL MARKET.

NEW YORK, Aug. 19, 1892.

Eastern manufacturers have received more inquiries for structural steel, a little more business has been done in steel rails also, and a very fair movement in ordinary bars and sheets was reported in some quarters. Neither inquiries or dealings were of remarkable character, yet they imparted a certain degree of life where stagnation has been conspicuous of late, and served to encourage expectations of further relief as the autumn season approaches. Except as outlined above, the situation in the iron and steel trades is without visible change. Low prices that prevail in various departments fail to attract speculative interest, and it is the rule that purchases by dealers and consumers are conducted in a conservative manner, all of which would suggest an abiding faith in ample supplies of finished productions and indifference to the curtailment of output of crude material that has taken place during the past three months.

During the past few days no radical change has taken place in prices of crude material. Here and there inferior foundry iron and mill grades have been let go at low rates, but iron that enjoys reputation for quality and evenness brings about former rates. On Northern brands quotations are as follows:—14.50 to $15 for No. 1 X foundry, $13.50 to $14 for No. 2 X foundry, and $13.25 to $13.50 for grey forge. Southern brands quoted at $14. 25 to $15 for No. 1, $13.50 to $14 for No. 2 and No. 1 soft, $13 to $13.50 for No. 2 soft, $12.50 to $13 for grey forge.

In old material there is but little doing at the moment, and the business passing is at practically former prices. The quotations are $17.50 to $18 for iron tee rails, $14 to $15 for steel rails, and $15.50 to $16.50 for No. 1 wrought scrap iron, all f.o.b. Jersey City

Orders have been placed in the East for about 5,000 tons of steel rails, but the demand continues sluggish and devoid of encouragement. Mill prices remain at $30 f.o.b. for heavy sections, but on contracts, including delivery, rates are adjusted according to freights from competing points.

There has been no improvement in the demand for copper, and the market for the metal remains in a dull state, with some suggestion of softness to values, yet no radical change. Current quotations are 11 5-8 to 11 3-4c. for Lake Superior product, 11c. for electrolytic, and 10 5-8 to 10 3-4 for common casting brands. In the London market prices for merchant bars have eased off to £44 5s. for prompt and £44 15s. for future delivery.

London prices for pig tin have weakeend slightly, last cables quoting £93 15s. for prompt and £93 17s. 6d. for future delivery. The local market does not appear to have been affected a great deal, however, although speculation is slow and cautious and consumptive buying extremely conservative. Sales have been made at 20.45 to 20 1-2c. for August, and 20.55 to 20.60c. for September delivery. At the close spot prices were 20.40c. bid, 20.45c. asked for 10-ton lots.

Pig lead has been sold to a moderate extent at 4.05c. Additional quantities were offered at the same price but consumers appeared very indifferent, and there was no support from other quarters. Western spelter may be secured at 4.65 to 4.70c. laid down here, but finds very slow sale.

The tin plate market is still very quiet, with the leaning of prices still more or less in buyers' favor.

BRITISH METAL MARKET.

Messrs. A. G. Kidston and Company, Glasgow, report on Wednesday as follows:

There is still a good deal of the holiday feeling about. Little or no new business of importance is being transacted. Locally there is a greatly diminished demand, owing to the dull condition of the shipbuilding and allied industries. The export brand does not show much life, but the months of August and September not infrequently bring about a little improvement in this department. Trade with the East is adversely affected by unfavorable exchange. Stocks everywhere must, however, be of moderate dimensions, and this should help matters when the financial position becomes brighter. Production is certainly ahead of demand meantime, but this will right itself. Quite a number of works have during the past two years closed down either necessarily or from choice, about half of these being in the South Staffordshire district. The recent labor troubles have certainly not improved trade; on the contrary, they may have permanently injured it. No small amount of attention has been attracted to the recent developments at Pittsburg, U.S.A., which may be far-reaching in their ultimate effect, affording as they do a powerful weapon to the Democratic party wherewith to attack the high protective policy of the Republicans. The interest in the forthcoming Presidential election must of necessity be greatly quickened.

Pig iron does not offer any new feature. Proceedings on the market have been marked by dullness. The business transacted has been light. Scotch warrants continue to be purchased for consumption, and the price has slightly advanced. Cleveland, owing to smallness of stocks, has been relatively dear, but seems to be rather inclined to recede in value. Hematite warrants have been rather easier. Scotch makers have in some cases advanced their prices. Warrants today closed at 41s 10 1-2d., 38s. 9d., and 49s. 9d., respectively, and stocks stand at 411,816, 23,796 and 41,483 tons.

Manufactured iron and steel are not changed since our last. Makers must be having hard work to make ends meet, and they are very loth to break prices, which, it must be confessed, are very moderate. However, buyers have rather the best of it at the moment, and usually manage to secure some little concession for any business of importance. Competition among merchants has reached an almost ridiculous point.

Copper has fluctuated between £45 and £45 16s. 3d. three months, closing to-day about £45 5s. three months. Visible supply shows a further increase but at current price the metal must be called cheap, and a purchase rather than a sale is more likely to result in a profit.

Tin has again been on the move, and after touching £94 7s. 6d. went smartly up to £97 5s. for cash, £96 15s. three months, but again dropped 20s. per ton. There seems to be a scarcity of cash metal.

Lead.—Very little doing. If the strike at Broken Hill, Australia, becomes serious, it must curtail supplies. Mean-

1000 Electric Bells

IN STOCK.

We guarantee every bell we sell to be a reliable ringer.

We carry a full stock of Annunciators, Batteries, Push Buttons, &c.

It will pay you to get our prices upon any electrical goods you may require.

T. W. NESS,
749 Craig St., MONTREAL.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer.

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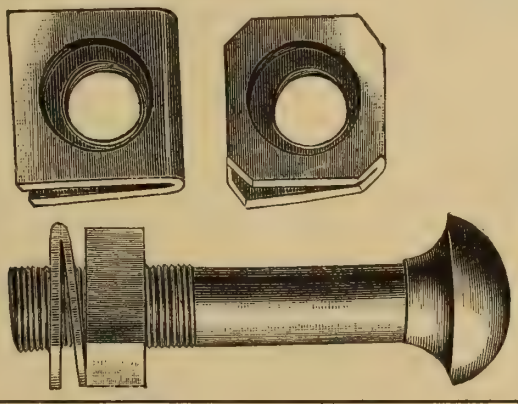
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THE HEMMING BROS. CO.
THE ART METROPOLE.
WILLIAM BROWN, Carriage Hardware.



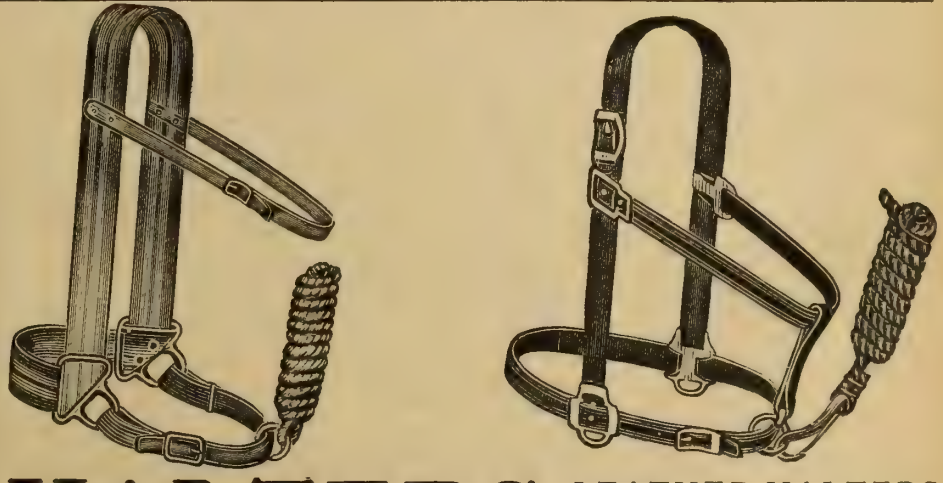
THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.





HALTERS—

LEATHER HALTERS
WEB HALTERS
ROPE HALTERS

Also a full line of Plain and Padded GIRTHS.

Price Lists and Discounts on application.

Manufactured by WALTER GROSE, Montreal.



Is so constructed that the razor cannot cut the edges. The Leather and Webbing are made specially for this strop. The best value ever offered in Canada.

The Hemming Bros.' Co., Ltd.,
76 York St., Toronto.

time values are steady at £10 10s. Spanish, with 2s. 6d. to 5s. more for English f.o.b.

Tin plates are rather easier. There seems to be no prospect of early improvement. An increased export to the U. S. A. of black plate is taking place, and this speaks for itself.

Zinc and spelter are quietly steady.

NOTICEABLE ERRORS IN STEAM HEATING.

As related to the heating of buildings, as well as to any other things of importance in connection with the comfortable management of a building after its erection, a good, capacious, well constructed cellar is of great importance, comments a building exchange. Architects are sometimes led to believe that a contracted, small excavation, or perhaps two or three such excavations under a large building, afford all the necessary facilities for heating it; they are often assured of this by solicitors for heating contracts, and are thus led to consent to such a construction without duly weighing what may happen after the building is erected.

An instance in point is recalled by the writer. An estimate was requested for putting in a heating apparatus in a church which had been erected some years, but in heating had never been satisfactory. Upon visiting the premises to make a survey it was found that only two small excavations had been made, one at each end of the building. In each of these excavations had been placed three hot-air furnaces. These furnaces are connected with chimneys at long distances, with so little head room that no inclination could be given to the smoke pipes, and consequently their draft was very deficient.

After an attempt to heat the church by the use of these furnaces was found to be futile, they were assisted by two small steam boilers, one in each of the excavations. The space between the floor of the church and the ground was too little to run the steam pipes under the floor, and it could not be excavated, as it was solid rock. The running of the pipes over the floors in order to avoid the obstruction of the aisles and doors was an extremely difficult operation, and they were necessarily so run that the expansion and contraction soon distorted them out of shape, trapping supervened, and consequent obstruction of circulation resulted. The writer, after a short inspection of the premises, withdrew and declined to make any estimate on putting in a substitute for the old heating apparatus. Now here was an instance wherein to save the expense of excavating the rock, a total and permanent failure to properly heat and ventilate the building resulted. Inquiry into the history of this case brought out the fact that the architect who originally planned the building, desiring to save the owners all the expense possible, and being convinced by a contractor who wished to put in a heating apparatus that it could be effectually done in the manner above described, was led into the fatal error of not providing a sufficient excavation below the building for the purposes named. No building in which heating and ventilation are contemplated or necessary should ever be erected without ample basement or cellar room for the supply of any heating and ventilating apparatus which may be found to be needed. For very large buildings, like the church referred to, the cellar should extend under the whole of the building. —The Plumbers' Trade Journal.

CONSCIENCE IN WORK.

The policy of right doing, says an exchange, cannot be doubted. Every intelligent man and woman must see that in nearly every instance it pays richly and fully for whatever labor or self-sacrifice it may involve, and in the few cases where they cannot see this result most of them have sufficient faith in the law to trust it. Yet, if this be the only motive in action, it cannot be called right doing in the best sense. That which is done solely from the hope of gain or advantage cannot be of the highest type.

The habit of doing what we have to do as well, as thoroughly and as speedily as possible without immediate reference to its probable or possible effects upon ourselves, is one which would of itself secure at once the best success for ourselves and the greatest good of the community. It would settle many vexed questions and solve many knotty problems. Instead of this, the common course is to consider closely the comparative benefit that is likely to accrue to us in return. There are all degrees of this calculation, from the strictly just to the grossly selfish. One man tries to estimate the true worth of his labor and performs it accordingly, another gives as little work and secures as large returns as possible, and between these there is every shade. But in all such reckonings there is one important element left out. No one can count up the value of the labor which is both generous and conscientious. Even its money value can never be calculated.

The youth who enters business determined to do all that comes to his hands as well and as quickly as he can, who is anxious to learn and anxious to please, who never measures his labor by his wages, but freely gives all the work and the best work in his power, is vastly more valuable than the one who is always bearing in mind the small pay he is receiving and fearing that he should give too much in return. So the mechanic or clerk who, beyond his stated salary, beyond even his obligations to his employer or the demands which public opinion could make upon him, exerts himself to make his work as perfect as he can, and delights in its thoroughness and excellence, apart from any private benefit it can render him, has a value which never can be computed. It matters not what the work be, whether it be done with the spade of the laborer, the pen of the clerk, the brush of the artist, or the voice of the statesman. Such people are sought far and wide, there are places always open to them, and their services are always at a premium. Talents and skill tell tell for much, but conscience in work tells for more. He whose integrity is unquestionable, who can be trusted far and wide, who will work equally well alone as when every eye is upon him, and will do his best at all times, is an invaluable member of society. And he cannot do this simply from the motive of self-interest. It is the result of something more than intelligence and foresight—it is conscience, vitalizing every detail of labor, and raising it to its highest pitch of excellence.

BUSINESS JUDGMENT.

While it is no doubt true that no dealer should speculate it is only in the ordinary significance of the term that the word is thus used. The word in itself means only to buy with the expectation of the price advancing, thus deriving a profit aside from that earned by the manufacturer or dealer by the additional work which goes into the manufacture and placing of the article on the market. The speculator in the primary sense is an individual who considers the market and purchases a quantity of any commodity with the expectation that it will advance in price, a very different thing from buying on a margin, which is the usual meaning of the word speculation. Thus we see that the distinction between speculation in its widest sense, and ligitimate business is one rather of quantity than quality. For instance, a dry goods dealer buys prints to supply his legitimate wants, this is business pure and simple; but if instead of purchasing the usual amount he doubles the quantity with the expectation that by the time half of them are sold the market will have advanced materially, he has speculated. Yet it is by just such actions as these that our merchants grow rich.

C. E. Smyth, Brandon, Man., has sold out his stock of hardware to Johnston & Co.

The Toronto Wire Works, at 128 King St. west, in this city, are doing a large business this summer under their new owner, George B. Meadows. Mr. Meadows is one of HARDWARE'S old friends, and deserves all the success his ample ability can win. The output of his factory includes woven wire of all descriptions, for hoists, etc., iron grille work, and fancy work.

The other night the hardware store of James Simmons & Co., Water street, Dartmouth, N. S., was entered by burglars. The putty was cut away from a pane of glass and the latter removed. An iron bar on the inside had to be forced before entrance could be gained. A large quantity of hardware was taken, including cutlery, horse-clippers, revolvers, etc. The goods taken are valued at about $400. There were a number of pairs of scissors among other articles.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

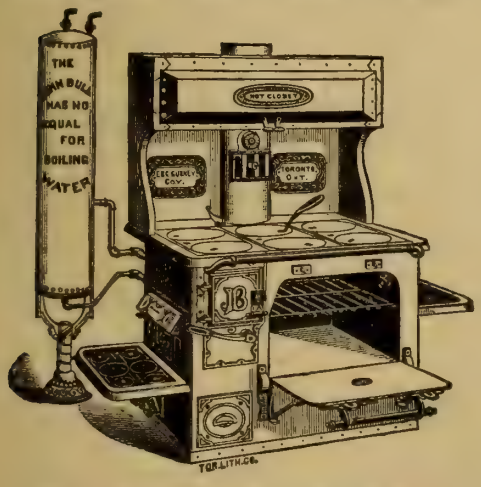
BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11 :

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY. The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern ; so that we have the somewhat singular sight of a combine reducing prices."



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.

—Mane only by—

Pigou, Wilks & Lawrence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.

Painters' Brushes.

With FLEXIBLE BRIDLES attached. Specially designed to supersede the old-fashioned Twine Bridles.

TWINE, MONEY AND LABOR SAVED.

CHAS. BOECKH & SONS, Manufacturers,
TORONTO.

For sale by all leading Hardware, Paint and Oil Trade.

NOTES TAKEN ON THE ROAD.

Gibson & Jones, Pembroke, are the leading stove dealers in that town. They had a very large sale of cook stoves last year. They handle base-burners, but the sale is not large in this section yet, coal being worth $7 and upwards.

Wm. McGie, Belleville, has moved his store and tinware business to new and commodious quarters, more in the centre of the business blocks of the city. His new workshops in the rear are convenient and comfortable. The building is iron-sheeted and every precaution has been taken against fire.

J. W. Walker, Belleville, reports trade good and sales a little above the average. Mr. Walker has a stock that meets all requirements of the large builder, contractor, country merchant and farmer. He has a full line of builders', carriage and saddlery hardware. Mr. Walker is well posted on the markets, as well as new specialties and improvements in his line of goods.

R. M. Mowat, hardware merchant, Trenton, was a large loser by the late fire in that town; but with that enterprise which bespeaks the business man, he has made the loss a gain in the end. He now has a large iron-sheeted steel and iron warehouse in place of the od and inconvenient one burned down. He has also built a powder house outside of the town, where he will carry all kinds of explosives without danger. He is now ready for his fall trade in heavy bar iron and steel, of which he always carries a large supply.

John D. Lee, Arnprior, says trade fair, although the long continued wet weather in that section has its effect, but he thought it just the time to get off a few car loads of old scrap iron. Mr. Lee carries full lines of heavy hardware; also stoves, tinware, oils, etc.

Arthur J. Butler, Arnprior, is successor to his father, John Butler, in the hardware business, and will sustain the credit and popularity of 34 years' standing in the present stand. The store of 34 years ago is hardly adequate to present requirements and Mr. Butler contemplates building at no distant date.

John S. Mair, hardware merchant, Arnprior, though a young man, takes as kindly and systematically to business as a duck does to water, and all the ingenious models and devices to be seen in his store, for conveniently handling and making a conspicuous showing of goods, illustrate the kind of business man he is. Some men say they have no time to read journals; others that they do not need to. Mr Mair has a large store, large stock and large trade, and still finds time to read his trade paper. He showed me a large scrap-book which contained clippings of important articles and cuts of new or improved goods in his line, cut out of Hardware, the Metal Worker and the Iron Age; and many noticeable improvements about his store were from ideas obtained in that way. This is acknowledged by Mr. Mair himself. The writer could give many a reverse picture to this, as seen by him on his travels, but any man who will persist in sticking to the old rut, surrounded as he is with good literature that he reads not, teeming with new, fresh ideas on business, deserves to be let severely alone. Mr. Mair has the contract for bath tubs for the new mineral springs at this place.

From Hardware, New York city, June 25, 1892:—"If D. T. Mallett, hardware man and man of letters, needed an introduction to the readers of Hardware—which he surely does not—we know of no more pleasant way of making his acquaintance than by the perusal of this very able and really valuable book which has come out of his experiences, his studies of men and business, and what he has learned by the continuous and philosophic use of an enquiring mind. Mr. Mallett is not only able to see things and to learn things, but also has an unusually fine gift of telling about them to others. In this book of some 175 pages which has long been promised and is now on hand, Mr. Mallett has produced a volume of 'Ideas for Hardware Merchants' which should be in the hands of every retail or wholesale hardware dealer in the land. Mr. Mallett seems to have struck the happy medium—he 'tickles' and he 'teaches' turn by turn. A glance at the table of contents will give some outline of the variety of good 'Ideas' that the small sum of one dollar will purchase. The unique and tasty cover shows that the author not only fills his books with Hardwares, but also covers the outside with representations of the trade. The book is one that is sure to sell; and the merchant, the retailer especially, who does not send to the J. B. McLean Co., Toronto, Canada, for it will miss one of the best compendiums of advice ever offered to any line of trade."

The monopoly enjoyed by Ceylon for supplying the world with plumbago appears to be threatened once more with extinction, remarks a London exchange, although it appears that the new competitor cannot hope to supply those finer grades for which Ceylon is so justly famous, at any rate for some time to come. Unlike most of Ceylon's former competitors the new mines are situated in Southern India instead of in Europe. The mines stretch along the southwest coast and are apparently a continuation of the Ceylon veins. As they are sufficiently well supported financially and as they appear to be extremely rich in character the new mines are expected to become enduring competitors. Their output, however, so far shows very little resemblance with the Ceylon plumbago, the latter being infinitely superior quality. But it is supposed that with the progress of time, when deeper mines are struck, and more experience has been gathered, the quality of the Indian competitor will be considerably improved and efforts will be made to render it perfectly equal to the Ceylon kinds.—American Artisan.

Essex Free Press:— T. J. Harrington, foreman of C. E. Naylor's machine shops here, has obtained a splendid position in London, Ont., with Stevens & Burns, manufacturers of engines, boilers, waterworks-supplies, etc. He will be general manager of the mechanical department and will oversee the work of about 100 men.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

Errors Located in Book-keeping to Page and Account,
Without re-checking or copying entries, by Goldman's advanced system, which saves from one day to one week every month.
P. CORRIDI,
Accountant, Auditor, Etc.
Authorized Representative for Toronto.
Partnership Accounts Adjusted. Books opened. Statement of affairs prepared.
Office, York Chambers,
9 Toronto Street.

Hamilton and Toronto
SEWER PIPE
—AND—
WATER PIPE CO.
HEAD OFFICE: HAMILTON, CANADA
¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S
Butcher Knives
and Steels,
Farriers' and
Shoe Knives
Are the best in the World.
Trade Mark.

"Happy Thought"
IS BOUND TO WIN
Merchants that appreciate despatch, neatness, permanency and exactness will use nothing but our new "Happy Thought" Counter Check Book.
No Carbon Paper required. Every page copies to the very edge and nothing to do but use your pencil upon the bill. Surely the invention is a "Happy Thought."
Every Merchant is made happy, contented and safe when they use "Happy Thought." Made in all sizes and shapes of Carter and Grip Books.
Send for samples of "Happy Thought" and Store and Office Supply price list, etc.
J. K. CRANSTON,
GALT, ONT.
Agent for Carter and Grip Counter Check Books as well.
Mention this Paper.

THE JAMES SMART M'F'G CO. LIMITED
BROCKVILLE, ONT.

WRITE US

When you are ready to buy

REGISTERS.

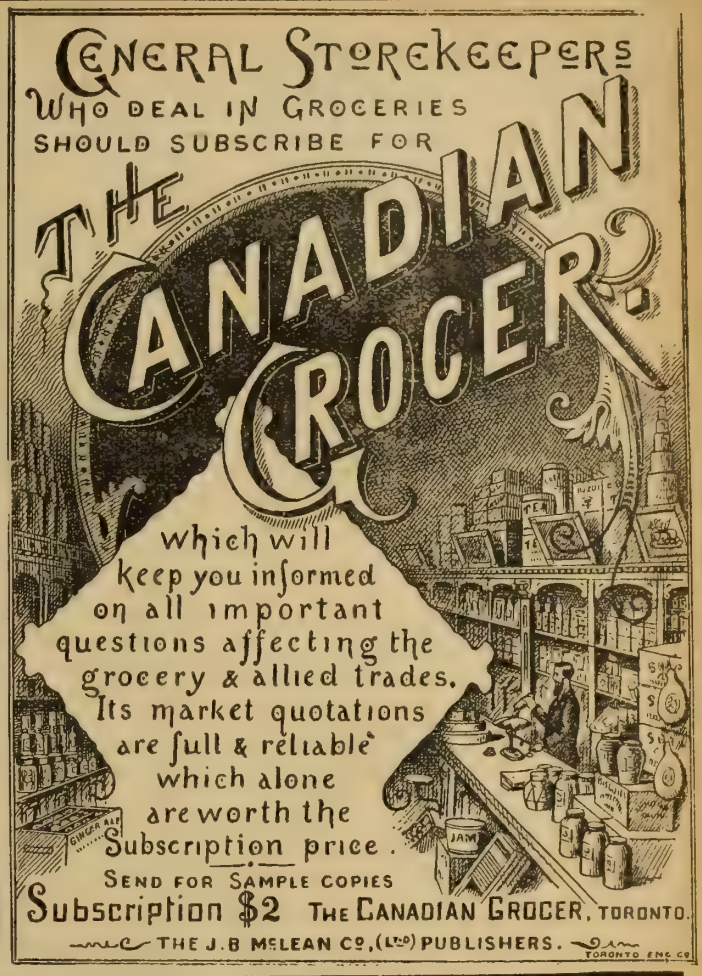
We have :

The Newest Patterns.
The Handsomest Designs.
The Best Finished Goods.
The Lowest Prices.

--Nickel-Plated Registers--

Now almost as cheap as Japanned and greatly superior in appearance. 34

HARDWARE AND STOVE MANUFACTURERS



We solicit enquiries for quotations on the following goods for immediate or fall shipment :

Large Brass and Copper Preserving Kettles, Apple Parers,
American, Hudson and Little Star Peach Parers,
Fruit Presses, Meat Cutters, Sausage
Stuffers, Cow Ties, Rope
Halters, etc.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN,
164 Fenchurch St., London, E.C.

Business Changes

SALES MADE OR PENDING.

The general store stock of E. H. Kelcey, Loring, Ont., was advertised to be sold by auction on the 16th.

The general store stock of W. J. Austin, Haliburton, Ont., was advertised to be sold by auction on the 16th.

The real estate property of James H. Buckley, general merchant, Guysboro, Que., is advertised for sale by tender.

CHANGES IN STYLE OR PERSONNEL OF FIRM.

T. J. Trapp & Co., hardware merchants, New Westminster, B. C., have dissolved, T. J. Trapp continuing.

Lequimme Bros., general merchants, OKanagan Mission, B.C., are succeeded by Lequimme Bros. & Co.

Shirley & Hoy, hardware merchants, New Westminster, B. C., have dissolved, and the business is continued by J. H. Shirley and H. Hoy.

McRae & McKinnon, general merchants, Port Haw Kesbury, N.S., have registered co-partnership of Farquhar, McRae and Hugh P. McKinnon.

REMOVALS AND DEATHS.

Elisha Hawbolt, general merchant, Ecum Secum, N.S., is dead.

W. H. Ruby, of Ruby & Hilker, general merchants, Port Elgin, Ont., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. Roy, general merchant, Thetford Mines, Que., has assigned.

L. Renfred, trader, Beaver River Corner, N.S., has assigned.

J. F. Galbraith, general merchant, Cloverdale, B.C., has assigned to Wm. Skena.

The creditors of S. Fournier, general merchant, Sudbury, Ont., have been called together.

CANADA'S GREAT FAIR, SEPT. 5th TO 17th, 1892.

The citizens of Toronto have voted $150,000 to the Toronto Industrial Fair for improvements to be made on the grounds for this year's Exhibition, which is to be held from the 5th to the 17th Sept. next. About 50 acres have been added to the present grounds and a new race track and new grand stand to seat twelve thousand people is being built and many other improvements are being made. Consequently this year's Fair promises to be greater and better than ever. A large number of fine special attractions have been arranged for and several new features are promised. The exhibits in all departments will be larger and better than at any previous Fair and will include many that have been prepared for the World's Fair next year. Cheap excursions will as usual be run on all railways and the attendance of visitors will no doubt be as large as ever. All entries have to be made on or before the 13th of August, but most of the space in all the buildings for the exhibit of manufactures has already been applied for. For copies of the prize list and programmes drop a post card to Mr. Hill, the Manager, at Toronto.

HINTS TO ADVERTISERS.

"Eye-catching" is the first thing. A good picture will usually do it. Everybody knows that, but doesn't seem to know what follows.

"White space" has come to be an expensive luxury. With the majority of advertisers paying for it, better let them pay for yours.

Put three inches of compact reading matter almost anywhere on the page of a country weekly, and it will be well framed for you by other people's white space.

A good head-line will sometimes prove an effective eye-catcher; but if it fails to catch the mind also it is useless. So is the best picture.

A poor picture is worse than useless. It drives people away. The better they can see it the worse they hate it.

What is a "good" picture or a "poor" one depends on the taste of the people you want to reach. If a monkey hanging by his tail and wringing a cat's head off induces a large number of people to buy your goods, that—for you—is a good picture.

If those people only laugh and say: "That is funny as blazes!"—then go and buy somewhere else—that picture is a poor one.

The same with a catchy head-line or anything else about an ad. which merely amuses people. The end of advertising is to sell goods. That is a better ad. that makes a few people buy than the one which only makes everybody laugh.

These humorous pictorial effects are supposed to serve their purpose by attracting attention, while the reading matter "does the rest." A man can draw a crowd by standing on his head, but how much reading matter would it then take to convince them that he was sane enough to trade with?

It is a handicap to have to use half your space persuading people that you are not such a clown as you appear.

A really good picture is pertinent to the subject of the advertisement, is an argument in itself, or an illustration of the argument that follows. Then, if funny, the humor all goes the right way—toward selling goods.

Anyway, the picture should be attractive, bright and airy; if it must be a pun—not too far fetched. Don't be as funny as you can.

Head-lines shouldn't be screech-lines. They are out of date, only used by the Rip Van Winkle advertisers. Readers are tired of the "Stop There!" "Say You!" sort of appeal. After ten years of being yelled at it grows monotonous.

To cut a wide swath with the least money, three inches of "pica" without a heading, followed up "everlastingly" in weekly papers, will usually show good results, when the thing to be sold will bear talking about.

But there must be a "head" in the office where the ads. are written. Don't write your own ads. if you can help it. But have them well written, even if you have to do it yourself.

Better hire a writer and tell him your ideas; if he agrees with you entirely discharge him. If not, argue the matter over, then give him his head, and the chances are he will do better for you than you could for yourself.

You are almost sure to be wrong on some important points; so is he. Between you you will come nearer to it.

Tell buyers the things they want to know about your goods and the things they ought to know, which they will find out after they buy.

Answer—in your advertising—the questions that would be asked if you were selling the goods over the counter.

Don't waste words explaining some technical matter of no practical account, but explain very carefully everything that is of consequence, no matter whether people know enough to ask about it or not.

Try to sell your best goods first. Talk more about the goods than the price. Most people will pay for what they want. Make them want it.

Have an advantage of some point over your competitors, and advertise that point. Don't claim what you haven't got.

Don't say yours is the cheapest when some one else undersells you. Don't say it is the best when a better is made. But advertise yours as the only one with a blue stripe, or the only one with sugar in it, or the only one with a brass handle.

Add some particular thing worth having to your goods, and let people know it.

Immense capital may be required to sell the best or the cheapest, but it only requires a little brains or gumption to sell something different from others, and a little better in some respect.

No matter how humble the business, it can be distinguished in some way, so that people will favor it. So small a matter as white wrapping-paper or a pink string will influence a majority. That is good advertising. —W. Dixey in Printers' Ink.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

TRAVELLER WANTED, IN A FEW months hence, a travelling salesman, one who understands the stove, tinware or hardware trade throughout Manitoba and the North West. Give particulars as to past employment, also salary received. State whether married or single, age, etc. Correspondence confidential. Address, "North West," care HARDWARE.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

-MIXED PAINTS-

THE CELEBRATED
"UNICORN" Brand
IS THE BEST IN THE WORLD.

Send for our sample card of 40 colors.

Manufactured only by
A. RAMSAY & SON,
Established 1842.
MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletreé Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.
GEO. GILLIES, Gananoque, Ont.

The E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.

MAMMOTH WORKS AT HULL, CANADA.

CUTLERY.

Every importer should see our Samples for Fall orders.

Dickson's Carvers, with or without Cases, cannot be surpassed for good value.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

J. L. Goodhue & Co

DANVILLE, QUE.

For the convenience of Western trade a full assortment of Staple sizes of our Leather Belting is now kept by our Western Agent,

H. D. SIMMONS,

74 York St., Toronto,

TELEPHONE 2164.

Send in your orders.



Excellent Quality! Reasonable Price



ADAMS-MARS BEST.

GALVANIZED SHEET IRON. SP

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

Bradley M.L.S.	Per box
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7½ 7¾

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2⅝, 3
22 to 24 "	2⅝, 2⅞
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright 2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ to 65p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¾

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16½ 0 17½
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17½ 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06¾

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " "	2 25
Canadian " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 57½
Boiled "	0 60 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 46½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, one shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45

Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, eacn 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... .. 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c:

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c;

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches				
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb . 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests, Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc. Prices Low. Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)
1. Either Canada or American Pattern.
Basis—50 to 60 dy 2 30
40dy 2 35
30 dy 2 40
20, 16 & 12 dy 2 45
10 dy 2 50
8 & 9 dy 2 55
6 & 7 dy 2 70
2. American Pattern Only
from 4 to 5 dy 2 90
3 dy. (lath) 3 30
3. Canada Pattern Only
from 4 to 5 dy 2 80
3 dy. (lath) 3 20
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 25

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p.c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9½	9¾ 11 11½
¼, 5-16, ⅜ in.....	10½	10¾ 11½ 11¾
Cotton, per lb.....		22 25
Russia Deep Sea, per lb..		13½ 16
Jute ..... " ...		08 08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each 1 75 2 75
" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes 3 25
" ½ and ¼ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons .....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4¾
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz ..... 1 [illegible] 2 5[illegible]

Tinner's Shears and Snips

P. S. & W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap 0 11½
" Crown 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " " } 4¼ 4¾
" Plain twist, 2 & 3 wires
" Steel thorn and ribbon 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

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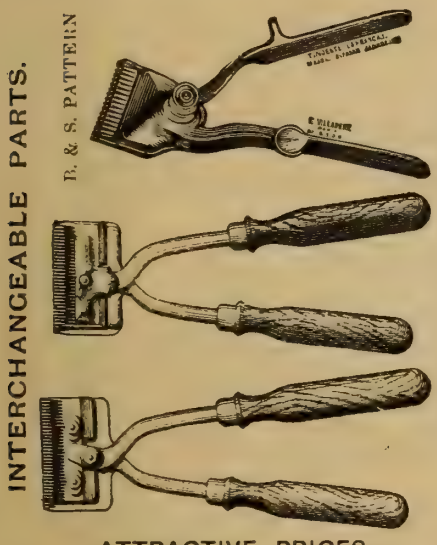
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PRICE $1.00 POSTPAID.

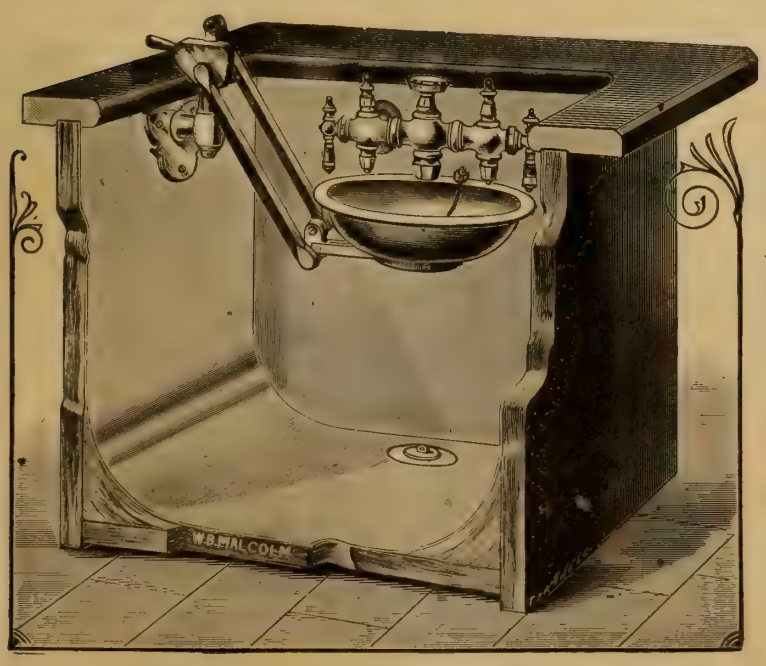
This novel book is the only book ever written especially for Hardware men, and every Hardware Merchant will find it of decided help and of intrinsic value. It tells HOW TO ADVERTISE a Hardware Store. HOW TO DRESS a Hardware Store Window. HOW TO SELECT Seasonable Goods and HOW TO DISPLAY them to best Advantage. HOW TO MAKE a success with Hardware. HOW TO COMPETE with "Department Stores." HOW TO TURN a Credit Business into a Cash Business. HOW TO AVOID Bad Debts and Increase Trade. HOW TO SECURE Low Quotations from Jobbers and Manufacturers. HOW TO ARRANGE the Fixtures in a Hardware Store. HOW TO TREAT and Manage Clerks. HOW TO KEEP your Accounts with the Least Labor. HOW TO SYSTEMATIZE your Business and Arrange its Details. HOW TO ARRANGE Price Lists. HOW TO MEET close Competitors and HOW TO BE ENTERPRISING. HOW TO PROPERLY proportion Store Expenses, and thousands of practical hints for Hardware Merchants.

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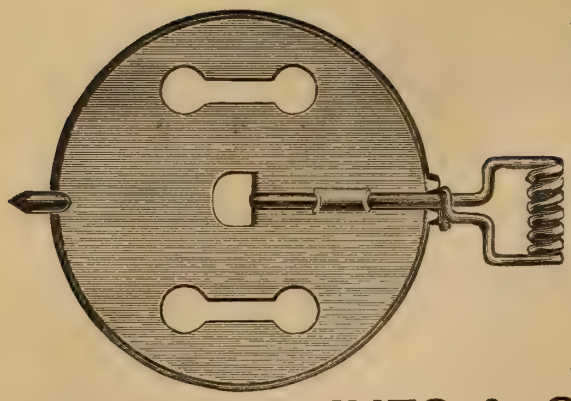
Malcolm's Patent Adjustable Basin Stand.



Unique, Durable, and Cheap. Nothing like it in the Market.

It is easily adjusted to any position; is filled from the bath taps, and when filled, can be raised to the desired height by the user, or swung to the outside of the bath by either adult or child, and will remain where placed.





THE "PERFECT" DAMPER,

WITH NICKLE PLATED COLD HANDLE.

Commends Itself to all Dealers and Users alike.

Simple to apply. Efficient. Attractive in appearance.

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This Damper is made of CAST IRON and warranted not to warp or rust out. Far superior to sheet iron dampers.

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For which We are Sole Agents and Manufacturers in Canada.

We Hold the Patent and Sole Right to Manufacture in Canada.

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We Make all Our Hose by this Process.

Ask the Merchant you deal with for it and take no other

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Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

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Five o'clock Tea Kettles.

All goods are manufactured from the best material and workmanship and are therefor strong and durable, possessing a superior finish and handsome appearance. No kitchen should be without them.

Sold by the principal Hardware Merchants in the Dominion of Canada, and by

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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. IV. TORONTO, AUGUST 27, 1892. No. 35.

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NEW YORK OFFICE, N. W. Cor. Washington and Cortlandt Sts. CHICAGO OFFICE, 12 Pacific Avenue.
MONTREAL OFFICE, H. McLaren & Co., Agents.

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"Aluminum Genuine Babbit," Price 25c. per lb. f.o.b. New York
"Aluminum Bearing Metal," 18c. " " " "
"Big 4 Babbitt," - - 14c. " " " "
"Pyramid Metal," - - 10c. " " " "

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CUTLERY, PLATED WARE,

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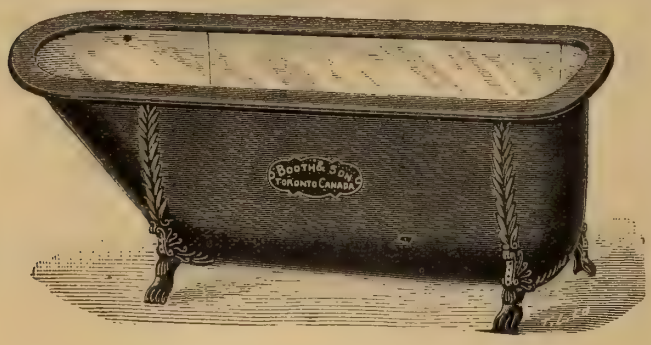
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RICE, LEWIS & SON, Ltd., King St. E.,

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IMPROVED SANITARY BATH



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Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

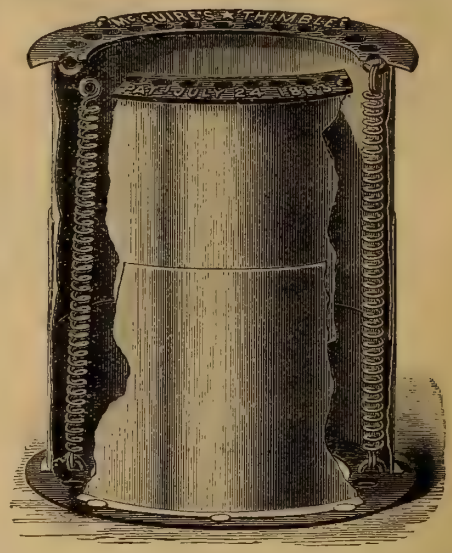
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The old form of Thimble, made to size, has been supplanted by the McGuire, which adjusts itself to any thickness of floor or partition, and is always ready for use.

We have improved this Thimble very much; it is the finest article of its kind ever offered for sale

KEMP MANUFACTURING CO.,

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We have dropped the "Gilbertson's Old Method" brand of roofing plates, therefore we now WITHDRAW our GUARANTEE from same.

Our reasons are as plain as A, B, C.

A — We could not act in good faith with our customers had we accepted the propositions made to us by the maker with a view to equalize the increased cost brought about by the advanced duty.

B — Numerous complaints and letters received by us from our customers, positively assert that the quality of this Brand is not now what it used to be.

C — After careful investigations we find we can make a much BETTER and a HEAVIER and more EVENLY-COATED plate IN OUR OWN WORKS in Philadelphia, than we have ever imported.

Hence, our heaviest coated, guaranteed Roofing Plate will now be the

"Merchant's Old Method"

Made and Guaranteed by

Yours respectfully,

MERCHANT & CO.,

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Users are rapidly learning that it pays to buy Shovels, etc., that can be so readily rehandled.

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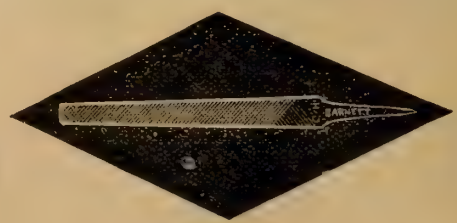
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Stock carried at Toronto Branch.

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Vol. 4. TORONTO, AUGUST 27, 1892 No. 35

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The irritation incidental to certain circumstances in the shipment of goods having been dealt with last week, the annoyance incidental to defects in paying for them may be profitably referred to. Of course the fault that overshadows all others in this class is the failure to pay at all, or a composition of the debt by a partial payment. Most losses of that description are the natural fruits of the beneficent credit system that obtains in the hardware trade, and lie at the door of the jobbers themselves. If safety requires that a dog be tied at all he ought to be tied short. Otherwise his tether gives him range to do all the mischief he wants. The same is true of limits to credit. If they are not narrow they will make collection difficult and full payment doubtful. Renewals are not what the creditor looks forward to on pay-day. His capital has been at the service of the trader for four or six months, it will have increased but little even when paid promptly, as the practice of price-cutting keeps profits down. The wholesaler should therefore have his money on the day it is due. One retailer may reason that his backwardness with money due is too small a matter to cause any trouble to a wholesaler, but he might have a little more consideration for the wholesaler if he would regard himself as a type of all retailers, and ask himself what the wholesaler would do if all retailers were behindhand with their money when payment is due. Wholesalers have their engagements to meet at that time, as they have need of their capital to lay in stock for another season's trade. If retailers would always feel that debts for goods had first claim upon their cash, there would not be very much renewing necessary.

* * *

The retailer who gives a note and allows it to mature without making any sign that he will not be able to meet it is culpably negligent. A very large number of traders are guilty of this inexcusable conduct. The note has been discounted at the bank, and if the maker does not pay it when due the wholesaler must or else allow it to go to protest. When the wholesaler is not advised that the retailer cannot have the money ready for payment when it is due, he is liable to be lured into a sense of false security, out of which he is suddenly awakened by the bank's messenger at the very last moment of banking hours. And this thing happens often enough for several notes to come down on a wholesaler upon the same day. He is not prepared for such a call, not having been warned that it will be made, and is naturally exasperated at the stupid indifference of the man he trusted, who does not seem to care what embarrassments he brings on his creditor. It would be an easy matter and only a very simple act of considerateness for the maker of the note to inform his creditor that he could not meet it when it would become due, and to send this notice some days before the completion of maturity. The many people who allow their notes to come back on the wholesalers surely are not all aware of the consequences of their very unbusiness-like neglect. Nor does it do themselves any good. The wholesalers who have been treated once in this way are very likely to take note of the men who so left them in the lurch, for it is a habit of business men to jot down all that they observe in the character of those they have dealings with. And what they jot down in such moods is sure to be a black mark against the unwise retailer. When he wants a favor he will probably be denied it. The note would have been taken up and held for him, and no great fuss would have been made about it if he had asked that it should be. A candid man will not sneak off and leave somebody else to take up his note; if he cannot take it up himself he will manfully say so in time and will ask his wholesaler to do him that favor. These neglected notes are usually not allowed to go to protest unless they are payable at some outside bank, at which bank they are made payable for the maker's own convenience. If he does not take them up there, they are usually allowed to go to protest. Some houses are in the habit of advising their customers when their paper is due, but even in these cases an answer is not always vouchsafed when the trader is unready. A considerable amount of the money of those who pay promptly has to go to meet the notes of those who do not, but wholesalers would like to know beforehand whose notes will have to be taken up.

* * *

The claims made for cash discount when the time is exceeded in which such discounts are allowed tax the patience of wholesalers very often to the point of exhaustion. When a man knows that payment for goods is regarded as cash if made within thirty days of date of purchase he ought to make it a point to proffer the money inside of that time. He has no right to expect the discount in thirty-five or in forty days. A wholesaler has a right to take full payment on all bills which are held until after the time for discount is expired. That habit would make some temporizers a little more exact. There are traders who persume on the strength of their account to force a creditor into giving

them full discount days after they are entitled to it. It is not always those who find it hard to raise the money that come straggling in in this way, but those who have it and choose to use it otherwise in the meantime are guilty of the same delay. This gives an undue advantage to so-called cash customers over those who are really cash customers and over credit customers, and wholesalers should be obdurate in insisting upon payment being made within the limited time before discount will be allowed. Sharpness is the only way to make some people fair in their dealings.

* * *

A source of petty losses that aggregate to a considerable amount in a year's trade is the exchange on unaccepted checks payable at outside banks. This exchange is one-quarter of one per cent. for most banks outside the city, and the minimum charge is 25 cents. Hardly any one who sends a check in payment of an obligation is ignorant that the cashing of it will cost the creditor from 25 cents upwards, and yet that way of remitting is very largely in favor, and is resorted to quite freely for small amounts, so that the commission for exchanging is a material deduction from the profit on the transaction for which the money is paid Some houses request payment to be made in currency, when the amount is small. That rule should be generally observed, and either cash or post office order should be forwarded for small sums. The trader has been benefited by the credit and should bear the charge of transmitting the money.

* * *

The trader needs to be something of an adept in distinguishing true money from false. It seems impossible to keep the currency purged of spurious money. Bad half dollar, quarter dollar and ten cent pieces are constantly turning up in different parts of the country. Lately there has been less heard of counterfeit bank bills, but they too are actualities and not so scarce as they should be. Their worthlessness is seldom so easily discovered as is that of the base coins. The physical properties of the metal are usually a reliable means of testing a coin. The feeling, the color, the weight, above all the sound, are checks that will usually protect the trader against unlawful coin, if he will but take the precaution to use these checks. Besides the physical properties of the metal there is the stamp, which often is a very good guide. That will frequently be found imperfect, either in the omission of some detail of the device or in the character of the impression, the lettering and figuring being seldom so clearly cut, so well brought into relief, in spurious as in genuine pieces. The trader ought to study the matter carefully by means of object lessons, for which he has abundant material and opportunity in the money he receives every day. He should take the scientific way, and find out by the use of his senses all there is to be learned of the properties of true silver coinage, and compare with the standard he thereby arrives at, the properties of all doubtful coins. A series of observations pursued with earnestness for awhile will train the senses of touch, sight and hearing so that they will come to perceive at once points that would perhaps not be noticed in a lifetime if attention had not been given this bent. One man will handle five times as much silver as another without acquiring one-half as much sensitiveness to variations from necessary characteristics, simply because the other exercises his observation and consequently trains it. Where a man's calling involves nice discernment between good and bad coin, as for example in banking, his judgment becomes infallible. That shows what careful observation can do, and traders can make as much of the same habit as bank tellers can. United States coins are more frequently counterfeited than Canadian. They circulate in both countries and are therefore in greater demand; also in the United States currency there is a dollar piece, which is an advantage to counterfeiters as it pays them better to copy large coins than to copy small ones. A gang of counterfeiters was broken up in Wallaceburg, Ont., last week. They operated along the St. Clair river frontier, where United States silver is almost like an international coinage. They did very skilful work. Their money had largely crept into the currency circulating on both sides of the line. Counterfeiters can afford to lay out more money on their raw material nowadays than they could a few years ago. It would probably pay them to buy pure silver and make coins from it, as the price of that metal is now so low that the quantity of it in a United States dollar piece costs only about 65c. This would allow of 35 cents on the dollar to pay for the labor and risk of counterfeiting the government stamp, but would secure a class of coin that would not have a false ring, and thus diminish the risk. It would pay the manufacturers of cheap money for the people to work on a narrower margin, use an alloy approximating to coin silver and lessen the chance of their finding their way to penitentiary.

* * *

This depreciation in the price of silver is likely to become a seriously disturbing factor in the currency of countries whose circulation is on a bi-metallic basis—that is a basis of gold and silver, as the circulation of the United States is—and is already a seriously disturbing factor in the currency of countries whose circulation is on a purely silver basis, as is that of India, China, Japan, Mexico, etc. So long as the people of the United States can furnish gold to meet all foreign trade balances against them, or all foreign calls for interest on securities, or for the principal on securities sold back to them, the silver currency in that country will have internally the same purchasing power as if it were based on gold. But so soon as their supply of gold becomes inadequate to meet the calls from abroad, their silver currency will have to take its place, and will be accepted only at its gold value, or at from 30 to 35 per cent. below its face value. And of course that will regulate the value internally in the United States and make silver dollars equal in purchasing power to 65 or 70c. Then holders of United States silver and silver certificates in this country will have to lose over one-third of the value of all such money they may have, and it is estimated that between four and five million dollars of such money is circulating in Canada. It is improbable that the United States will be unable to meet all European calls for gold, so that shrinkage in the buying power of the former country's silver is not immediately likely. The time of year is at hand when the gold movement will turn to this side of the Atlantic, as, soon the fall shipments of grain will commence, big railway and industrial earnings will invite European capital to the United States and save that country from the necessity of falling upon the silver prop of its currency. There seems little likelihood then that United States silver will soon lose any of its purchasing power, but it is prudent for dealers to discourage its circulation as much as possible. If there should be any danger of a break in the value of U. S. silver, it is almost certain that our government would enforce the section of the Tariff Act which imposes a duty of 20 per cent on all articles not enumerated as either dutiable or free. In section 866 this Act reserves United States silver coins from the list that it admits free,

so that these silver coins are dutiable at 20 per cent. But the duty has not been imposed, United States silver coins being admitted as if they were free. It is a difficult matter for a customs official to ransack the pockets of travellers and the money letters of correspondents coming into this country from across the border. About two-thirds of the United States money circulating here is in silver coin, the rest is in silver certificates. The certificates, in addition to being redeemable in silver—and therefore at about two-thirds of their face value if the supply of gold in the United States should become exhausted—displace money of our own banks in the circulation, and so of course does the silver coinage of the United States. This means a big loss of interest to our banks. In countries where the currency is on a purely silver basis, the shrinkage in the value of money is remarkable. It now takes nearly two rupees to buy in India what one bought but a few years ago, though commodities by comparison with a gold basis are much cheaper. Of course, though we have silver coins in this country, all our circulation is on a purely gold basis, as is that of the whole British Empire,—the Indies excepted—the silver coins being scarcely regarded as money, but only as counters and in use only for the subsidiary purpose of making change. The dollar is properly the unit of circulation and it is on a gold basis. Hence it makes little difference to us if our fifty cent piece is intrinsically equivalent to but 33c. A postage stamp is worth 3c., though there is not originally 3c. deposited against it. But if the retail trade insisted on Canadian money for awhile, we should soon get rid of all danger from United States currency. The Monetary Conference which meets in Europe—probably in Brussels—next month will consider the silver question, but will hardly be able to settle it. There is something chivalrous in the United States holding on to a bi-metallic basis and running the risk of being reduced to dependence on its silver. The great drain on its gold that the monetary requirements of Europe occasion every year, owing to the larger need for gold because that is practically the sole basis of their circulation, even in the countries of the Latin Union, threatens to exhaust the United States supply. Consequently as trade increases in Europe, the circulation must expand largely at the expense of the United States, and tend to force that country on a purely silver basis.

CLERKS' ASSOCIATIONS.

Why is it that we hear so little of clerks' associations in this country, or in the United States? Have the clerks no objects that can be furthered by their joint action? Are they sufficiently paid? Are their hours always short enough? Are they proficient in all the requirements of their calling? Is there a well-established fraternal feeling among the salesmen of the same town? Is mutual improvement impossible? The clerks are neglecting a useful means of self-advancement in abstaining from organization. There are innumerable ways in which a clerks' association can be turned to account for the improvement of the salesmen of our stores, and what benefits them benefits their employers, and benefits the whole trade. With well-trained, well-informed, well-paid, zealous clerks in our stores, business would be infused with a new spirit. The clerks of any description of trade are vital organs in that trade, as the liver and the lungs are vital organs in the human body, and the trade will flourish or languish as these organs perform ill or well their respective functions.

If the young men who are engaged in mercantile pursuits would form an association in each town and city, they could carry out various schemes of improvement that would react beneficially on their material and moral welfare. Such an association could have its committee on sports to look after the exercise of the members, to organize clubs for cricket, football, baseball, bowling, curling, boating, bicycling, etc., to provide indoor exercise, to arrange matches, and discharge many other duties proper to such a committee. A reading committee could have its range of duties specified. An executive committee could be entrusted with the graver matters of hours, pay and general policy. An amusement committee would arrange a concert or drive in winter, an excursion or picnic in summer, a way of spending a particular holiday, etc. The moral atmosphere could be kept regulated by a committee authorized to carry out certain rules against objectionable conduct in the association. A debating club would be a very useful organ in such a body. Trade questions would be discussed by such a club, and the process of mercantile education would be carried on through it. THE CANADIAN GROCER would report the proceedings and doings of the association, would notice the discussions and give all the help and countenance it could render.

Good health, good spirits, good fellow-feeling are not born of isolation and confinement. Mix up together, take as much fresh air and sunlight, along with moderate bodily exercise, as you can get. Your mental needs must not be neglected. Read and select such literature as will strengthen, not enfeeble you. You will be a power in the store if you look well to your physical and mental health, as well as to the social conditions about you. A principle of philosophy upon which some noble characters have been grounded is, Hold yourself responsible for every cross and trial you have. Others may be to blame, but you cannot bring reforming agencies to bear on others as you can on yourself. Instead of hunting them up, find out where you were at fault in going into or bringing others into the matter, and calmly take the lesson to heart. This rule has made a disciplined man of many a naturally headstrong one.

INGOT COPPER.

In its issue of Aug. 5th, the London Daily News considers the copper situation after this manner: What the natural position of the copper market may be nobody knows. There is always a combination, and usually a counter-combination, among buyers and sellers; for business in copper on the metal exchange represents only a very small proportion and that mainly speculative, of the trade in the article. It is well known that dating from July, this year, American and European producers who control together four-fifths of the world's supply of copper, have entered into an arrangement by which, in return for a slight reduction in the output of European mines, the American producers engage to keep down their exports according to a sliding scale, which will begin to operate when the exports tend to exceed 40,000 tons in one year. According to recent advices, the exports will not reach that amount during the next 12 months, and seeing that the average imports into France and England alone from North America have been 30,000 tons per annum during the last three years, the restriction is an important one. In favor of this combination it is to be said that no attempt had been made to regulate the price of copper, but only to make such a regulation as well convince buyers that the market will not be flooded with new copper and so depressed. All legitimately interested in the copper trade find an understanding desirable, but the lesson learned more than three years ago, when the French copper ring broke up, has been borne in mind by those concerned, and no further effort to manipulate the price is now made. A good deal of stress just now is laid upon the undoubted fact that the visible stocks of copper in England and France have tended to increase during the last four months. At the end of April the visible stock was 53,328 tons, and it is now 59,738 tons, the result mainly of an increase in supplies. Accordingly the price of copper has been weak. The recent increase of stocks has been taken to mean a continued tendency to increase.

F. W. Hoare, of the Hamilton Wheel Tools works, one of Hamilton's best known manufacturers, died on Friday evening. He was 72 years of age.

OUR LONDON LETTER.

LONDON, Aug. 6th, 1892.

STATE OF THE METAL TRADE.

Reports from Birmingham inform me that considerable depression exists in that centre and adjoining districts. The total number of furnaces now idle in the north of England and midlands together is understood to be 221 out of 397 built, and of the former 129 are in the midlands. There is plenty of room for improvement before the capabilities of the pig iron trade are anything like overtaxed. There is by no means a large volume of trade doing, the foreign orders being poor. There is also very little doing with India. With the rupee at 1s. 3d., large orders for cutlery and hardware generally are out of the question. The present rate of wages and price of materials would make their execution a loss. Indeed, it is becoming a serious question in English trade circles—"What is to be done with India?" We cannot do business with that country with even a chance of a small profit under the existing conditions. There is every likelihood of the value of the rupee falling still lower, to 1s., or even to 8d., unless the production of silver in the United States is restricted. This may form one of the questions to be debated at the forthcoming monetary conference which President Harrison and his party have been the means of bringing about. Everyone trading with India is saying, "Something must be done;" but what that "something" is is not so clear. Bombay cotton spinners, under the direction of English companies and officials, are rapidly taking from us our cotton trade, while the McKinley Act, by excluding cheap cutlery and hardware from Germany, has compelled the persevering Teuton to send his wares still farther afield, and he has flooded the Indian market with such goods. These competitors continue to make great headway in the colonies, and particularly in the secondary grades of scissors and knives. Our manufacturers are handicapped in the race for producing lower class goods, as the Germans work longer hours at less wages. There can be little doubt entertained by shrewd people that the bulk of this class of business is steadily passing away from our hands over to continental manufacturers. There is not much of a demand for saws and edge tools. Many cutlers and other artisans are idle. Makers of machine knives, reapers, and garden tools have had a fairly good season.

The iron and steel trade of Newport is slowly recovering from its recent state of depression. The rail trade, though nothing like what it used to be, is picking up, and a few good orders for steel rails have been given out with a little more freedom than has hitherto been the rule. The bar iron trade is fairly well employed. I am pleased to say that the tin plate trade is improving, and that exports to the United States are increasing. The appended table shows the shipments to the States for the first six months of 1890, 1891 and 1892.

Exports of tin plate to the United States during the first six months of

	1890.	1891.	1892.
Tons	139,027	263,225	143,021
£	2,088,158	4,368,088	1,928,372

The exports have been steadily increasing during the last six months, although slowly. Last month's (June) shipments to the States were 23,550 tons, against 30,793 tons in June of 1890, a period unaffected by the tariff act. The respective values were £311,912 and £448,443.

There has also been more doing in this line with British North America, exports for the first six months of 1890 being 5,967 tons, 6, 451 tons in 1891, and 7,304 tons in 1892, the value being £90,957, £110,815, and £110,793 respectively. France, Germany, and Russia are each buying more tin plates from us, so that it is not altogether surprising to find that the total exports, which in the six months of 1890 amounted to 190,860 tons, have risen in 1892 to 206,777 tons. In the corresponding period of 1891 they totaled 306,206 tons, but that was purely exceptional on American account, and cannot be used as a fair comparison. Values have fallen, shipments in 1890 realising £2,906,993, against £2,824,042, although in the latter six months the quantity exceeded that of 1890 by 15 917 tons.

It is thought in some quarters that as stocks of cutlery and hardwares are low throughout the country, Sheffield manufacturers of these goods may have a brisk autumn and winter trade. Now that it is seen that the price of fuel will be maintained, buyers will know that prices will not fall and orders will possibly come in.

THE ENGINEERS' WAGES DISPUTE.

I mentioned in my last letter that a dispute between the engineers engaged in the north of England and their employees was pending. The original request was for a a reduction of 10 per cent. in wages of men earning 30s. a week, and 5 per cent. in wages for men earning less than 30s. This demand has now been modified, and the masters, at a recent meeting, agreed to ask for a reduction of 5 per cent. in piece prices, 1s. 6d. in wages of men earning 30s and upwards, and 1s. on wages of men earning less than that sum; one-half of the reduction to come into effect in the first pay of September, and the remainder in November. It is thought that these terms will be accepted. The demand was made by the men for an eight-hour day, as is asked by the amalgamated engineers, but the employers refused it. It is only a few months ago since the engineers struck work, and remained out for months, on a trumpery question as to who should fix a bit of piping—the engineers contending that it was their work and not the plumbers', although two years previously they had refused to do this very class of work. The engineers of the north have had a terrible time of it lately, and they have not yet seen the last result of their foolish act. The strikes which have occurred in this country during the last few years have done English trade an immense amount of harm, from which we are still suffering. London laboring men are now directly represented in the House of Commons by Mr. John Burns, who is, I believe, from what I have seen of him, a perfectly honest politician, but far too eager to get a universal eight hours day for all trades made compulsory. There is a small labor party—consisting of some four members—in the House, but the great bulk of the artisan class in England look with suspicion on candidates who pose as their friends, and only men of quite exceptional and tried ability get elected.

THE REPORT ON THE MC'KINLEY TARIFF

A cable despatch from Washington, giving a summary of the Finance Committee's report on the working of the McKinley tariff, was published in the chief London journals on the 21st of July. It stated, as you are doubtless aware, that the ordinary cost of living of a family was 0.44 per cent. less in September, 1891, than in March of that year. The report also states that the wholesale prices declined at substantially the same rate; that the average prices of all agricultural products, execpt flaxseed, when given their proper relative importance, were 18.67 per cent higher in September than in March; that the cost of living in Great Britain increased in the interval named by 1.9 per cent, and that wages in the United States appear to have averaged 77 per cent higher than in Great Britain. These statements, as cabled over, were received with incredulity by the journals, and one of the leading commercial papers here—the Financial News—asked if the report had not been prepared for political purposes, and whether the figures had not been 'cooked up" for the occasion. It admitted, however, that if the statements could be substantiated the Protectionists would have a very strong case for a second lease of power at the coming Presidential election. American ways, reports and doings are looked upon with a large amount of skepticism. It is no uncommon thing to hear it said here, "Oh, so and so is another Yankee notion," and no more notice is taken of the matter. This applies not only to politics, but to trade and commercial matters. I must say that perhaps the majority of Englishmen regard the ordinary type of American as a rather clever mountebank, against whom it is always wise to button up one's pocket. The hurry and mobility of the American are repugnant to the English merchant, who rarely hurries, and who is accustomed to take things in a comparatively quiet way. I find in moving about among commercial people here that the Americans never lose a chance of English trade, and rejoice exceedingly if an order is taken in competition with English goods. If an American sells his goods in the States he thinks nothing much of it; it is only in the ordinary course of business, but let him sell some of his machinery in England (and a good deal is sold now) and he is delighted. I do not find this feeling on the part of our manufacturers, who appear to be quite content to stand the brunt of American competition.

H. S. HOWLAND, SONS & CO.,

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"OVERSTONE" Bicycles.

Close Prices for Import on application.

MR. BOWSER AND THE LAWN MOWER.

"Did that lawn mower come up this afternoon?" asked Mr. Bowser, as he came home an hour ahead of time the other evening.

"Was that a lawn mower?" queried Mrs. Bowser in reply. "What on earth possessed you to buy such a thing?"

"For two very good reasons, Mrs. Bowser. I propose to save about $15 on lawn moving this summer and I want the exercise. I could have got a health lift, but I thought I would combine business with pleasure. Always kill two birds with one stone when chance offers. I'll work up my muscle in a couple of weeks to astonish you. The doctor says it's exactly what I need."

"But I wish you hadn't bought it."

"That's you to a dot! Always in opposition to everything I do! That's why we take so much comfort as a family! The only thing you wouldn't oppose is my dying!"

Mrs. Bowser had nothing more to say, and after dinner Mr. Bowser made ready for his exercise. He got into an old suit of clothes, dragged the lawn mower into the back yard and oiled it up, and was presently ready to make a start. He looked up at the back windows, and, seeing nothing of Mrs. Bowser, he spat on his hands and said:

"Ha! This is what'll give a man muscle. Only costs $9, and I'll get $100 benefit out of it. I suppose I might as well make a start."

He made one. He had gone about ten feet when the machine stopped suddenly. So did Mr. Bowser. He stopped so suddenly that his feet left the ground and the handle of the mower just missed his chin on an upper cut.

"Struck a post, eh?" he muttered, as he investigated and found one rising about six inches out of the earth. "That's all right, however. I didn't expect to mow down posts as well as grass. Seems as if my muscle was working up a little already."

He dodged the post and headed for the back fence, and his countenance had just begun to beam again when there was a great clattering and the machine stopped.

"Oyster cans!" he growled, as he kicked two or three out of the grass. "She's probably watching me, and she's probably tickled half to death, but I'd mow this yard if it was full of deadly torpedoes."

He reached the fence without further mishap, leaving a trail behind him as crooked as a serpent's, but at the first dash he made on his return journey something happened again. The machine stopped with a bump, and Mr. Bowser pitched forward over the handle and brought up in a heap on the ground.

"Now I hope never to draw another breath if I don't slaughter somebody for this!" he yelled, as soon as he could get his breath.

He was going to jump up and kick somebody or something, but it occurred to him that Mrs. Bowser might be looking, and he sat up and looked around and pretended to rest.

Nothing could be seen of Mrs. Bowser, however, and after a couple of minutes he got up and moistened his hands for a fresh start. Everything went as smooth as grease for the next 20 feet. Then the mower picked up 100 feet of stove-pipe wire and waited for results.

"That's woman's hand again!" hoarsely whispered Mr. Bowser, as he saw what was the matter; "but I wouldn't give in now if I knew that death wasn't two rods off!"

It took him ten minutes to clear away the wire. When this had been accomplished he pulled off his coat and vest, glanced up at the back windows, and there was a dangerous light in his eye as he gripped the handle, drew a long breath and went ahead. At the fifth step Mr. Bowser's right foot found a posthole and followed it up until he fell forward on his stomach and plowed along the grass. His first thought was to get up and kick both line fences down and make a bonfire of the splinters, but as he slowly reached his feet a better idea occurred to him. He picked up the mower by the handle and raised it over his head and pounded the earth with it until nothing but the handle was left. Then he gathered up wheels, cogs, ratchets, flues, pulleys, cylinder heads and low-water indicators and tossed them over the back fence and walked into the house. Mrs. Bowser sat reading and looking very innocent and humble, but he was not to be deceived. Standing before her in his sternest attitude he said:

"Mrs. Bowser, there is an easier way!"

"Why, what do you mean?"

"Kill me off! If you are so bent and determined to get rid of me, why don't you poison my food or cut my throat when I'm asleep? No explanation—not a word! I understand the situation perfectly, and nothing you can say will excuse your dastardly machinations."

"But didn't I say I was—"

"Never! Never said a word! That will do, Mrs. Bowser! We will not discuss the subject further. In the morning we will seek an amicable adjustment of difficulties, and I will go with you to the train. There are two trains a day by which you can reach your mother, and I will telegraph her of your coming. Our child will, of course, remain with me. Good night, Mrs. Bowser. Any suggestions you have to make had best be put in writing and submitted the first thing in the morning."—M. Quad.

SITUATION WANTED.

WANTED—SITUATION—IN TWO MONTHS, as Hardware Salesman or Traveller; with six years experience; young man with first-class references, and capital if required. Address Box 305, Barrie. 86

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Advertisements for assistants in retail and wholesale houses under this head free.

TRAVELLER WANTED, IN A FEW months hence, a travelling salesman, one who understands the stove, tinware or hardware trade throughout Manitoba and the North West. Give particulars as to past employment, also salary received. State whether married or single, age, etc. Correspondence confidential. Address, "North West," care HARDWARE.

A UNITED STATES JOBBERS' ASSOCIATION.

The hardware jobbers of Pittsburg, Allegheny and Wheeling have organized an association under the name of the Hardware Jobbers' Association of Pittsburg, Allegheny and Wheeling. This association was formed on July 20th, and its members are as follows: Bindley Hardware Co., J. C. Lindsay & Co., Logan, Gregg & Co., and Wharton, Bakewell & Co., of Pittsburg; Jos. Lautner & Co, Allegheny, and Ott Bros. & Co., of Wheeling, W. Va. The officers of the association are W. C. Reitz, president; J. H. Gettleman, vice-president; Thos. A. Parke, treasurer, and S. J. Davis, secretary. The objects of the association are manifold, among them being the establishment of close and cordial relations between the jobbers interested; to meet once a month, or oftener if desirable, to discuss and exchange views as to the condition and prospects of trade, together with such other matters as may be of mutual interest, and to consider and appropriately act upon such matters of injustice and abuse as are from time to time inflicted upon the jobber, and which the individual jobber in his capacity as such has not sufficient power to correct. The association will also confer with similar organizations in other sections and act with them when advisable.—Iron Age.

HOW CHAINS ARE MADE.

A bronzed workman, whose bared arm swung a hammer with rhythmic beat upon an anvil, stood in the glare of a forge fire in a building near the Pennsylvania railroad station in Jersey City forging an iron chain. Perspiration poured down his face and bared chest, but he kept steadily at his work. He turned out link after link with remarkable rapidity and dexterity. Half a dozen forge fires were ablaze about him, and other men as big-chested and strong-armed as he were forging also, with their shirts thrown wide open at the throat, their sleeves rolled up at their elbows, and leather aprons bound around their waists. The boss of the forge, a rotund, jolly-faced man, who was in his shirt sleeves also, gazed at the workmen with pride.

"They're toilers," he said, "whose work beats the work done by machines, and that sort of thing don't often happen now-a-days, you know. In chain making the human hand is more trustworthy than any machinery yet invented to do its work. An odd thing about chain making hereabouts is that you will hardly ever find a native American engaged in it. In seventeen years of business I never had a native chain maker at work. Most of them are English, although I once had a German and twice an Irishman who could make chains. It is exhaustive of vitality because of the heat the laborer has to endure while at work. Americans prefer trades where they can work their brains more and their vital strength less, and they are right about it."

One of the workmen in showing the method of making and welding a link selected the most difficult part of the work. It was the fitting nad welding of a big link around a hook. He heated a bar of iron six inches in length to a white heat, bent it into the shape of a U with three blows of his hammer, and slid it back into the fire again. It was white hot again when he drew it out and thrust it into the eye of the hook and beat the open ends together into the form of a link. That was called "scarfing" the link. The link was heated a third time and slipped over a shank of iron beside the anvil. Then he lowered over the ends of the link a bar of iron called a swedge, with a hollowed end that exactly fitted over the round surface of the link, beat his hammer upon the swedge, and welded the ends of the link together, making a perfectly smooth and complete link.

"Ordinary observers," the forge-owner said, "would not notice the special dexterity that is shown in that work. I refer to the singular flexibility of that workman's wrist. Without that remarkable flexibility he could not make a chain. You would discover that fact at once if you were to watch a horseshoer, who has all the muscular strength of arm and wrist that a chain maker possesses, attempt to scarf and weld a link. His efforts would be clumsy and ineffectual, and he would have to give up the job. Chain makers begin as apprentices generally before they are 9 years old. In Staffordshire, where most of the chain makers who work in the vicinity of New York come from, boys and girls are set to learn the trade when they are seven years old. Women also work at chain making with the boys at Staffordshire. They make light iron chains with small links. Chain makers make good wages, from $3.50 to $4 per day, and they acquire a good competency, if they work steadily. But the work is, as I have said, so exhausting that few chain makers work steadily. Their working hours average about six hours a day, and, considering the character of the work, that is a long and mighty hard day's work. It represents an abundant amount of sweat of the brow for the pay."

"What are the best chains?"

"The best class of work is the small pulley chains," he replied, "and many people are surprised when they are told the fact. Most folks looking at the cable chains made for war and navy yards imagine that they are examples of the best and most difficult work. But as a matter of fact they are classed as the commonest and easiest work. The chain maker, who shapes and welds the big links, has two or three helpers to aid him, and the links, because of their size, retain heat so long that the work of making the links is expedited. In the smaller chains the maker has to work with increased speed and dexterity because the links cool rapidly. The links have to be more perfectly welded in the smaller chains. It is in this one prime essential of perfect welding that hand work lays away over machine work in thoroughness. Imperfect links are turned out by machines very frequently, but that never happens when they are made by the hand of a workman that knows his business. The best chains in the world are known as Lord Ward chains, and are made on the other side of the water from material taken from the Earl of Derby's mines. Haud made chains cost twice as much as the machine made, but, on the other hnad, they are twice as good, and they last twice as long

"Chain making isn't much of an industry in this country, despite the good wages earned by good workmen. This forge of mine is the only one of any pretensions in this vicinity. There are other forges in Trenton, Philadelphia, Boston and Troy, and that about finishes the list. In Troy a colony of chain makers makes fair wages, and many of the workmen own their own homes. They turn out a large part of the chain used by Uncle Sam."—Ex.

PAYMENT OF CLERKS IN RETAIL STORES.

When one recognizes the fierce competition to which every business at the present time is subjected it is obvious that success depends almost entirely upon each individual doing his utmost to produce the largest amount of efficient work, and also while doing so to carefully economize in all matters of expenditure. Put in a short form this simply means each person taking a hearty interest in his work. The superintendent's aim is to get from each the best service the person is capable of rendering; he has to attempt to make the inefficient man efficient, and the efficient man proficient; to make the indifferent man good and the good man better. This is no light task, and the overseer who would attempt it need carefully consider the means at his disposal for the performance of it. It has been seen that men engage in business pursuits from self-interest, with a desire to acquire the means of supplying the necessaries, comforts and luxuries of life. To acquire these they render service to others, who in return make payment for the services received. It is for the sake of this payment, then, that men render service at all, and it follows that this payment or wages is the chief means at the master's disposal for the purpose of governing those whom he employs. The figure of a steam engine has already been used to illustrate the composition and arrangement of a staff of employees, but it will now be observed that nothing was said of the steam—the motive power. Engineers are most careful to regulate and adjust the valves and other parts of an engine so as to insure the right quantity of steam passing from the boiler to the cylinders, that sufficient power may be obtained to do the work which has to be done. They are careful also to prevent any of it from being wasted by leakage, and to insure that the fullest amount of service which the steam can yield shall be properly utilized. What steam is to an engine wages is to a staff of employees. Following up this anology, we need to recognize that the motive power of a business be regulated according to the work to be performed, that none of it be wasted by leakage, and that the fullest possible service be obtained from it. It is according to the system on which the employees are remunerated that the manager will find his greatest hindrance or his greatest help in the solution of the problem he has to solve. Hence the great importance of skillful manipulation of the wages list.

Ever since I observed the different result in the produce of the same man when working by the hour and afterward by the "piece," I have not been able to escape the conviction that men need reward in exact proportion

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ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

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From $1.80 per cask upwards.

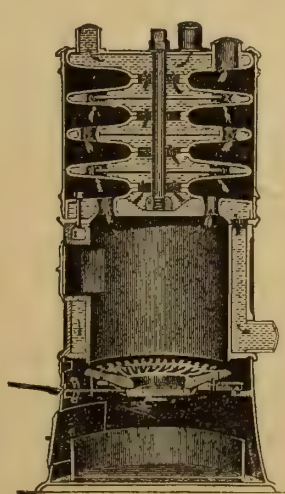
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Best Crucible Cast Steel.

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Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.



-THE-

"Acme"

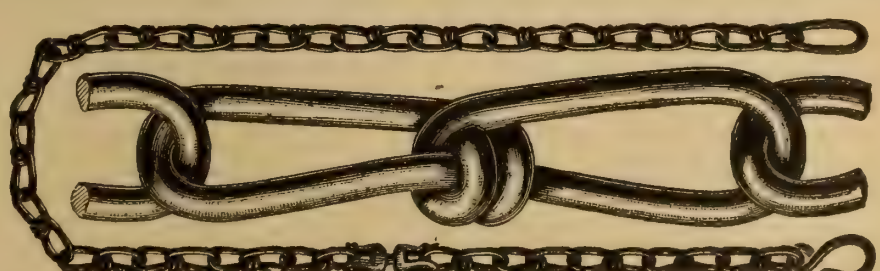
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THE B. GREENING WIRE CO., Ltd., Hamilton, Canada.

to their services, if one is to get the best service each is capable of performing. The case which first attracted my attention was this: A large number of articles, all of the same pattern and size, had to be quoted for. The price the customer would pay for them was known; the only difficulty was to produce the articles at that price. The ordinary calculations, based on the day-work rate, were carefully gone into, but there was no chance of securing the order on the only terms on which it was likely to be given. The foreman then suggested that one of the men be asked to quote a price per piece, and this the man did. The order was secured, the goods produced, the transaction was profitable to the firm, and the man made between 10 and 15 shillings a week over and above his ordinary wages. Since that time many cases have come under notice, and have all confirmed the first impression received—that to get men to do their very best the remuneration they receive must be in exact proportion to the services they render. It is, however, one thing to feel that a certain principle is sound, but it is quite another thing to apply it. It may be useful to consider the question of wages—first, the ordinary wages system, which is now commonly adopted, and then to consider a development or evolution of that system to that of profit sharing, and from that to proceed to an inquiry as to whether the principle of profit sharing can be applied to the conditions and circumstances of an ironmonger's retail and working business.

In proceeding to consider the uniform wages system at present generally in use among ironmongers, it may not be altogether out of place to remark that the system itself is an evolution out of an older form of remuneration for labor—namely, that of product sharing. The laborers under this latter plan received a share of the produce in kind, and the amount of each man's share depended upon the sum total of the produce. This system caused each to take a hearty interest in his work, because he felt the more he labored the greater would be his reward. But although the principle upon which the system was based was a good one it was very clumsy in operation, because the laborer when he had received his recompense had all the difficulty of bartering the produce he received for such commodities as he required. Another difficulty was this: Sometimes — owing to unfavorable weather and other like circumstances —the laborer's share would be very small, and, having no capital, he was unable to pull through such periodically recurring bad seasons. To avoid this evil, and the inconvenience connected with the payment of his share in kind, he was glad to accept regular wages, which would save him from the troubles he was experiencing. At the time the change was gradually being effected the full result of the experiment of paying by uniform wages could hardly have been foreseen.

We know now the difficulties connected with the latter system, too, and are able to contrast the one with the other, and to weigh the faults and advnatages of both. The trial and partial abnadonment fo the system of product sharing points to this. The laborer, having no capital to fall back upon, cannot afford to take the risks of bad seasons as the capitalist can, and, therefore, would rather accept a regular wage than run the risk of being in want during a bad season. Therefore, as the economic condition of the laborer does not permit of his taking such risks, it becomes evident the product sharing in such an elementary form does not afford a satisfactory means of remunerating labor.

The system of payment by regular wages has, in the eyes of the workers, this benefit—that the sum received from week to week is almost uniformly the same, and therefore they are able to regulate their expenditure accordingly. To the employer it is an easy mode of paying his workers, because scarcely any intricate calculation is necessary, and the bookkeeping required is inconsiderable. In a rough-and-ready way one finds that in practice the payment each receives is not altogether out of proportion to the value of his services. All this may be said with regard to the benefits of the system, but I do not think much more can be fairly claimed for it.

On the other hand, we have to consider the shortcomings of the system, and it will be found that there are several, and that some of them are sufficiently serious to require careful attention. The basis of the calculation for apportioning the individual's share of remuneration is that of an average. In theory the services of each person of a given trade, of about the same age and somewhat the same experience, are supposed to be worth the same. In practice this theory governs the wages paid, but is slightly modified because the necessities of the case compel the average to be occasionally disregarded. Scarcely a moment's reflection is necessary to convince any one of experience that a theory must be wrong which assumes the individual services of any given number of men in any particular trade to be of equal value. To take 100 bricklayers, for example. If one carefully compares the respective services and behavior of the individuals, it will be found that say, one-tenth of them are indolent, another tenth careless, a third ordinary, another third efficient, and the remaining few proficient. The present system of payment by regular wages adds together, so to speak, the collective value of the services of the 100 men, and strikes a rough-and-ready average between them. The few proficient men receive a little more than the majority do, and the few idle ones a little less, but with regard to the others, something is subtracted from what is due to the better ones in order to level up the remuneration of those who are indifferent.

The system, too, has a tendency to cause thoughtless employers and employees alike to feel that their interests are antagonistic. The one gets to think that he must extract the maximum of service for the minimum of pay, and the other that his best policy is to get as much as he can and to do as little in return as possible. Two or three carpenters once contended with me that it was every man's duty to do as little as possible, "because," said they, "there is not sufficient wrok in the country for the men as it is, therefore the less each one does the more remains to be done, consequently there would be better chance of permanent employment.—Manager, in The Ironmonger.

SEEK LEGAL ADVICE.

It would be well for everybody, especially retail merchants, to refuse to sign documents such as bills of sale, leases, etc., until legal advice has been procured and a full knowledge has been obtained of the contents of the documents to which the signatures are desired. A very effective weapon in the jobbers' hands is the bill of sale. The guileless retailer is requested—as a mere matter of form—to affix his name to it to secure a small debt, andg enerally does so without the slightest hesitation or knowledge of its contents, or fear of what the consequences may be. In another column mention is made of an action which has been begun by a retail grocer against a jobber, who sold up the former on a bill of sale, procured, it is alleged, as many such documents usually are, through deceit and in consequence of the utter ignorance of the victim. We believe very few bills of sale would be signed by retail grocers if every member of the trade would seek legal advice before taking so great a risk. As a rule only slow payers are requested to give such security to their debtors, but many retail dealers have their periods of stringency, when it is hard sledding to make both ends meet, yet afterwards pull through all right and finally attain prosperity. If at such times of temporary difficulties the retailer succumbs to the persuasions of the adroit and often unscrupulous collector, and signs away his business, for that is what the giving of a bill of sale practically amounts to, his career is summarily cut short by a sheriff's sale and the retail business knows him no more, whereas if a lawyer had been consulted at an expense which, compared with the loss of his means of livelihood, would have been nominal, the dealer's signature certainly would never have been affixed to so fatal a document. Leases and mortgages often contain provisions, smothered in a verbose and intricate construction that either escape the non-legal eye, or, if seen, are not clearly understood, and the consequences may be very annoying, even disastrous, to the merchant who is tightly bound by the document so easily signed. Legal advice is not difficult to find, nor is it so very expensive—relatively, at least—and it certainly should be more often resorted to by retail merchants when there is occasion to enter into agreement with other parties and legal documents require signing.—Merchants' Review.

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MANUFACTURERS OF
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NO. 26 WELLINGTON ST. EAST,

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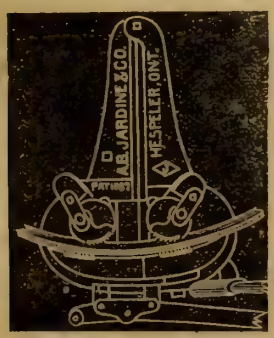


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We are now prepared to qnote lowest prices on :

Coal Hods, Lanterns,
Copper Kettles, Patent Stove Pipes.
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Extra Quality Machine Knives, etc.

OUR SPECIALTIES :

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
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W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

E. B. Eddy, manufacturer, of Hull, was in Winnipeg last week to look over the field with a view of establishing a branch there.

H. Boker is placing on the Canadian market, a line of his Tree Brand Horse Clippers (Newmarket system) each pair with a leather bag, and done up in a card board box. Rice Lewis & Son, Toronto, Ont., are selling them largely.

Although the competition is greater than ever this year, the outlook for a good cutlery business being done this fall is very good. Some of the wholesale houses are already showing some very fine goods in the shape of sets of carvers, etc.

The Vancouver Clerks' Association held a very successful moonlight excursion. The steamer Skidegate and two scows were chartered, and they went on a trip round the Inlet. Dancing was indulged in an orchestra having been engaged, and a good time was spent.

The Montreal bankers have already made a move in the way of lessening what they call the American currency evil in Canada. At the next meeting of the Dominion Bankers' Association a motion will be made proposing a discount of from 1½ to 2 per cent. There is about four millions of the stuff at present in the country.

To those members of the trade who handle sporting goods, etc., it will be of interest to learn that the Novelty Manufacturing Co., of Newmarket, intend putting upon the market soon a cheap boys' bicycle, along with several other new things. This machine will, no doubt, have a large sale, as it can be retailed at a very reasonable figure.

"There is one Canadian colony that declines to take United States money at par," said a traveller who has just returned from St. John's. "Newfoundlanders will not accept any currency or bills other than their own except at a discount. Paper money is subject to 3 per cent. discount, quarters are only worth 23c., 10c. pieces 9c., and 5c. pieces 4c."

While in Belleville last week a representative of HARDWARE made an inspection of the store and workshops of the firm of W. W. Chown & Co., who do one of the largest businesses outside of Toronto. The special work done by this firm is the manufacturing of their patent Empire State milk can, to which a reference was made in these columns a few weeks ago. This can is made with a bead, which is pressed into the body of the can, made especially for the purpose. Thus the bead effectually prevents the slopping of milk while being transported over rough roads. Another good point about it is that the cover is made so as to include a ventilator.

The Reid & Currie Iron Works Company (Limited) New Westminster, B.C., have decided to sell right out of one of the departments of their large business. They have heretofore carried a big stock of carriages, hacks, phaetons and wagons, but all of these lines are to be cleared out at once at sale prices to make room for their increasing iron-work trade.

The residence of W. G. Edmonds, 372 Parliament-street, Toronto, was the scene of a quiet home wedding Thursday evening, the 18th inst. The contracting parties were George Nicholson, bookkeeper at M. and L. Samuel, Benjamin & Co's and Miss M. A. W. (Polly), youngest daughter of the host. The ceremony was performed by Rev. J. N. Rutledge, R. H. Easson supported the groom and Miss Ina Harvey was bridesmaid. Mr. and Mrs. Nicholson will spend the honeymoon in the Eastern Provinces.

A great deal of interest is being taken in Brantford and Brant county with reference to the Farmers' Cordage Company, which, it is expected, will start operations there shortly. At a meeting of the Patrons of Industry, held in the county last week, stress was laid upon the enterprise on hand, and all the speakers, prominent farmers of the district, seemed to look upon it as the first move upon the part of agriculturists to turn out their own implements. A large amount of stock has been taken, and in addition to binder twine it is also intended to turn out mowers and reapers.

Merrill's Gauge Glass Cutter is the name given to one of the best and cheapest gauge glass cutters that have ever been put upon the market. It is so constructed that the steel rod which holds the cutter runs through the handle which is tightened by a thumb screw, thus enabling you to cut any length of glass. Another good point is that the cutting wheel can be replaced when worn, and to provide for this the handle is so made as to carry in it an extra stock of wheels. The inventor and maker of this handy tool is J. M. Knight, of 200 Franklin street, Boston Mr. Knight needs no introduction to the Canadian trade, as he is well known as the popular representative of the Millais Falls Tool Co.

The twelfth edition of the "Hand-Book to the Canadian Tariff" has just been issued by the author, C. W. Irwin. The tariff itself is edited with all the knowledge that a specialist alone can possess, of the difficulties in the way of ready reference to the official form in which it is published. Nothing could be simpler than Mr. Irwin's arrangement of the items. Of more importance, however, to men accustomed to the clumsiness of the official form, is the mass of tariff information embodied in this book. It gives the latest decisions and interpretations of the Customs Department, and contains a thoroughly revised and full list of exchange tables that are of great convenience to the importing merchant. It contains as well a list of Canadian ports and outports. It is the sort of book that a business man cannot well afford to do without. It is mailed free on receipt of 40c. sent to C. W. Irwin, custom house broker, 40 Yonge St., Toronto. The trade price is 25c.

DON'TS FOR CLERKS.

Don't lose your temper. No matter how provoking or ill-tempered your customers are, treat them politely. They will appreciate it, even though they may not appear to. Don't be afraid to show goods, nor act as though you did not wish to do it. Customers will always go where they receive the most careful attention.

Don't misrepresent goods. If you can recommend goods truthfully, do so; if not, do not urge them on your customer. They never forget it, and will never trust you again.

Don't slight the poor customer merely to wait on the rich one. The poor person's money is as good as any and they feel neglect more keenly than a rich person. Wait on each in their turn.

Don't be saucy. It's neither witty nor polite. Don't be afraid to smile, Everyone likes a pleasant face. Don't under any circumstances comment unfavorably on one customer to another.

Don't tell your employer's business to anyone.

Don't neglect your work when your employer is away. See that everything is as well taken care of and customers waited on as well as though he were in the store. Don't make promises, such as procuring certain goods, etc., unless you are sure you can fulfill them, and, having made them, do not neglect them. Don't attempt to wait on a customer and talk with a friend at the same time. Give your whole attention to your customer. You cannot show goods properly while thinking of something else.

Don't make an old lady or gentleman wait while you attend to others, and don t lose patience with them because they are slow. You would not like to have others treat your father or mother rudely because they are old.

Don't neglect a child. The mother may have no one else to do her shopping for her, and though some children are trying to one's patience, a true lady or gentleman will treat them kindly and courteously.

Don't talk too much. Don't attempt to tell your customer what they should buy. They know better than you what they require. But if they ask your opinion give it truthfully and courteously.

In conclusion, I would say, do know your stock thoroughly. Understand it so you can show it to its best advantage.

Do keep it clean! A person, especially a girl, who cannot or will not dust properly is not fit to take care of stock.

Do dress neatly, but not showy.

Do keep your hands and finger nails clean.

FALL GOODS FOR HARDWARE DEALERS.

Guns, Rifles, Ammunition and Decoys

Agency for the Ithaca Gun.

—o— CATALOGUE READY —o—

H. P. Davies & Co.

81 YONGE STREET.
TORONTO.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

I. H. CAMERON, 10 Front St. E.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

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Pocket Cutlery

TRADE MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

The Toronto Silver Plate Co.,



No. 1338 WAITER.

Manufacturers of

Sterling Silver

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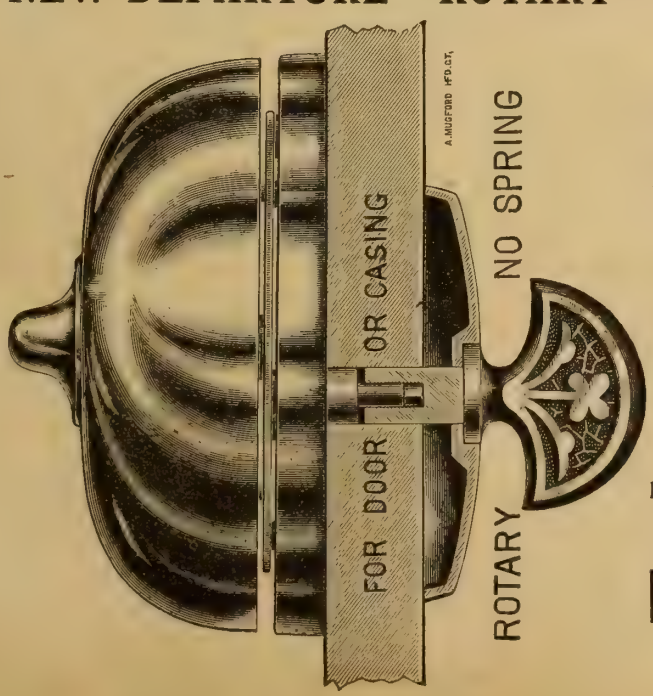
Electro Silver Plate.

Factories and Salesrooms:
King St. West, Toronto, Ont.

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NEW DEPARTURE "ROTARY" DOOR BELLS.



Incomparable!
NO SPRING!
Best Tone, (Sure)
Superior Finish!
Bronze Trimmings!
COMPACT!
CHEAP!

For Circulars, address

THE NEW
Departure Bell Co.,
BRISTOL, CONN.

MARKETS

MONTREAL MARKETS.

MONTREAL, Aug. 26, 1892.

The iron and heavy material market has shown a slightly better tendency during the past few days. Pig iron has been moved in fair quantities, and dealers here anticipate now that the freight rates have advanced that future business will be better. Merchants in talking of trade for the past few months say it has been the worst they have witnessed for years. The mills have placed several large contracts for fall delivery, the prices of which are as per our quotations. Bar and scrap iron has been moved in fair lots. Chemicals, glass and oils are quiet, with a fair jobbing trade doing. Cement has been moved in round lots but for poor prices. Firebricks are steady and in good demand.

PIG IRON.

The local pig market has shown a slight improvement during the week. Advices this morning show that warrants are advancing, and are now quoted at 42¼c.; this is the highest they have been for some time. Freights from Glasgow and Newcastle have advanced. This to some extent will help the market. Stocks here are still light, as not much iron has been stored yet; most of the sales have been made ex wharf. We hear of a sale of 150 tons Summerlee ex wharf, the figure paid we understand was $19. This is the only large deal that has been closed lately. Several contracts have been made by our city founders for future delivery. Brokers say that some 2,000 tons have been sold for delivery in the fall. We quote Summerlee and equal brands $19 ex wharf, $19.50 ex store, Eglinton $18.50, and Carnbroe $18. Those are best figures.

BAR IRON.

Bar iron is in the same steady demand as noted from time to time. The trade doing although only of a jobbing nature is in the usual way. Prices in this line are unchanged and the mills report a fair output. We quote $1.85 from makers and $1.90 in an ordinary jobbing way.

SCRAP IRON.

There has been a few small transactions in scrap during the week but they were very small. The prices asked are thought to be high but holders are firm in their ideas and think that the following figures are about right. We quote wrought scrap $15.50 to $16, cast $13 to $14.

TERNE AND MERCHANT PLATES.

Terne plate has been in better demand during the week, several enquiries coming from the west and one from the United States The brand of terne wanted by the latter place was so fine that it could not be got in this market. The majority of this line is imported for western trade as our local roofers use nothing but Canada plate and galvanized iron in the jobs here. Merchants plate has some call in this market, but the most of the stock goes west where it is in fair demand. We quote Terne $7 to $7.75, and Merchants Roofing I C 20 x 28 $13.50, and I X $16.

TIN PLATES.

Sales of tin plate are very sluggish and the trade doing is only from hand to mouth. This line also has most call from the west. Prices are about the same. We quote cokes $3.30 to $3.50 and charcoals $4 to $4.25. These are top prices.

CANADA PLATES.

Canada plate has advanced a shade during the week owing to a combine having got hold of it. But just how long this will last is hard to say. We have to note the clearing off of several small lots. We quote $2.50 to $2.60 according to quality.

COPPER, ETC.,

Copper has fallen off somewhat during the week and is now quoted at easier prices. The business doing is only a small jobbing one. Ingot tin is also a shade easier in prices under light business. We quote copper 12 to 13c. and ingot tin 23 to 25c.

NAILS.

Now that the nail strike is definately settled the mills are running off a large quantity of nails to fill orders. During the strike some of the wholesale trade were practically out of them but they are now filling orders that were held over till matters were fixed up. Prices are the same and we quote the $2.35 basis for 3-inch stock steel 10c. a keg higher in comparison. Steel wire are in the same demand.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

GENERAL HARDWARE.

The general hardware trade is about the same as last week, with a good steady trade doing in all lines. The wholesale trade say their travellers are doing a nice tidy trade; orders are small, but they come often. The prospects for the next month's trade is good. That is the beginning of the busy season, and with the good crop reports trade shows a good outlook. Payments are up to the usual standard.

CHEMICALS.

The business being done in chemicals, although only of a jobbing nature, is considered fair. The trade say the season is about due, and next month will see a good trade doing. We quote :

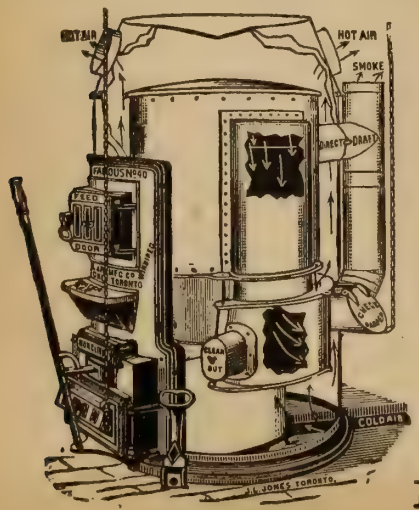
Bleaching powder,	$2.30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2.75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.26	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.05½	to	0.06½
Madras Indigo	0.60	to	0.80

GLASS.

Glass is still dull and will not improve till next month. Prices are the same, the trade doing is small. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.15 to $3.40 for thirds and fourths.

PAINTS AND LEADS.

Paints and leads are about the same as last week, the business doing is fair for this season. Both the wholesale and manufacturing people report good sales. We quote:—



Are you aware of the merits of our Steel Dome Low Radiator Furnace.

A card to our nearest House will secure you every information. It will pay you to do so.

We have 57 varieties of Coal and Wood Hot Air Furnaces.

Have you had Sample order of our Lithographed Stove Boards?

THE McCLARY MF'G. CO.,

LODNON, TORONTO, MONTREAL, WINNIPEG

MONTREAL Markets continued

Government standard, $5.50 to $6; No. 1, $5.00; No 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

OILS.

A fair seasonable trade is being done in oils. When the season opens next month dealers expect things to improve, but business so far is as good as last year. We quote: Cod, Newfoundland 45c. steam refined 42½ to 45c.; linseed raw 54 to 55c.; linseed, boiled 57 to 58c.; castor oil 8 to 10c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.20; turpentine, 46 to 47c. Less 3 per cent. 30 days.

NAVAL STORES.

Naval stores are still dull with, only a small trade doing. Business so far has been below the average, and dealers here are all complaining, but hope the fall trade will be better. We quote: Turpentine, 46 to 47c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 12½c. for 7-16 and upwards, and 13½c. for smaller sizes.

CEMENT AND FIRE BRICK.

Cement has moved in fair lots during the latter part of last week and the early part of this. Several round lots are said to have been sold, but the prices would allow of no profit to the dealer. Fire bricks are steady. We quote:—Belgian $2 to $2.10; Newcastle, $2.15 to $2.20; London, $2.20 to $2.30; fire bricks, off ship $15 to $22.

PETROLEUM

The demand for Canadian has been a little better during the week, but for all that it is yet considered slow. The market is likely to be in an unsettled state for some time to come. Quotations for future delivery are 11c. August, 11½c. September, 12c. October, Petrolea. Benzine is quoted at 11c. Petrolea, and 13½ to 14c. Montreal. American petroleum, 19⅞c. in car lots, 20½c. in 10-barrel lots, 20¾c. in 5-barrel lots, and 21¼c. for single barrels, 2 per cent. off for cash; American benzine, 23 to 25c.

TORONTO MARKETS.

TORONTO, Aug. 26, 1892.

HARDWARE.

Trade appears to have completely forsaken the salesrooms these days. Not since the beginning of the mid-summer off-spell has there been another equally dull week. Retailers wants appear to be in a state of dormancy, hardly any line being in need of recruiting supplies in. The view that jobbers take of the coming fall and winter trade is rather hopeful. They have little earnest so far in the run of orders their travellers have collected, but they are pretty well accustomed to reserve on the part of retailers up to the very moment of need. The general crop prospects are favorable to this expectation, but it could hardly be disappointing if the fall trade should turn but an ordinary one. There are no conditions apparent to make trade unusually brisk. The crops will probably be large but the buying power of the producers will not likely be greatly expanded beyond its capacity of a year ago, as prices are likely to be low. On the strength of good prices farmers go on with improvements that most trades feel the benefit of and stock up for, the hardware trade as much as any, and the movement imparted by the farmer proceeds through all classes of earners and makes demand general. No very strong movement of this kind is looked for.

BINDER TWINE—Prices remain at 12½c. for blue ribbon, 11½c. for red cap, 10¼c. for crown, 9c. for silver composite.

BOLTS—The discount holds at 70 per cent. off the list for carriage bolts, the only description now selling, and those far from freely.

BUILDERS' HARDWARE—No business of any importance is heard of.

CORDAGE—Last week's quotations are not changed. Scarcely any selling is to be credited to this week.

NAILS—The supply of cut has not yet overtaken the demand. Prices, for both cut and wire nails, are unchanged.

METALS.

The city trade has been a more active one in all but crude metals this week, but outside of the demand on local manufacturers' account the sale of metals has not been considerable. Ingot tin after some variation in New York is rather firmer there, but here it is unchanged.

PIG IRON—Business in British or Southern iron has been extremely dull. A few small lots of Canadian Siemens have been placed.

BAR IRON—Is steady from $2 upwards.

EASTLAKE
MANUFACTURED BY
METALLIC ROOFING CO.
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL SHINGLES

STEEL—Some little business has been done, but the chief interest is in what is pending.

ANTIMONY—The price is unchanged at 13¾ to 13½c. for Cookson's, and 12¾ to 13¼c. for other grades.

CANADA PLATES—There is a considerable movement of these into the hands of consumers. Trade lots are $2.75 upwards. Brights are $3 to $3.25.

COPPER—This metal is quiet at 13½ to 13¾c. for Lake ingots and 13c. for casting brands.

GALVANIZED IRON—Consumers are laying in stocks now quite freely. The price quoted is from 5¼c. upwards, that figure being for 28 gauge.

ZINC—Cask lots are 6⅜c., broken lots 6⅝c., but no special demand is reported.

SPELTER—Is fairly active at 4½c. for domestic and 5½c. for imported.

INGOT TIN—The price in New York has taken on some additional strength since last report. In this market there is no change and no business of any moment. The New York Daily Metal Market Report says: A lower level of prices has ruled during the past week, and cash and 3 months are now of about equal value. The market at the moment is without any particular tendency one way or the other, no attempt being apparently made by the large holders to do more than maintain the price at about £94, expecting large shipments from the Straits and the low value of silver rendering it difficult to engineer any upward movement.

TIN PLATE—The call for tin plate does not increase materially. Prices are steady at $3.65 for cokes, $4.25 for IC charcoal and $1 extra for each cross.

OILS, PAINTS AND COLORS.

Some lines are finding surprisingly good sale for this time of year, when business is supposed to be very much depressed. These are certain kinds of paints and such material as turpentine and linseed oil. Linseed oil is to be reported steady. The quotation remains 57½c. for raw and 60½c. for boiled in 1 to 3 barrel lots. Two cents is allowed off

THOS. DAVIDSON & CO.

STOVE BOARDS

"Elegant" and "Embossed Crystal."

See our samples before buying, they are the best in the market.

Lanterns,
Coal Hods,
Fire Shovels,
Cover Lifters.
Dampers.

Stove Pipe Collars,
One Piece Elbows,
Four Piece Elbows,
Six Piece Elbows,
Japanned Tea Trays,

If our traveller does not call upon you, let us know and we will put you "on the list."

MONTREAL, QUE.

MARKETS—Continued

these prices delivered in Toronto, Hamilton, London and Guelph. For larger lots the quotation is ½c. lower. Spirits of turpentine still quotes at 49½c. delivered.

PETROLEUM.

No new strength has been developed by the petroleum market. Canada refined is still steady at 14 to 14½c.

The Petrolia Advertiser reports : Petrolia crude $1.26 per barrel ; Oil Springs crude $1.27 per barrel. The price of crude oil runs in the same old groove, $1.25, or a fraction more or less, whether it would be Petrolia or Oil Springs oil. There is very little to record as to refined, the price being about 9¾c. in bbls. for ordinary grades of illuminating oil, while the better grades run about 3c. per gallon more.

GLASS

A steady outward movement from a basis of $1.35 is maintained

OLD MATERIAL.

Ny new vitality has been imported into the market and prices and business continue dull. No. 1 heavy cast scrap 65 to 70c. per 100 ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c; light scrap brass 5½c. ; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c. ; scrap rubber, 2¼ to 2½c. ; country mixed rags, 80 to 85c. per 100 lbs. ; clean dry bones, 50 to 60c. per 100 lbs. ; plough shares, 60 to 65c ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

HIDES, SKINS, WOOL, TALLOW.

HIDES—Are 4½c., for No. 1 green cows', 5c. for cured.

SKINS—Lambskins and Pelts are uniform at 50c. Calfskins 5 to 7c.

WOOL—Fleeces are 17c. for clothing grades and 19 to 20c. for combing. Pulled is 22c. for super, 25 to 26c. for extra super.

TALLOW—Is 2c., rendered is bought at 5c., and sold at 5¼ to 5½c..

AMERICAN METAL MARKET.

NEW YORK, Aug. 26, 1892.

Up to the present time there has not been sufficient improvement in the demand for finished iron and steel to thoroughly test the effect of the curtailment of production of crude material that has been in progress during the past three months. In any event evidence is wanting of the slightest change in the temper or inclination of buyers who operate in this market, and, aside from an occasional deal of fair size, there appears to be merely a routine business at other points. Values remain almost stationary, pending later developments, and opinions are by no means uniform as to what the near future will develop.

Brands of pig iron that are popular with Eastern consumers who discriminate at all closely on quality command full prices, but irregularities are still quoted on rates for iron that goes to those who consider cost first and quality afterwards. Hence about the same irregularity that has prevailed for some time past in the matter of values, and, along with the same a sluggish and unsatisfactory market. On Northern brands the quotations are as follows : $14.50 to $15 for No. 1 X foundry, $13.50 to $14 for No. 2 X foundry and $13.25 to $13.50 for grey forge. Southern brands quoted at $14.25 to $15 for No. 1, 13.50 to $14 for No. 2 and No. 1 soft, $13 to $13.50 for No. 2 soft, $12.50 to $13 for grey forge.

In old material the dealings are still on a small scale, and prices are soft but showing no decided change. The quotations are $17.50 to 18.00 for iron tee rails, $14 to $15 for steel rails and $15.50 to16.50 for No. 1 wrought scrap iron, all f. o. b. Jersey City.

Railroad companies are placing few orders here for steel rails or track supplies, and nearly all the business that does go through is of extremely common place character. Western mills are fairly well employed, but those located in what is known as the Eastern section are not as well off, and a conference is therefore in order. Pending developments in that connection Eastern mill prices for standard section rails are kept at $30, but light rails still sell at relatively lower prices.

No change is visible in the copper market. Home consumers buy sparingly, new export business is unimportent, and the offering is more or less reserved, yet sufficient to indicate a rather weak situation that apparently will be more clearly illustrated unless a better outlet for current production is afforded in the immediate future. Current quotations are 11½ to 11¾c. for Lake Superior product, 11c. for electrolytic, and 10½ to 10⅝c. for common casting brands. In the London market prices for merchant bars have stood at about £44 2s. 6d. for prompt and £44 15s. for future delivery.

Under the influence of somewhat higher average quotations from London the local market for pig tin stiffened slightly, but the undercurrent fails to take positive shape, That is to say the fear of manipulations by leading operators are not allayed, and dealings on speculative account are therefore engaged in with extreme caution. Dealings the past few days have been chiefly at 20.45 to 20½c. cash for prompt and current month delivery, while ordinary jobbing parcels went at corresponding figures. The latest London quotations were £93 17s. 6d. for prompt and £93 15s. for future delivery.

Sales of pig tin have been on a very moderate scale. The demand has continued light also, and buyers are about 5c. apart, at 4.05c. and 4.10c. respectively. Western spelter has been sold at 4.65 to 4.70c. in car load lots, which prices reflect full value at the present time.

The tin plate market has remained very quiet, and the little business effected was about the same prices that have ruled for a week or ten days past.

DISPOSAL OF REFUSE TIN.

"Where do all the tin cans go?"

This is a question that has been asked by others besides the Mail and Express man, who put it to a superintendent of an East-side dump recently, and for their benefit his answer is given.

"The dagos cart them off in big bags and burn 'em up."

"Burn up tin—nonsense."

"Well, I mean they set fire to 'em. They gets a lot of sodder, when the can gits red hot, and this they sells to plummers and dealers. Besides the sodder they roll the pieces of tin through a machine like a washerwoman's wringer. This takes off all the dirt and pulls out the dents, and then the Eyetalian's wives take it over to Jersey to the trunk and box factories, umbrella makers and others, where they sells it at a good profit. Y'see, the trunk men use the tin for trunk corners, and the umbreller and cane makers turns it into fair rules for the bottom end of their canes and umbrellers. Besides this, the dagoes sells the scrap tin to other people, who beat it up into big hard lots and use it for sash weights for winders. What them dagoes don't know 'bout gittlng somethin' fer nothin' ain't worth thinkin' about."

PRODUCTION OF TIN AND TERNE PLATE.

QUARTER ENDING JUNE 30, 1892.

A.A. Thompson & Co., New York, 24,805 lbs.

American Tin and Terne Plate Co., Philadelpla, 264,000 lbs.

American Tin Plate Co., Ellwood, Ind. 56,597 lbs.

Anderson Tin Plate Co., Anderson, Ind. 161,416 lbs.

Apollo Iron & Steel Co., Apollo, Pa 1,020,786 lbs.

Cincinnati Corrugating Co., Piqua, Ohio 90,372 lbs.

Cleveland Tin Plate Co., Cleveland, Ohio 190,791 lbs.

Coates & Co., Baltimore, 155,000 lbs.

Columbia Tin Plate Co., Piqua, Ohio 207,700 lbs.

Griffiths & Cadwallader Pittsburg, Pa. 43,000 lbs.

John Hamilton, Pittsburg, 230.367 lbs.

Kahn Brothers, New York, 138,240 lbs.

Keystone Tin Plate Co., Philadelphia, 120,000 lbs.

Marshall Brothers & Co., Philadelphia, 335,170 lbs.

Matthai, Ingram & Co. Baltimore, Md., 179,125 lbs.

Merchant & Co. Philadelphia, 587,977 lbs.

McKinley Tin Plate Co. Williamsburg, Pa. 48,000 lbs.

Norton Brothers, Chicago, Ill. 140,104 lbs.

P. H. Laufman & Co. Apollo, 260,564 lbs.

Pittsburg Electro-Plating Co. Apollo, Pa. 120,540 lbs.

Pittsburg Tin Plate W'ks. Kensington, Pa. 237,500 lbs.

Record Mfg. Co. Conneaut, Ohio. 358,100 lbs.

James B. Scott & Co. Pittsburg, Pa. 52,990 lbs.

St. Louis stamping Co. St. Louis, Mo. 1,965,470 lbs.

United States Iron and Tin Plate Mfg. Co. Demmler, Pa. 531,313 lbs.

Wallace, Banfield & Co. Irondale, Ohio 735,754 lbs.

Total production for quarter 8,255,691 lbs.

—U. S. Bureau of Statistics.

1000
Electric Bells
IN STOCK.

We guarantee every bell we sell to be a reliable ringer.

We carry a full stock of Annunciators, Batteries, Push Buttons, &c.

It will pay you to get our prices upon any electrical goods you may require.

T. W. NESS,
749 Craig St., MONTREAL.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C. I. F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer.



ALONZO W. SPOONER,
PORT HOPE.

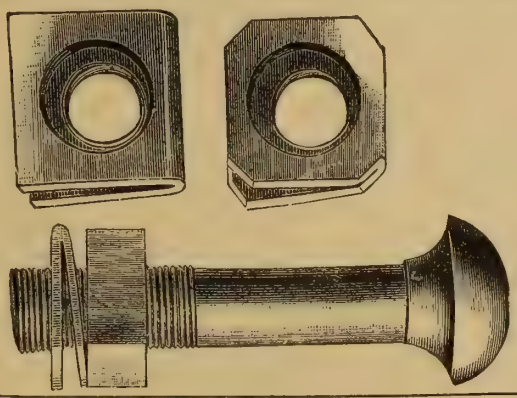
SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above.

MUNN'S LIQUID GLUE.
The Strongest, Cheapest and Best.

Put up in all sizes. Circular and price list on application. KENNEDY BROS., Agents, 101 Bay St., Toronto.

For sale by the following wholesale houses in Toronto:—
H. S. HOWLAND, SONS & CO.
THE HEMMING BROS. CO.
THE ART METROPOLE.
WILLIAM BROWN, Carriage Hardware.



THE THOMAS NUT LOCK
(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.

THE ELLRICH NAIL PULLER.

This Nail Puller is manufactured by the Ellrich Hardware Mfg. Co., of which the Alford & Berkele Co., No. 77 Chambers Street, New York, are sole agents. The manufacturers speak of it in high terms, upon the claim that it is among the best because it is adjustable with interchangeable jaws; there is "no mashing of heads in using; no spring to get broken. A fractured jaw does not end its usefulness, but can be replaced at slight cost; pulls headless nails with ease; pulls plain or barbed wire fence nails; pulls the nails perfectly straight; is of wrought iron sockets malleable iron lever, Jessop's steel jaws, tempered, machine steel rammer-Cuts iron bands on boxes or bales, draws nails with or without heads even if below the surface as much as half an inch.



MORE TIN PLATE LORE.

In making tin plate a bundle of 40 sheets is beaten all together. The two sheets which form the outside of the bundle receive the most severe blows of the hammer as the bundle is turned, just like flat bar which is forged. The manner of continuing to forge this bundle requires that the sheets which were in the middle come successively uppermost, and thus every sheet has a side which is exposed immediately to the action of the fire and to that of the hammer and of the anvil—a side more burnt and more planed than the other. It is very important to avoid this by constantly keeping the same outside sheets and changing them with spare ones, which are larger at each heating.

To avoid soldering of the sheets of the bundle they are dipped before heating in clayey earth mixed with water. It would be well to add to this earth a little powdered coal.

The tin is melted in a large iron pot which looks like a pyramid, having four sides, of which two are smaller than the others. It is heated from below. It is cramped all around its upper edge. This pot is always deeper than the sheets are wide or long; they are dipped in it always vertically, never horizontally, and the tin must cover them.

Tinning in the same manner as in tinning locksmiths' work with the aid of sal-ammoniac would cost too much, and many spots would remain on the sheet; moreover, the plates would rust after a certain time. We have seen a gentleman who first rubbed the sheets with grease, and the tinning was uniform, but with spots. Another way is to dissolve sal-ammoniac in vinegar and dip the sheets into it just before tinning, but this is not so good as grease. Sal-ammoniac dissolved in water has also been used, but without much success. Perhaps the sal-ammoniac beneath the tin which covers the iron has an action which at length alters the iron, as many sheets become rusty.

The method used for tinning sheets in Germany and in the works of France is different from this. Skillful tinners do not use sal-ammoniac, and after pickling only dip the sheets in pure water. When the tin is melted they cover it with grease; the sheet never goes into the tin without having passed through the grease. This grease prevents the surface from being burnt.

They use a special kind of grease which is not of the usual color; it is black. White or common grease would not do; the composition of this grease is a secret kept by the tinners. I made a great many experiments about this. I mixed sal-ammoniac, soot and lamp-black with grease, and with these I succeeded, but still it was not quite the grease used by the tinners, and I learned that their grease was only tallow which had been burnt. The cause of this difference between grease and tallow would be very interesting to know.

The tin in which the sheets are dipped must have a certain degree of heat. Too warm, it does not stick to the

iron, or sticks in large drops, or the coating is too thin, and the sheets are not white but half red, mixed with yellow and blue--in fact, are bad-looking—but it is easy to make experiments to ascertain when the heat is at its true degree.

Some sheets receive a single coating, others two coatings. The first bath for these last is hotter than the one that follows, otherwise the second dipping would be useless, as the tin would run off. This precaution is very important, for I have seen gentlemen who had obtained a privilege for the working of tinplates who acted in an opposite manner. They first dipped the sheets in tin slightly heated, out of which they come with a too thick and gravelly coating;t hey afterwards dipped these sheets in tin extremely hot to take this scruff away and diminish the coating.

The second pot in which the sheets are dipped must be covered with white grease, not black, as melted tin will stick well to solid tin. The choice of tin, the manner of making it as white as possible, and a quantity of little details shall be studied another time.—Translated from the French for the American Artisan.

ADVERTISING A COMPETITOR.

Business rivalry sometimes becomes so intense that the people engaged in it take greater pains to "down" an opponent than they do to extend their own trade, and in consequence the fact of their opponent's existence is made so mnaifest to the public that the efforts to extinguish him are defeated. The advertisements of warring merchants in the newspapers of small towns often reveal the tendency to elevate competitors into a more important position before the public eye than they are entitled to, or, at least, than it is wise to do. Competitors cannot always be ignored, and cuts in prices may have to be met—though this is a question deserving of mature consideration—but when business rivalry forces a dealer into a new path or to adopt new methods, the less fuss that is made over the change the better it will probably be for the dealer's prospects of success. If every advertisement in one's local paper and every circular that is issued are leveled plainly at some competitor, who possibly has resorted to similar measures of offense, he will certainly obtain more or less benefit from the publicity which has been so unwisely given him. But not content with this sort of thing, the dealer may resort to probably quite as effective a way of advertising a competitor, namely, complaints to his customers regarding the said competitor's methods, even expressions of doubt concerning the outcome of the fight. We are not speaking now of possibilities but of facts. Not long ago a trader of established reputation was compelled to meet the very aggressive competition of a newly established store directly opposite his own and backed by considerable capital. Experienced observers had not the slightest fear that the trader in question would not survive the struggle which immediately ensued, yet the outcome of the fight was for a time rendered doubtful by the foolish course of the dealer who had been put on the defensive. He would button-hole his old customers nad talk over the prospects in so doleful a strain, at the same time casting reflections upon his rival, until his staunchest supporters became doubtful of his ability to maintain the fight. Finally, however, the new comer collapsed completely, and it was disscovered that he never had a ghost of a chance to succeed at the prices at which he sold, but owing to the amount of advertising of an indirect kind which he received from the established dealer, he had been enabled to prolong his existence with a probability of ultimate success if his margin of profit had been wider.

A daily paper in this city is now being splendidly advertised by several rival sheets, which appear to have shaped their editorial opinions entirely with a view to getting on the opposite side of every question to that taken by the hated contemporary. Much ink and a great deal of paper is used to express their bitter hostility to the paper aforesaid, but naturally the consequences are quite different from what the leagued journals seemed to expect, and the target of their enmity is undoubtedly thriving upon the free advertising afforded it.

Don't let the methods of a business rival disturb yourusual serenity, and remember that money spent in advertising a competitor, even indirectly, is worse than thrown away.—Merchants' Review.

TUNGSTEN IN STEEL.

"Mushet's special" has been in the market for so many years that it is probable there are but few users of tool steel who are not familiar with its peculiar qualities. The majority are not aware that it owes its property of becoming and remaining hard when cold, without the necessity of any hardening process, to the fact that it is an alloy of tungsten and ordinary carbon steel. Its extreme strength and hardness are due, principally, to the large percentage of tungsten, which it is possible to incorporate as a perfect alloy. One of the chief advantages of its use for tools is that, should they be heated by friction, as is so often the case, either in grinding or cutting, it does not impair their hardness in the least, whereas a tool of ordinary carbon steel would, under the same conditions, require to go to the tool dresser for rehardening. In all other respects there are many brands of tool steel which are fully equal to the Mushet. It is not for tool purposes alone this property of tungsten is valuable. Its cost is low enough to permit its use with the lower grades of steel, and the degree of hardness can be graduated to suit any desired purpose, from the very hardest to the lowest temper. The requisite percentage of tungsten necessary to give the required temper can be calculated as accurately as can the carbon for ordinary steel. As an example of the lowest temper, that of a hot coiled spiral car spring may be cited. By careful comparative tests with a carbon steel-spring made of precisely the same mixture as the other, but without the tungsten, its carrying capacity was about 20 per cent. greater, while its resilience or resistance to permanent set was about the same. After testing it was placed in the tempering furnace used for the ordinary springs, and after heating to full read heat was left in the furnace and allowed to cool with the latter. A more perfect annealing process could hardly be devised, as it requires about 36 hours to cool it sufficiently to handle. It was then retested and showed an increased carrying capacity of about 5 per cent., and no further permanent set. Samples of the same steel, but with varying percentages of tungsten, were tried for different purposes, and in all cases were satisfactory. A chipping chisel was forged from it and heated to full red after dressing and grinding. After cooling naturally, it was tested on cast and wrought iron, steel and brass, and stood the roughest possible usage without injury. While these various tests were successful, they were barren of practical results, as the company in whose interest they were made discontinued business shortly after. As the difficulties of its mnaufacture are no greater than are experienced in ordinary steel making, and the cost of tungsten oxide being within the commercial limit, it seems rather remarkable that the use of this alloy should be confined to the one purpose met by the Mushet brand. The percentages required for given degrees of temper, also those of manganese and carbon giving the best results, would, of course, have to be determined by careful and systematic experiments. There can be no question of the advantages of a steel having its temper independent of any and all conditions to which it could be subjected. In connection with the tests alluded to a series of tensile tests on a testing machine was made. The average breaking strain was about 112,000 pounds, while the elongation was somewhat less than that of carbon steel. Whether its use in low steels for structural purposes would be admissible, in etiher quality or cost, is a matter which would have to be determined by further information, but there is no doubt that a small percentage of tungsten can be made to increase the resistance of steel without increasing its brittleness under steady strain.—Iron Industry Gazette.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

Every line of goods embodies a history and a cience worth years of study to understand

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

Soap and water are cheap, but soil on goods is expensive.

Restore goods to their proper places as soon after using as possible

If you want books, it is rarely wise to pay double price for them to a travelling book-seller

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

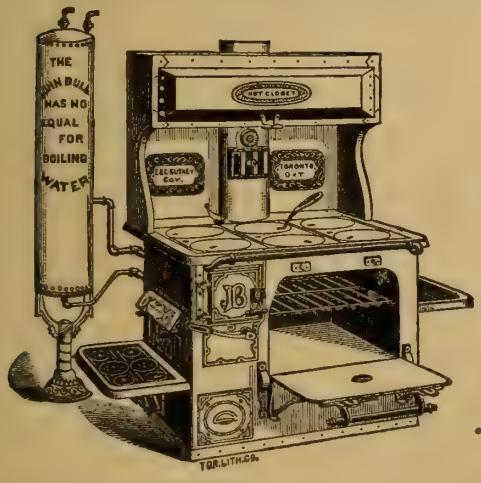
BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11 :

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY. The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern ; so that we have the somewhat singular sight of a combine reducing prices."



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.

—Mane only by—

Pigou, Wilks & Lawrence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.

Painters' Brushes.

With FLEXIBLE BRIDLES attached. Specially designed to supersede the old-fashioned Twine Bridles.

TWINE, MONEY AND LABOR SAVED.

CHAS. BOECKH & SONS, Manufacturers,
TORONTO.

For sale by all leading Hardware, Paint and Oil Trade.

LARGE CONCERNS.

The tendency toward centralization in all lines of business is so marked and has been so often commented upon that little remains to be said upon the subject, save to note its progress nad and the causes which inspired the movement. It is really a far reaching and radical alteration in the methods of transacting business and marks as great a change as did the substitution of the jobber and the travelling man for the great fairs which still linger in Russia and the far East.

When war prices had subsided and the great boom of 1879 had collapsed, it became evident that some new rearranging and shifting was necessary since prices kept declining and expenses increasing. When hardware generally came to cost only about one-fifth of what it had cost twenty years ago there was no resourse left but an immense increase in output and reduction of expenses. It did not require much figuring to see that ten small concerns were necessarily very much more expensive than one large firm of their combined size. The economies of manufacture and service alone would be a profit on the business. Of course, like all radical changes, it worked hardship to some, and the small concern has had much public sympathy. It is generally found, however, that the effect is to cheapen prices, and the consumer profits accordingly. To what extent these changes will go on no man can say, but it is very evident that no amount of political hue and cry will alter their course, and that they will eventually be settled by the natural laws of the business world.—Age of Steel.

OIL REFINERS' PROFITS.

We have seen many hard and good times in the oil business here, but never before have we observed such an air of mystery prevail. Is it the calm before the storm? We should not wonder. There are too many good heads in the oil business to go on forever cutting one another's throats in the way they have been doing for the last two years or more. We are informed on good authority that there has actually been nothing in the refined oil end of the business for several years past. In fact, we would presume that it would hardly pay the Premier Oil Co. to make oil, although they have one of the best equipped refinery plants in Canada. So they very wisely shut down. Another reason was they had not the desired stills, presses, etc., for running the paraffine or residum end of the business. The Imperial Oil Co., on the other hand, could go right along, having a large paraffine oil and wax plant and the stockholders being most of them large producers of crude.

It would not be at all surprising for us to see some arrangement made for the refiners' mutual benefit. The business though has been patched up so often, and it would seem to run along nice and smooth for a certain while when some member would be sure to jump over the traces. But the good old times when the Refiners' Oil Refining Co., with their head office in London, Ont., were getting 27 1-2c. per gallon for refined oil f.o.b. cars there, are no more. And for ways that were dark, the average oil refiner those times was indeed very peculiar, and it seemed impossible for them to get along together.

But now affairs are different. The manufacturer no longer bosses the poor producer—the boot is pretty well on the other leg. So it seems to us that with the enormous distilling capacity and capital of two of our refineries here, they must do something or other to keep peace in the family.—Petrolea Advertiser.

ELECTRICITY IN THE KITCHEN.

We referred recently to the progress made in England in applying electricity to different household purposes and to its use in cooking. A London correspondent gives some interesting details in relation to the methods whereby the electric fluid is made to do duty in the kitchen. In regard to cooking, says the writer, visitors to the Crystal Palace who have watched the demonstrations carried out under the superintendence of H. J. Dowsing may have seen that the results obtained from the electrical frying pans, kettles and hot plates are, from a culinary standpoint, quite satisfactory. It is difficult to say who discovered the principle of the electrical cooker. "Suppose you took an ordinary frying pan," says Mr. Dowsing, "and coated the bottom with an insulating enamel in which you imbedded the zigzag wire covering the current, and you would have the exact form of the electrical cooker."

To prevent radiation from the insulating enamel, the plate on its under surface is protected with asbestos contained in a metal case. The wire is made of a secret alloy, and becoming very hot, makes the iron plates above it with which it is in contact hot also —180 to 500 degrees—but it is impossible that it should become incandescent, partly because the resistance increases when the wire itself is heated and therefore becomes, to a certain extent, an automatic regulator. The wire too will carry a certain amount of electricity and no more.

A householder might use either the cooker or the two lamps at the same cost. In six to ten minutes on the cooker he could do three cutlets at one time for less than one farthing, and then switch the current back to his lamps. At the recent dinner at the Crystal Palace to electricians seven cookers simultaneously at work in the banqueting room cooked fifty mutton cutlets, thirty chicken cutlets and forty pancakes, and made forty cups of coffee. One great advantage is the cleanliness of the utensil, its immunity from the risk of fire, and its freedom from unpleasant fumes.

The electrical kettle, constructed on the same principle, is quite self-contained. As water requires considerable heat to bring it to the boiling point, a quart will need to be in the kettle about fifteen minutes before it is ready for the teapot, and a little more electrical current will be necessary than for the cooker. All that one needs to do in using either frying pan, kettle or motor is to plug the wire into connection with the main supplying the house, which can be done in an instant without any technical knowledge whatever.

At present the initial cost of these electrical appliances is somewhat high, the price of the cooker being £2, but it has been suggested that, as electrical fittings are obtainable on hire, the householder ought not to be put to any capital outlay whatsoever in order to make the fullest use of the cheap electrical current which, in St. Pancras at all events, the vestry is prepared to produce with a profit to the ratepayers sufficient to pay for the cost of the public lighting of streets by arc lamps. The "leads" which supply the incandescent lamps will suffice for the cookers and other apparatus, so that no extra outlay in the first cost of the installation will be, it is said, the result of employing electricity not only for lighting, but for heating and motive power as well as in a large variety of ways yet to be completely developed.—American Artisan.

THE EVOLUTION OF BRASS.

Brass has a respectable claim on antiquity. It was used in the temple of Solomon, was known in old Rome and in the Middle Ages, was associated with palace gates and monumental tablets, as it is to-day with buttons and pins. It has figured in architecture and statuary, and varied its uses from representing the person of a monarch to the dignity of a door knob. It is found in spoons and kettles, has honored the humble thimble and embellished the deadly cannon. In popular use and general service it has had a royal nad ancient lineage, while its hard and unchanging complexion has furnished a metallic comparison for such human countenances as are more significant of brass than modesty. As an American industry it owes its inception to an accidental shortage of supplies. When King George made his historic blunder and sent his fleet to blockade American ports, there was a consequent dearth of imported brass and official buttons. The latter was for a time substituted by bone, but the metallic article in spite of patriotism drove the other outof fashion. Israel Coe, of Waterbury, Conn., made a canvass of the local housewives and solicited worn out copper kettles and saucepans. These were cut up and by slow and laborious efforts melted with other alloys in an iron furnace and capsized into rude moulds. These uneven slabs of brass were passed through rolls until reduced to the desired thinness, the annealing being done in an open fire of chestnut wood in the mill yard. Success attended these crude and original efforts and led to the establishment of a rolling mill at Waterbury, where the surprising output was made of 80,000 pounds of brass in one year. To-day they make annual totals of millions. The manufacture of brass kettles was a logical sequence, and the brass industry started in the Naugatuck Valley perpetuates as it preceded American enterprise in this direction. It has deployed on every available line of service and kept in touch with the volume of demand and the fastidiousness of taste. It represents an industry with many ramifications, and has kept a level step with progress in improvement and manipulations. Its inception and development is, however, an added example of the persistent and energetic qualities so largely characteristic of American metallurgical progress.—Age of Steel.

The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

To be had of all Jobbers and Dealers in Sporting Goods.

JAMES BALDWIN & SONS,

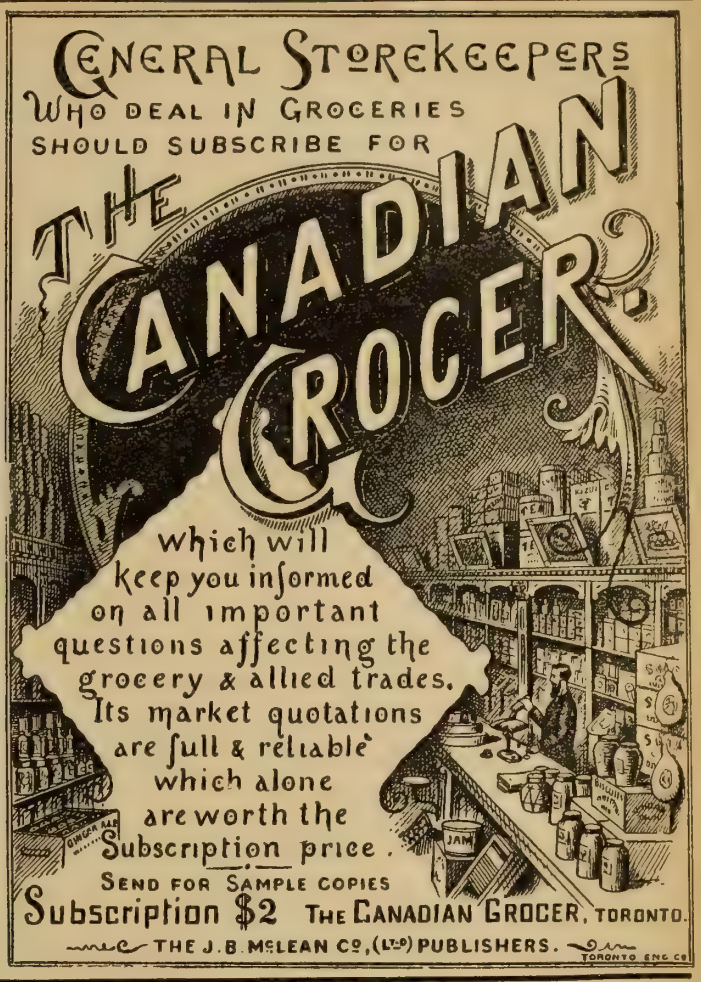
ORIGINAL MANUFACTURERS,

Morville Street, Birmingham, Eng.

Agent:--W. H. JAGGER,

24 Front Street West, TORONTO.

Price Lists and Samples to the Trade Only.



We solicit enquiries for quotations on the following goods for immediate or fall shipment :

Large Brass and Copper Preserving Kettles, Apple Parers,
American, Hudson and Little Star Peach Parers,
Fruit Presses, Meat Cutters, Sausage
Stuffers, Cow Ties, Rope
Halters, etc.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN,
164 Fenchurch St., London, E.C.

Business Changes

SALES MADE OR PENDING.

The general store stock in the estate of M. N. McPhaden & Co., Sunderland, Ont., is sold.

H. Meredith & Co., general merchants, Brandon, Man., have sold out to Whyte Bros.

CHANGES IN STYLE OR PERSONNEL OF FIRM.

Cavanagh & Cooper, merchants, Rowland, have dissolved partnership. W. J. Cavanagh continues the business.

M. M. Bruce, general merchant, Campbellton, N.B., has admitted John White as partner, under the style Bruce & White.

Whitehead & Green, general merchants, Neepawa, N.W.T., have admitted E. A. Stewart, under the style Whitehead, Green & Co.

Guimont & Co., general merchants, St. Raymond, Que., have dissolved, Romeo Guimont retiring and Dame Marie E. Roy, widow of E. Blumhart, continuing the business.

FIRES.

Kelly Bros., mill-owners and storekeepers, River Hebert, N.S., are burnt out.

A. G. Bowes & Co., stove dealers, St. John, N. B., are burnt out. Partially insured.

IN WIFE'S NAME.

Timothy O'Connell, general merchant, Yarmouth, N.S., has registered consent for his wife Alice O'Connell to do business.

REMOVALS AND DEATHS.

T. A. Richard, general merchant, Oak River is moving to Pipestone.

Mackay & Co., general merchants, Port Arthur, Ont., are removing to Rat Portage.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

The creditors of A. Jolivet, tinsmith, Longueuil, Que., have met.

Robillard & Co., general merchants, Beauharnois, Que., have assigned.

Robertson & Cliff, general merchants, Dunchurch and Ahmic Harbour, Ont., have assigned to Henry Barber & Co., Toronto.

W. B. Arthur, for many years traveller for W. B. Reynolds & Co., Halifax, and E. Canevan, who is well known to the hardware trade, have purchased the building and stock of the late firm, and are doing a general hardware business, under the style of W. B. Arthur & Co. It is the intention of the firm to make a specialty of mining and fishing supplies, of which they have a new and complete stock. Mr. Arthur will travel for them and will be assisted by Len Holland, who has made himself very popular on the road.

WHERE THE JOKE COMES IN.

"Simon, my boy, you are now going to set up in business on your own account, and I wish to give you a bit of practical advice." "Well, father?" "When customers don't see what they want, teach them to want what they see."—Herald of Commerce.

"Is your father at home?" inquired the man of the little girl who admitted him. "Is your name Bill?" "Some people call me so," he replied. "Then he is not at home, for I heard him tell John if any bills come to say he is not at home."

"Do you suppose," asked a Sunday school teacher, "that the prodigal son greeted his father loudly an joyfully?" "Reckon not,' said the bright boy. "His voice must 'a 'be'n kinder husky."—Smith & Gray's Monthly.

Goslin—"In the papah heah is an account of a fellaw who killed his wife and committed suicide, doncher know." Sappy—"Which did he do fawst, aw?" Goslin—"The papah doesn't say. Vewy stupid, Aw'm sure."—Brooklyn Life.

Flossie is 6 years old. "Mamma," she asked one day, "if I get married will I have a husband like pa?" "Yes," replied the mother, with an amused smile. "And if I don't get married will I have to be an old maid like Aunt Jane?" "Yes." "Mamma" —after a pause—"it's a tough world for us women, ain't it?"Eclectic.

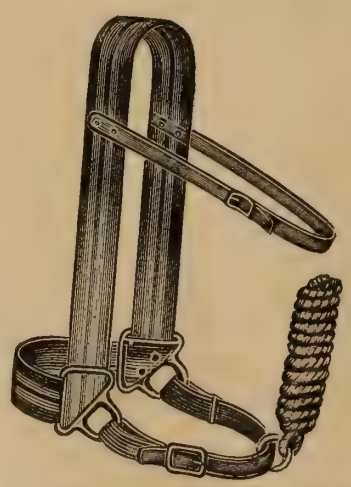
TORONTO INDUSTRIAL FAIR.

The great event in Exhibitions in Canada is the Toronto Industrial Fair, which opens this year Sept. 5th and closes Sept. 17th. It will be specially interesting on account both of the large and comprehensive price list and because of the special attractions to be offered. So great has been the demand for space in past years, and to such large proportions has the Fair grown, that more space became a necessity, and after repeated efforts the directors have secured additional accommodation on the Garrison Commons. A large new grand stand and a new speeding ring will be ready by opening day. The plan for the stand shows a design of the most complete character, with offices and side rooms to meet the convenience and comfort of all who may be engaged in the ring, or who may wish to remain as spectators of the speeding and other attractive events. Every farmer in the province ought to see this Fair. The special attractions this year are very numerous and are much superior to previous years. Cheap fares will prevail on all railways.

From The Iron Age, New York City, June, 1892:—"A book for Storekeepers is that presented in 'Ideas for Hardware Merchants,' the title of a new book by D. T. Mallett. The subjects treated are comprehensive and Mr. Mallett, because of his training and business experience, is particularly adapted to treat these live subjects in a practical and interesting manner. He states that his object in writing this trade book is not to instruct, but to simply recall to mind some slumbering knowledge which the hardware dealer has urgent need of in his peculiar calling. The chapter on Ratio of Store Expenses to Sales is a most practical and interesting one, as the information given is of a definite nature, being illustrated by figures. It is a great satisfaction for a merchant to be sure he is doing business in a safe manner, and such figures enable one to arrive at a conclusion, whether satisfactory or not. The book is well printed on excellent paper and contains many pages of instructive reading matter. The first edition is 5,000 copies. It is for sale by the J. B. McLean Co., Toronto, Canada, at one dollar.

The neglect to look after minute details in the factory is a source of great loss to many producers.

Competition is keen and active and the only way to meet it successfully is to buy from the best houses, and at lowest prices.




HALTERS—LEATHER HALTERS
WEB HALTERS
ROPE HALTERS

Also a full line of Plain and Padded GIRTHS.

Price Lists and Discounts on application.

Manufactured by WALTER GROSE, Montreal.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

--GLASS--

WINDOW GLASS,
COLORED GLASS,
ENAMELLED GLASS,
ROLLED GLASS.

See Latest Designs in

Fancy Imperial and Mechanical Embossed.

A. RAMSAY & SON,
Established 1842.
MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

The E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.

MAMMOTH WORKS AT HULL, CANADA.

CUTLERY.

Every importer should see our Samples for Fall orders.

Dickson's Carvers, with or without Cases, cannot be surpassed for good value.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

New Wrought Iron Pipe Beadsteads

Strength, Durability, and Comfort Combined. No wood about their construction. Proof against disease, germs and vermin.

C. & J. Hodgson

Wrought Iron Pipe Manufacturers,

MONTREAL.

H. D. SIMMONS,

74 York St., Toronto,

Western Representative.

SEE SAMPLE AND GET PRICES.



Excellent Quality! Reasonable Price



ADAMS-MARS BEST.

GALVANIZED SHEET IRON. SP

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 24, 25½
Strip " 25, 26½

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
Bradley M.L.S.		
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 50	8 75
D.C., 12½ x 17	4 00	4 25
D.X.,	5 00	5 25
D.X.X. "	6 00	6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 00	8 25
I.X. Terne Tin	10 00	10 25
Old process I.C.	....	13 00
" " I.X.	....	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½	6¾
26 "	7	7¼
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2½, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright 2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ to 65 p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾	6
" ¼ " "	5¼	5½
" 5-16 " "	4¾	5
" ⅜ " "	4¾	4¾
" 7-16 " "	4¼	4½
" ½ " "	4	4¼
" ⅝ " "		3¾
" ¾ " "	3	1-5
Trace, per doz. pairs	$3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz yards	0 13	0 50
Jack chain, double, per doz yards	0 15	....
Jack chain, brass, single, per doz yards	0 20	1 10

Copper—*Ingot.*

English B.S "	0 14	0 14½
Lake Superior	0 13	0 13¼

Bolt or Bar.

Cut lengths, round, ¼ to ½ in.	$0 22	$0 25
" round & square 1 to 2 in	0 2	0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16½	0 17½
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17½	0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20	0 22
" 35 to 45 " "	0 19	0 20
" 50 lb and above per lb	0 18	0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	....	0 21
Spun " "	....	0 25

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 25	0 27
From 20 gauge, up	0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20	0 21
" " 27 to 30 "	0 23	0 25
" " 30 and up	0 26	0 28
Sheets, hand-rolled 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 05½	0 06
Domestic "	0 05½	0 05½

Zinc Sheet.

5 cwt casks	0 06½	0 06¾
Part casks	....	0 06¾

Lead.

Imported Pig, per lb	0 03¾	0 04
Domestic "	0 03¾	0 04
Bar, 1 pound	.. .	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00	5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75	5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17	0 19
Standard	0 16	0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½	0 14
Other makes "	0 13	0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb		5½ 5¾
No. 1 Do. "		0 5
No. 2 Do. "		0 4¾
No. 3 Do. "		0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	....	$1 10
2nd qualities "	....	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35	1 40
" " (J.F.L.S.) " "		2 75
Venetian Red (R.C.2) " "		1 50
Ven Red, Cookson's "	1 80	1 90
English Oxides per cwt		3 25
American " " "		2 25
Canadian " " "		1 75
Paris Green, per lb	0 13	0 15
Burnt Sienna, per lb		0 08½
Burnt Umber "		0 05
do pure		0 08
Drop Black "		0 09
Chrome Yellows "		0 12
" " Lemon pure,		
8 lb. tins, per lb		0 19
Chrome Greens "		0 12
Golden Ochre		0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 57½
Boiled "	0 60 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 46½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, one shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50,50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross... ... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18
Chisels—*Socket, Framing and Firmer*
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis. to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests, Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc. Prices Low. Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & H screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)
1. Either Canada or American Pattern.
Basis—50 to 60 dy..... 2 30
40dy..... 2 35
30 dy..... 2 40
20, 16 & 12 dy..... 2 45
10 dy..... 2 50
8 & 9 dy..... 2 55
6 & 7 dy..... 2 70
2. American Pattern Only
from 4 to 5 dy 2 90
3 dy. (lath)..... 3 30
3. Canada Pattern Only
from 4 to 5 dy 2 80
3 dy. (lath)..... 3 20
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p. c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9¾	9¾ 11 11½
¼, 5-16, ⅜ in.....	10½	10½ 11½ 11½
Cotton, per lb.....		22 25
Russia Deep Sea, per lb..		13½ 16
Jute ..... " ...		08 08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 60 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ½ gross boxes per gross net cash..... 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4¼
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb..... 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass'n skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 25 2 50

Tinner's Snears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application,
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10¼
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8,10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " } 4½ 4¾
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

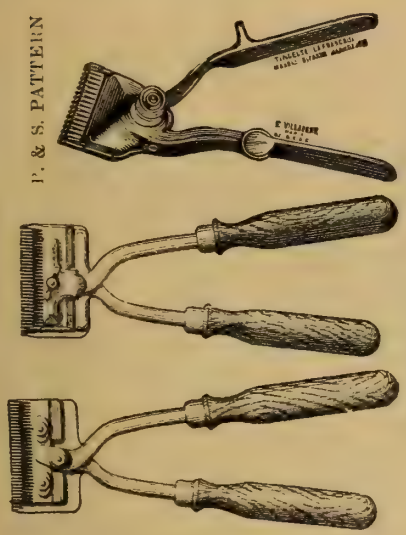
WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

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Villadere Clippers.

INTERCHANGEABLE PARTS.

P. & S. PATTERN



POPULAR PATTERNS.

ATTRACTIVE PRICES

Sole Agents for Canada,

Painchaud, Squire & Co.

Temple Building, **MONTREAL.**

How to Sell Goods

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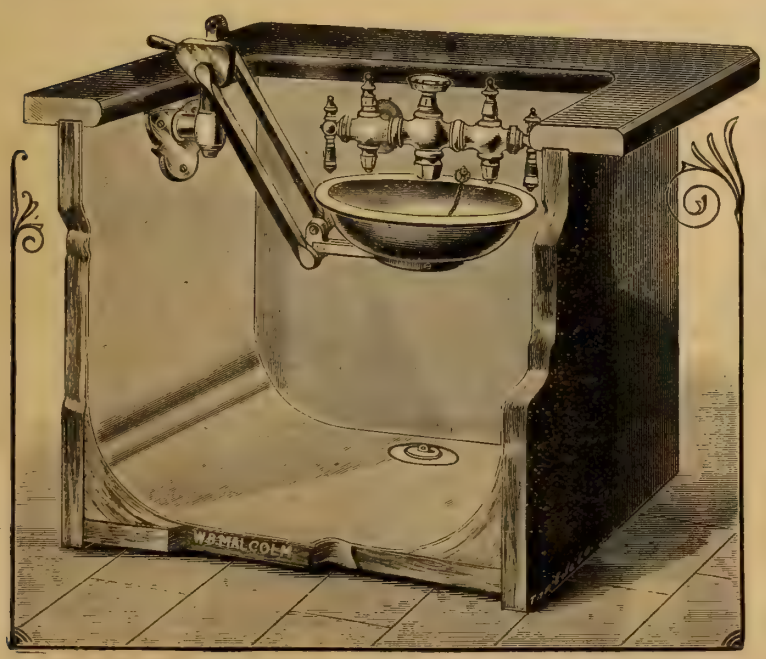
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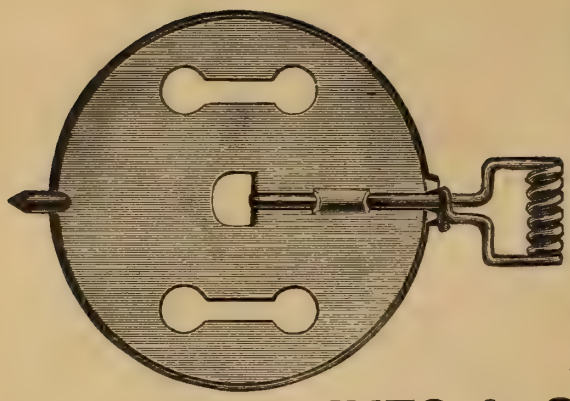
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VOL. IV. TORONTO, SEPTEMBER 3, 1892. No. 36.

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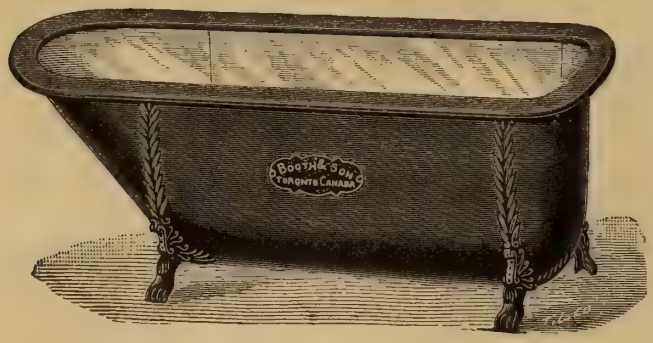
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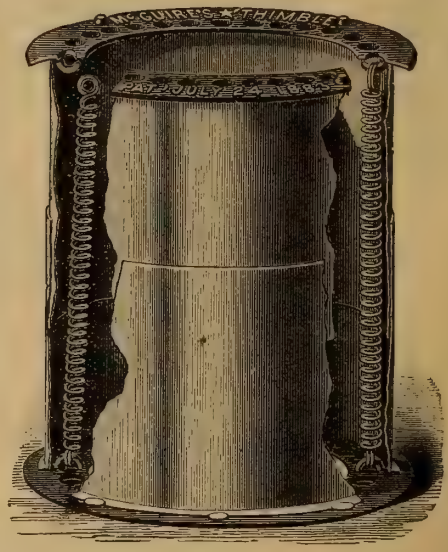
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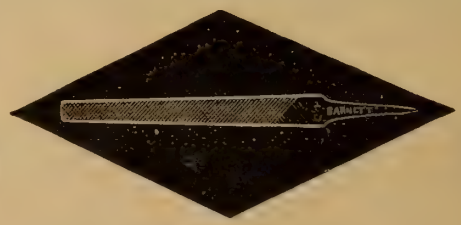
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Vol. 4. TORONTO, SEPTEMBER 3, 1892 No. 36

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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That over-credit is the root of all evil in the Canadian hardware trade is so mild an exaggeration that it might almost be allowed as a starting point in a plea for more sparing and shorter credit. Long and easy credit is at any rate a very cardinal mischief, and the brood of ills which can claim it as the author of their being is a larger one than comes home to roost under the shelter of any other cause. Price-cutting is sometimes entitled to rank as an independent rival in this bad eminence, but price-cutting is more usually the fertile offspring of long credit, and would generally disappear if credit were short and select. Hardware jobbers are very apathetic in respect to credit. If they were utterly helpless they could not be more resigned than they seem to be to the exhausting effects of their very open credit system. But they can help themselves, and incalculably help the trade, by dropping this laissez-faire attitude. The doctrine that evils ought to be allowed to work their own cure cannot be depended on in a body which changes so much in its composition and is so devoid of organization as the retail hardware trade. Retailers can take to other modes of making a living, or can drift into the haven of insolvency if they find the effects of a loose credit system too much for them. If they had not these means of escape, but were forced to remain in the business and pay all they owed in all circumstances, then the "let alone" policy might be trusted, and evils would probably work their own cure by bringing about their own destruction. Then the most reckless abuser of long credit would be brought to see how much his own real interests would be served by a shortening of credit. But easy settlement follows easy credit as the day follows night, and retailers are shielded from the primary effects of their wastefulness or slovenly business habits, whereas if the wastefulness and habits begotten of lax credit were allowed to break not merely bend the careless retailer, there would be a strong demand from retail sources for credit to be curtailed. The wholesale trade is therefore responsible for long credit and its long train of evils. They can stop the loss at one end or the other. They can either directly restrict credit or they can make collection and settlement so rigid a matter that retailers will be forced to seek a shortening of the time.

* * *

The sound men of the retail trade, the men who believe in paying promptly and fully all they owe, are the ones who would be benefited by shorter credit. Such men are now beset by methods of competition that would not be possible if credit were short and discriminate. Those traders who are in business for the purpose of making money not by success but by failure would have to retire or become converted to honorable methods. Fair retail prices, discretion in giving credit to consumers, sharp collection of retail accounts, close attention to business, good care of stock and many other valuable habits whose opposites are now conspicuous, would flow from a narrowing of the time and the basis of credit. Limited credit is the sieve through which the trade needs to be put, and the closer its meshes, up to a certain point, the more select in point of honesty and business thrift will be those who go through. The last month or two of the present time-limit is like a remote part of a political community which is about cut off from the centre of government, and in which consequently all forms of turbulence and outlawry have a chance to grow up. It is clearly not in the interest of the best class of traders or the best principles of trade that so large credit should be allowed. It gives license to practices that are ruinous to every one they touch. To lop these off and to lop off those who take to them it is necessary to take in the borders of the credit system.

* * *

The present time-limit of four months on heavy goods and six months on shelf goods is a misfit to the business of to-day. It is like a slight framework which was built to suit a small vine, but which the vine has outgrown until it falls all about its original support. In the same way the conditions of trade have grown far beyond the limits staked out in the credit system of the country. Buying is no longer a matter of two jaunts a year to the city, two shipments a year from markets across the sea. The modern transportation system of the world has come into existence since these limits were adopted, and the economy of production and distribution has undergone marvellous changes which have transformed business remarkably in the same time. Exchange is not the long, toilsome business it was when these time-limits were adopted. There are old-fashioned people who do not realize what changes have come to pass, people who do not understand that capital must always be in the current and not in the little eddies beside the current, where long credit once permitted it to circulate in the hands of debtors. They consequently are amazed when speedy payment is asked for all the

goods they buy. These belated people are chiefly the customers of hardware merchants, who have taught them to defer the day of payment because hardware jobbers are not short-credit men, as modern conditions require them to be.

* * *

Some people find it very hard to brook opposition in any relation. In matters of personal difference they cannot suffer it, in questions considerably removed from private feeling they are intolerant of it, as in politics. Even in sport such men are disagreeable rivals, they bear a grudge to the man that beats them, and can hardly forgive the persistent efforts to undo them, of even the man they beat. In business their competition is bitter, and envy, hatred and malice are provoked by the man they regard as their particular rival for the people's custom. It is said to be the temper of such people that unfits them for a competitive business, but it is really the lack of training. Put such a man early enough in life right in the thick and throng of competition, and let him have a rough experience of buffeting them, and he will come out of it a man of some liberality of views. It needs the discipline of strong-willed opposition to tame some men into the necessary toleration of other people's claims. Where the opportunities for such a schooling are lacking, as in small country places, men of the natural disposition described usually hang on to their narrowness and make business disagreeable to themselves and competitors. Woe betide the traveller of the house they deal with, if he drops into their rival's store and tries to sell any goods there. And their rival, though he may be a large-tempered man, has probably become so incensed with their spiteful ways of opposing him,that he would have strong objections to his wholesalers selling to them. Thus it is that in some places travellers must confine themselves strictly to one merchant. If they try to get two they lose the one they had. Sometimes a house gets an offer of an account from a trader its traveller dare not call upon for fear of estranging a customer in the same place. Of course, in such a case the better man from the wholesaler's standpoint is the one that is chosen. Usually the account is accepted if the offer of it does not squarely propose the dropping of the other. The maintenance of both,when unfriendly feelings exist between the competitors, is usually too much for the diplomacy of travellers. This incompatibility of temper is to be deplored, as it is a source of loss as well as of bad feeling The loss is in the form of energy. All misdirected, unnecessary feeling is energy wasted. The tranquil, placid man who is going to retain his composure in the most exciting circumstances of competition, is the one who will make the most of the bout. Sometimes this feeling is quite as mistaken as it is useless. There is no end of defect in human character and business methods, but no man will cure a tittle of it by bitterness or ill-natured words. What can't be cured must be endured. Nor can any amount of local organization make fair competitors of some people. It can establish a corporate feeling that deters a man from some of the more open courses of bad business, but it cannot take out of a man what is inherent in him. Its value in leading men to mix together more freely and enabling them to understand each other better is probably its best feature, as it thereby is a means of removing misconceptions and setting people in the right light towards each other.

* * *

Traders should aim to make a clean job of their collecting this fall. Last fall money came very slowly to the hands of retailers, renewals had to be made to a very general extent with wholesalers and interest had to be paid. In the meantime current business went on on, a credit basis and profits were kept down by the briskness of continued competition, and the carrying of accounts embarrassed many a perfectly solvent man. The art of collecting is not well studied by the majority of retailers. The desire to avoid offence and the fear of alienating custom really paralyze the will of the retailer and tend to make him a failure as a collector. He asks for payment too much like a man who was suing for a favor and allows the debtors to remain too much in possession of the idea that they have the advantage. The peculiar touchiness which some people love to make a formidable display of. when they are dunned, is an amusing phenomenon. They aim to stand a creditor off by the awe which their spurious pride is supposed to command. It is an outrage upon them to hint that they are too slow with their money, or to be urgent in requesting prompt payment. People must get rid of this sensitiveness if they want to trade as credit customers, and it would not be a bad idea of merchants to warn them that such a feeling will not be given much consideration when accounts are ready for collection. Debtors have too vague an idea of the position of the storekeeper in his relation to his own debts or needs for money. That vagueness it should be the object of the trader to remove. He should give fair warning that he wants the money not more than fifteen days after all bills are issued, and should take occasion to point out to individuals how their failure to pay him then would cause him grave inconvenience, as he has not this one or that one to wait upon but a large number of people whose accounts he carries. To take notes and put them through the local bank is sometimes only to avert the evil day, as too often those notes have to be taken up by the merchant and carried again for months. An experienced collector in every town would be a great convenience to business men. He ought to be well skilled in the work of collecting, tenacious, and should be a man of sterling honesty. If such a man could give good security for all money collected by him, it would pay him to open an office and take the accounts of all the local business men and follow up the debtors for payment. The place of the collector is clearly defined and the collector is wanted. Retailers could wash their hands of an ugly job if they had such a man to entrust their collecting to. Such an agent would be a useful man on account of the knowledge he would possess as to each individual's standing, as he would have accounts from probably many persons to collect from the same debtor. The collector would therefore be able to prepare yearly a little list on the basis of the commercial and financial agencies, in which he would indicate the credit ratings of all local consumers. Of course his rating would chiefly take note of honesty, promptness in payment, thrift, recognition of a debt and such matters as facilitate or hinder the recovery of money due on local debts.

THE YOUNG MAN IN TRADE.

The great difficulty in the way of some people's doing a thing well is that they try too hard to do it. They have a high ideal, and they feel that extraordinary means are necessary for the realizing of it. Common means are in their view altogether inadequate. They consequently rack their brains and delve into their imaginations to get a hold of some original ideas, and they consequently succeed very often in being merely odd. If they put a little more faith in such humble resources as common every-day observation, plain hard work, economy of resources to every given end, the study of human nature, the thorough mastery of details, self-command, and the like, they would establish a suitable groundwork upon which to rear their ideal, and would not need to stir the very depths of their being to achieve the end at

once. We must proceed from the simple to the complex. Many a bright boy at school has been well-nigh distracted, sometimes physically prostrated, by the earnestness of his efforts to do difficult things, and the reason is that he keeps his mind too much on the thing to be done. He does not take it away often enough to the contemplation of means in themselves simple and easily handled. Deductions in Euclid often worry the best young intellects in this way. They address their minds to the thing to be done; they do not see the possibility of doing so hard a thing; they flounder and toil in vain for an hour or more, and become more perplexed the longer they work. They forget to give a moment's thought to a few elementary ideas that they have been taught, about points, straight lines, and angles, and when they are brought to think of these they are ashamed that they stayed so long at the wrong end of the proposition. The same fault is to be found with many men in business, particularly young men; they wrestle too long and too hard with the end before they make any application of certain well-understood constructive means.

Such a way of looking at a difficulty always exaggerates it. That is the trouble with sensational effects in business. Too many young men believe they are called upon to make some signal exhibition of brilliancy when they open up against an older man. They suppose they must be the vindicators as well as the exponents of new ideas, and new ideas being rather a catchy than a clear expression, they scarcely know in what way they are to assert the superiority of their training, and are driven to devices after great spectacular effect in stock display and advertising. They open up too often as if they were inaugurating a new era in trade. They undertake to invent devices, and frequently those devices look forced, far-fetched or bizarre. It does not require a genius to do business successfully. It does require a firm believer in the everlasting principles of hard work, patience, care, self-government, and self-improvement. These are old-fashioned and unpretentious, but they are fundamental, and not unbecoming as a basis to the most glittering success. Let the young man in business begin with them. There is no need to cast about for some new showy way of making an entry into business.

There is a foolish idea abroad among some shallow people in business that it pays to give away goods for the purpose of planting the seeds of a large custom, and the more theatrical the manner in which the giving away is done the more effective it will be as an advertisement. It is only some people who know the way to make things come out right by such a method. The majority who take to it are mere imitators of some clever trader who perhaps had some genuine administrative ability, who knew what he was doing and was not groping his way to an end but going very directly toward it. Lavishness appears to be understood as the modern successor of frugality. One man begins carefully, there is no great amount of show about anything he works with, his store is a plain building that does not call for an enormous rent, his horse and wagon are plain, his methods are simple. Another begins with a great amount of eclat, everything is bright and new and expensive. He reasons that this pays because of the extra attention it draws to him. It pays only if he can afford it. Even then it does not pay so well as the name for sterling honesty, and sound business principle.

In advertising, the precocity of some beginners is very ridiculous. They have their ideas upon a model entirely out of proportion to their business, and in an entirely different environment. They spend money in getting up some little notion that is to be odd and useful in every household. Not only is this expected to do wonders in keeping the name of the dealer prominent in the very domestic life of the people, but its character as a gift is supposed to attach trade through the gratitude of receivers. No matter how pretty the little pin-cushion, paper-cutter, perpetual calendar, paper-weight or whatever else it may be, it must be borne in mind that everybody gets it and that at once kills its value as a distinguished mark of favor. Let the advertising be done with good common sense and a live perception of what will interest buyers. The hard-working, little-by-little, wide-awake, common-sense way of advertising business brings and holds custom.

THE PATRONS AFTER THREE YEARS' TRIAL.

The Patrons of Industry are still hanging on to existence. Their tenure is a slender one, consisting only in the strength of unredeemed promises. All their objects are still objects, none of them have been turned into achievements. Hence their platform contains no more of the elements of a title than it ever did, but remains a mortgage for the full value of the order, and no cause can be shown why foreclosure should be delayed. Members are beginning to falter in their faith. The fruit of their hopes is disappointment. They have not been able to tear down the framework of our commercial system and to erect another in accordance with their own elementary ideas. Their failure either to destroy or construct must be mortifying to them. If they could have been for a brief while, the plaything of a political party or the tool of a self-seeking man, their entire futility might have been a little more historically picturesque. But they have done nothing to dazzle, and therefore deceive anybody, and thus extend their membership. Neither are there any tender or particularly hallowed associations clinging about their lodges which are likely to make members cling to them more fondly. There is nothing to soften the glaring baldness of the fact that they are a failure.

The commercial principles they endeavored to establish and incorporate in practice is a remarkable one. It is that the buyer shall fix the price. That is a purely artificial principle. The natural one is that the price shall be the result of agreement between buyer and seller. In any compromise between the two, the price is sure to be closer to the buyer's ideas than to the seller's, for competition operates to the advantage of the former. But the Patrons would do away with competition among sellers and substitute for it combination among buyers. Under the action of competition among traders, prices have sunk remarkably in recent years, despite the fact that during the same time combination has been greatly extended among manufacturers. The difficulty of selling at a remunerative price reacted upon the trader's buying ideas and gave a wonderful stimulus to them. The economy of buying, before there were enough stores to give the public an easy choice between merchants, was like an unused organ in a man's physiology; it had ceased, except in the most mechanical and sluggish way, to perform its proper function, and business was mechanical. But when competition began to charge the wires of trade, brisker movement was enforced, the lethargy of the old order became impossible, and the lost art of buying had to be found. Competition has done wonders to awaken the buying wits of traders. Consequently it is chiefly on their ability as buyers that traders now rely. The buying price they can determine much more than they can the selling price, for competition has pretty well defined that before the goods are in stock, and traders must buy to match that prospective price. In fact the advantage is on the side of the buyer as against the seller in nearly all stages of an article's transfer from the very first hands to the very last, and the trader has to make up as a buyer for what he must give away as a seller.

This highly developed sensitiveness to the suitability of prices is what makes the trader most useful to the consumer. Consumers have brought it into existence by playing one trader against another, and it is their main engine for the further depression of prices. The Patrons of Industry would sweep away all that. They would establish a system of constant profits and automatic salesmen. Their storekeepers are not going to exercise their ingenuity or beat the market to get bargains, for 12½ per cent. on low prices is not so good a return as 12½ per cent. on high prices. They will have no object for continuing on the still hunt for prices, since they are supposed to be surrounded by a phalanx of trusty customers pledged to buy only from them. Competition no longer exists to make them anxious and they lapse into ignoble ease. Their 12½ per cent. will not pay them as well as

the profits of many another trader whose business faculties are kept unrusted by his freedom and his alertness to get goods at prices that he can meet competition with. To the store of such a man, too many of the Patrons will now and then steal away and smuggle thence under the cover of night or deception many of his low priced goods. The Patrons make sluggards of their merchants and thus relax the pressure on prices. The idea is plainly wrong in theory, and practice is demonstrating its absurdity.

The more natural a system is the more will it answer the purpose for which it came into existence. Because it has faults, it is not to be swept away and replaced by something that as a conception is scientific and symmetrical. The artificial lacks vitality. It can never be grafted upon a living body. Politicians of the philosophical sort have tried to make constitutions for nations to live under, and while such instruments were theoretically faultless and admirable, in practice they were useless. They lacked the breath of life. They differed from the article wanted as a thing that is made by the hands of man differs from a thing that grows. Practical men would look round to find customs, institutions, organs, and forms that had come into existence naturally, and would arrange their system by the use of these. The trading system of the Patrons is artificial, unworkable and entirely unfitted to the purpose for which it was adopted—the getting of cheap goods to consumers.

POSITION OF THE DEBTOR.

When a man, be he a dealer in or a consumer of merchantable commodities, asks for credit, he asks to be accommodated. Too many buyers get the idea into their head that they confer a favor upon the seller when they bestow their patronage upon him, whether they pay cash or are granted time. There is nothing surprising in this. Retail dealers and consumers, too, are being educated up to that point every day. Their trade is "drummed" by the commercial traveller, solicited by the circular and persuaded by the newspaper advertisement. But it is a mistaken conception of the purpose of these trade "fetchers" that leads them to think they are the obligers and the sellers the obligees if the term may be used. Advertisements may persuade, circulars plead and commercial travellers solicit, but the trade they are after is the trade that pays. They want a share (the lion's perhaps) of the orders that they know will be given to some one. They do not ask the dealer to buy simply to accommodate them. Sometimes the "drummer" may convey this impression, but it is seldom with the knowledge and consent of his employers.

Legitimate business men seek legitimate trade. If they buy on credit, they are the accommodated parties, but when they sell on the same terms they are extending favors to some other fellow. The consumer may allow himself to be overpersuaded by the retailer, the latter by the travelling agent, but if he does, he alone should bear the burden of any loss that results. He is still the accommodated. If he buys goods that he knows to be inferior, and he pays the same price that would secure a better grade, then, perhaps, he is conferring a favor upon the seller; but even in that case, just as sure as he asks and obtains credit, he is still the accommodated party.

Under whatsoever circumstances a trade is made, if the buyer is given immediate possession and the time of payment fixed for some future date, he, and not the seller, is under obligations. He may be rolling in wealth, or his name be famous in the annals of history, but he is no less accommodated than the most poverty-stricken and obscure individual who ever bought a loaf of bread on credit. A promise to pay is not money. Men have gone to bed rich and awakened next morning by the gaunt finger of poverty tapping at the window. Others have retired amid the rags of a pauper's pallet and arisen to find themselves out of reach of want forever. Men of wealth often become suddenly poor, but paupers seldom become suddenly rich, hence, there is considerable risk in either case.

A credit seeker is not inferior to the individual who grants the favor. He need not imagine that he must cringe before the alleged importance of his creditor. It is strictly legitimate to ask for credit if one has the inclination and ability to pay his bills when due. The debtor is just as good a man as the creditor, if their only difference lies in their positions at opposite ends of a business transaction. But when a debtor begins to imagine that he has accommodated his creditor, or when the latter permits the former to convince him that such is the case both are on the wrong road, and the foundation of the credit system begins to weaken.

"I do not believe in being excessively polite to one's creditors," said a man well known to the vehicle trade. Later on, when he became manager of a carriage factory, the not-excessively-polite missive that came from some of his debtors often sent him home at night sick at heart. The chickens had come home to roost.—Ex.

TIN PLATE, FREE AND DUTIABLE.

In the United States everything seems to work directly opposite to all the predictions of the prophets and contrary to the usual course in all other countries. Take tin-plate for an example. The United States levies a duty on it when imported, and Canada admits it free of duty. The natural result, it would seem, ought to be that Canadian consumers should get tin-plate cheaper than the consumers in the United States get it. Do they? Let the figures answer. The Hamiltan, Ontario, Canada, "Spectator" says: "Canada permits the importation of tin-plates free of duty. In the last fiscal year all the tin-plates and sheets imported weighed 214,683 hundred weights, valued at $854,770. This was at the rate of 3·55 cents per pound. The imports into the United States for March and April weighed 137,679,062 pounds, valued at $3,913,920, or 2·83 cents per pound in addition to the duty. This is less by nearly three-quarters of a cent than the Canadians pay, to be accurate, 72 cents per 100 pounds. Does it not appear that of the duty of 2·2 cents per pound the people pay two-thirds and the manufacturer one-third? And to say nothing of the value of the duty in building up a domestic industry, is it not profitable to compel a foreign manufacturer to pay part of the duty?" Commenting on the same subject, another Canadian journal, the "Canadian Manufacturer," says: "Canada is not yet prepared to manufacture tin-plates, and therefore it may be well that the article be admitted into the country duty free; but the facts above shown indicate that we pay 72 cents per 100 pounds more for what we buy than the Americans pay for their purchases. This discrimination against us cost us last year $173,120. And thus we see that, because of our free trade in tin-plates, we are sweated to this large amount more than American consumers are in an equal quantity of goods. If we impose a heavy duty, the Welsh manufacturers would readily consent to bear at least a portion of the burden." Possibly they would have to bear the burden, whether consenting or dissenting. The Canadian situation shows what the British manufacturers will do when there is no tariff in the way. They will charge just what they please, and when attempts are made to start opposition or competition plants, they simply dump their wares into the unprotected country and squelch the new enterprises. In the United States we do these things differently.—Iron Industry Gazette.

American tin is not only taking very good care of itself, but has become a troublesome competitor against the foreign article, as is seen by Merchant & Co's. circular. "Gilbertson's Old Method" brand of roofing plates is no longer guaranteed by this firm, as experience has proven that the American plate of its own production is a much better and heavier and more evenly coated plate than even the "Gilbertson's Old Method," which, it is claimed, has been allowed to greatly deteriorate to meet the prices of the American product and to offset the increased duty. It is said that politics makes strange bed-fellows, but nothing can seem more strange than the old importing house of Merchant & Co. repudiating its old stand-by through sheer necessity, and because it has something better made daily at its own works right here in Philadelphia.

This means, if it means anything, that the American manufacturers of roofing plates have made more headway in the few months they have been at it, than the Europeans have accomplished in years.—Real Estate Record, Philadelphia.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

"Schultze" Smokeless and American "Dead Shot" Gunpowders

THE BEST OF THEIR KINDS.

Cartridges, Cartridge Cases, Wadding, Shot, etc.

SUCCESS IN BUSINESS.

It is a common expression that "nothing succeeds like success." Now what is success? Webster says that it is "the favorable or prosperous termination of anything attempted; the attainment of a proposed object; prosperous issue."

In the first place something must be attempted. "Nothing ventured, nothing gained." The man who starts out in business must have some definite object in view and the degree of his success may be measured more or less by what that object is.

While it is natural that a man should strive to make money it is by no means the best plan to go into business simply with that end in view. He may be sadly disappointed if he does. It is probable that if he succeeds well there will be a good deal of money for him, but that should not be the only object sought after.

What brings this more forcibly to mind is the remembrance of what a successful wholesale merchant said to the writer only a few days since. In speaking about various degrees of success he said: "I might make a great deal more money in some other place than that which I occupy at present. My experience would doubtless bring me a large salary if I chose to leave the house I have been a part of for so many years, but I look deeper than the matter of money to be obtained out of a place.

"There is a certain degree of satisfaction to me in knowing that I fill some sort of place in the world where I am a benefit to my fellow men. I take great interest in the large number of men employed by me as the head of a large firm. If I did not care anything about these men and their families and had no thought but for the money to be made in the world as I said before I might obtain more of it somewhere else. As it is I am satisfied to make a little less and know there are those who respect me in the place I occupy."

Such words as these from a man with over thirty years in one line of business mean much. They mean that there is something to be sought after that is greater than riches. The object sought by this man has been obtained and he fills a place in the world of which any man might be proud.

There are various objects toward which men tend and many of them are as worthy as the foregoing example. If a man would succeed let him put aside selfishness and seek to bring the greatest good to the greatest number possible.

That "knowledge is power" is recognized by everyone and that is one thing that men who go into business should take into consideration. Take for example the case of a boy who goes into a store to learn the business. He is put at work with small wages to start with and he may have to work at small wages for some time. Now if he is simply striving to get rich he is very apt to get discouraged in the attempt before he has worked long. Riches seem to be a long way off and there don't seem to be any chance in what he is doing to get ahead.

But let this boy go to work with a determination to learn the business and to learn it as thoroughly as possible, trusting to his ability to help him upward, and he is going to be heard from. We often hear about a man who gets paid for what he knows, not for what he does, but if we look back of that statement we will find that he would not have known anything if he had not done something first.

The boy or man who learns his trade or his business—learns all there is to learn—is the one who may expect to get paid something for what he knows. That is he will doubtless be called upon to oversee other men and teach them what he has been over. This will be work, but it will be work that will bring the greatest success. When one has been through the same mill as his employe he will be better able to look after and instruct that employe and his opinions will be thought more worthy of consideration. Such a man will have little trouble in dealing with those under him.

Money will do a good deal in this world, but it will not do everything. A man may get money and not get happiness; he may get money and not get friends; he may get money and not get respect. If he loses his money he loses everything.

But look at the man who does not put money first. He fills a place in the hearts of all those who know him. He has dealt honorably wilh all the world and has achieved a place of honor among men. He has great satisfaction in his business because it is a part of his life. He has built it up to do good to the world at large. He gives employment to a great many men and they respect and honor him. If he meets with misfortune he has friends who will stand by him and help him, for he has helped them and shown an unselfish disposition.

What kind of success would you attain to: There are successful men who are not exceedingly rich, and there are also rich men who are not successful, or at least they do not think so.

Success should be measured by the degree of satisfaction that is to be obtained out of one's business, not by the number of dollars that are to be obtained from it.—Stoves and Hardware Reporter.

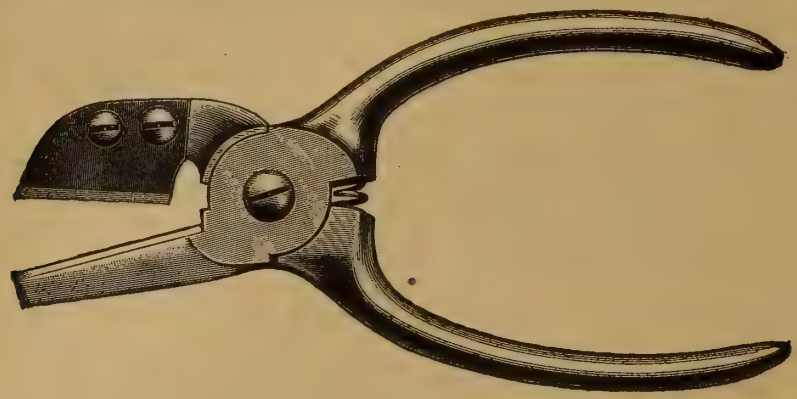
TORONTO'S GREAT FAIR

The Toronto Industrial Exhibition opens on Tuesday next, the 6th Sept., and closes on the 17th. With the enlarged grounds, new half-mile track, new grand stand 700 feet long, many other improvements, and the large number of excellent special attractions provided, the coming Fair will undoubtedly be away ahead of all that have preceded it. The entry list in all departments is larger than ever, and the space in all the buildings has been taken. The usual cheap fares and excursions will be given on the railways. The attendance of visitors from all parts of the country will undoubtedly be great.

As a result of the agitation against American currency many city merchants decline to receive United States money at all, while others will take it only at a discount.

NEW GOODS.

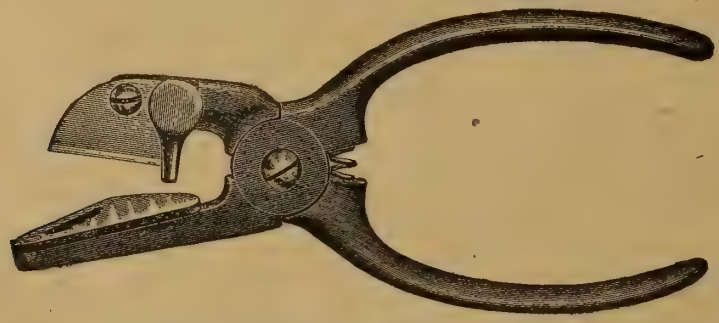
The Alford & Berkele Co., 77 Chambers St., New York, N. Y., have several new lines upon the Market of which illustrations are given herewith. The Ladies' Favorite Pruning Shears and Rose Trimmer, is one of these.



PRUNING SHEARS AND ROSE TRIMMER.

This little tool is intended for ladies' and florists' use in the green-house and amongst the flowers. It is light, and as easily used as a pair of scissors, and very much more effective. It has full nickeled tempered steel blades.

drilled out at one end to lighten it, and knurled to secure a good grip. The nut that moves the jaws is placed in the movable jaw directly under the thumb, so that it is easily worked by the hand that holds the wrench, leaving the other hand free to support the bicycle. It is a favorite with all that use it.



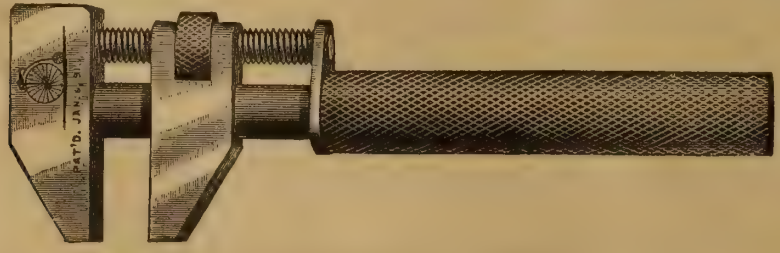
THE HOUSEHOLD BUTTON-HOLE CUTTER.

The Button-Hole Cutter is another. It is in length 6½ inches, weight 7 ounces, and is nickeled. It cuts buttonholes for the family, dressmakers or tailors, in all kinds of material, with or without eyelets, and any length from ¼ to 6 inches.



THE A AND B TACK PULLER.

This Tack Puller is a late and excellent article. Packed 2 dozen in a box, 4 gross in a case.



THE LRICH BICYCLE WRENCH.

This wrench is an all steel wrench of a new design. The handle is a solid steel rod,

GLASS AND ALUMINUM BUILDING.

A new building is to be erected at the corner of State and Madison streets, in Chicago, which will be entirely unlike any other in the world in the materials used. It will be sixteen stories high, and the exterior is to be of aluminum and glass. It will have a frontage 66.8 feet on State and 106 feet on Madison St. The ground rent is about $36,000 a year for the lot. The building will be erected by a syndicate which contains the names of several prominent Chicago real estate men, among them Owen F. Aldis, Cyrus Bentley and Geo. A. Fuller. Holabird and Roche are the architects. Aluminum has been used considerably for inside work of buildings, such as elevators, railings, etc., but never before for outside work, save in a small way, for ornamentation. The syndicate will expend $500,000 on this building, and it will be a work of art in every way. The first story will be of an ordinary height, and the upper ones 12 feet, 10 feet 6 inches and 11 feet in the clear. The windows will occupy the entire distance between the floors, except the small space required for the mullions, and each window will be of two sheets of glass 11 feet long, joined at the center by a strip of aluminum, making practically one plate of glass 22 feet long. On each side will be a smaller window for the purpose of ventilation. The mullions between the windows will be covered with a plate of aluminum. There will be three columns on the State street side and four on the Madison street side, running from top to bottom of the building, of aluminum, designed in ornate and pleasing forms. The window frames will be covered with gold leaf, and the interior decorations will be of the most elaborate order.

THE ELECTRIC RAILWAY.

It is most amusing to notice the way in which some of the daily papers, usually those of the rural districts, grow enthusiastic when they undertake to enlarge upon the future of the electric railway, says the Western Electrician. The verdant editors seem totally oblivious to the fact that an electric road, operated from a central station, is nothing more nor less than a steam-driven system. They seem to forget that electricity is merely an extremely flexible agent through which the power of a steam engine or a waterfall may be transmitted and applied to the propulsion of cars. It is this lack of the true nature of this particular application of the current that maintains the ravenous appetite for extravagant electric trunk line stories. These fairy tales, telling in glowing terms of the doom of the steam locomotive, may be very interesting, but they do an immense amount of harm, in that the public, through their influence, is educated to expect too much.

That the electric system is destined to usurp steam in certain fields there is now no doubt; but the romancers are a little premature when they jump at the conclusion that there is going to be anything in the way of a swift and radical revolution. The electric motor is obtaining its foothold in the domain of the steam locomotive in a gradual and perfectly natural manner. For instance, reports from New York now lead us to believe that the Pennsylvania Railroad will utilize the electric system extensively in the neighborhood of the metropolis; but the application, if made, will be to feederlines and not to trunk lines. It is in this way that electricity will work to the front more as a friend, perhaps, than an enemy of steam.

TORONTO PLATE GLASS IMPORTING CO.,
TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."

BRITISH SHEET GLASS
P.B.

These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

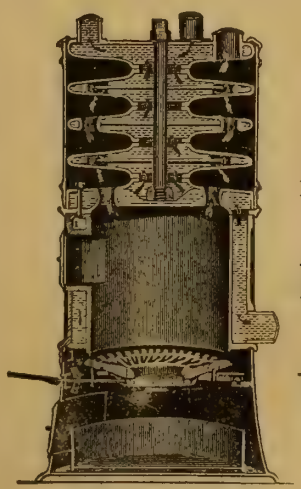
From $1.80 per cask upwards.
FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

Thos. Firth & Sons, Ld.,
Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,
Bessemer Steel,
Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.



-THE-
"Acme"
HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



TEMPERED STEEL WIRE TRACE CHAINS



LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full line of Cow-Ties, Tie-out, Dog and Halter, Coil Chains, &c. If you have not yet tried these chains send for samples and prices.

THE B. GREENING WIRE CO., Ltd., Hamilton, Canada.

FAILURES IN STEEL CASTINGS.

Chief of the Bureau of Steam Engineering George W. Melville says in his yearly report to the Secretary of the Navy, of steel castings: I am again obliged to report that we are having most discouraging experience with steel castings, and that the statements in former reports concerning them can be repeated almost without change, for in some cases parts designed of cast steel have been "built up" of forged or rolled steel; in others the castings have been reinforced with plates of rolled steel; and in still others the castings have been made abnormally heavy and reduced to size in the shaper or planing machine. The publication of these reports has evidently directed considerable attention to this matter, and has elicited letters to the technical press from representatives of several of the steel-casting establishments. Without exception they admit that there have been many failures and delays, but they endeavor to escape the charge of poor work for the Government by stating that they have done better work for other parties, and by claiming that the designs for machinery call for shapes that cannot be successfully cast in steel; they also imply that if the steel-makers were allowed to modify designs and split one casting up into as many as they choose, they could guarantee good work. One writer goes so far as to state that they do not claim any reduction of weight from the substitution of steel for iron, but that the parts will be so much stronger that there will be much less danger of a breakdown.

Whatever truth there may be in the charge that some designers ask for shapes that cannot be cast successfully in steel, it does not apply to the designs for the machinery of our new ships; for, without exception, the steel makers have been met in friendly spirit by the Bureau, and every change which they suggested within reason has been allowed. But there must, of course, be a limit to this; we do not design machinery for amusement nor to ascertain if steel makers can cast the parts, but to answer certain very definite puposes. If cast steel will fill the requirements better than any other metal, we desire to use it, but if we are to be hampered by being limited to a few shapes and having pieces which would be one easy casting cut up into a number involving expensive machine work to fit together, and the uncertainty of bolted joints in the very place where simplicity and solidity are most needed, then the conclusion can not be avoided that steel castings are not desirable for such purposes.

It is interesting to compare the attitude now taken by the steel makers with that assumed by them some seven or eight years since, when the first of our new vessels were building. They claimed then that they could cast anything in steel that could be cast in iron, and the advisory board, which was then responsible for the general designs of the ships and machinery, was criticised for its unwillingness to accept these statements without question and use steel castings for all parts of machinery. When it was found that a fair degree of success had been attained in steel castings, they were taken at their word and had an opportunity to show their capacity, and now they claim that the shapes called for, which are neither intricate nor new, can not be cast. It can not be too plainly stated nor too strongly emphasized that the only reason for using cast steel instead of cast iron is that advantage may be taken of its greater strength to reduce weights. There can be no greater absurdity than to make steel castings of the same size as those of cast iron with a view to greater safety if the strength of the iron casting is ample. Steel castings cost four or five times as much as iron ones, and it would be a deliberate waste of public money to use material in this way. The same is true of the plan of making pieces of several parts bolted together.

The little progress made in the production of steel castings was proved in a marked degree with the engine columns of a certain ship. These were perfectly plain hollow columns, and in cast iron would have been the simplest kind of work; in cast steel every one was so imperfect that they could not be used. After the failure of these columns the steel makers claimed that they were of a shape impossible to cast in steel, but before the castings were found defective no one of the makers thought there would be the least trouble in making them. I am loth to believe that we shall be obliged permanently to abandon steel castings, for if the process of manufacture can be improved so that absolute reliance can be placed on the product, the question of light machinery for war vessels is rendered much easier of solution. Moreover, it has always been found possible in other promising lines of work to ascertain the causes of first failures and to remedy them, and I am inclined to believe that in time this will be done for steel castings, since one firm have already successfully produced forms that the other makers said could not be cast, and their manager has stated that it is simply a question of time and the education of superintendents and workmen before we can safely count on the production in cast steel of any form now made in cast iron.—Iron Industry Gazette.

POLITENESS IN BUSINESS.

One of the largest and most successful houses of New York City furnishes its employes with a set of rules, among which the following is the one most rigorously insisted upon, as it has been found to contribute more to the success of their business than probably all the others put together.

"Be invariably polite and obliging to every one not only for, the benefit of the company, but for your own good. Remember that civility, while it may be one of the scarcest articles in the market, is also one of the cheapest, and the net profit on it to you in the end will be greater—not only from a social and moral point of view, but in dollars and cents—than on anything else you may have to offer a customer."

This is a sentiment which we firmly believe it will pay every business man and his clerks to learn by heart and to make it the rule of their lives. Pleasant manners are of the most inestimable value to business men, and especially to those who are brought into direct contact with the public. In the retail line many a business has suffered materially, while others have been entirely ruined by the inability of the proprietor to show a pleasant face continually while being subjected to a badgering by a half-dozen whimsical and shallow-brained customers. A customer may be fully aware that one may "smile, and smile, and be a villain," and that a courteous disposition and affable manners may be no criterion of a person's character; that, in fact, he stands more chance of being cheated by the polite dealer than by one of morose and surly temper; yet such is human nature that nine out of ten people, particularly those of the gentler sex, would actually prefer, if they had a choice, to be cheated by a pleasant-mannered man, rather than to patronize a surly, disagreeable dealer of the most undoubted integrity.

And yet one frequently finds enterprising dealers who are punctilious in the matter of stock and its display, and who are strenuous in their efforts to extend their trade by every channel open to them, who allow that trade to be hampered and new patrons repulsed by neglecting so small an essential as common politeness.

Affability and pleasant manners do not by any means imply servility, and there can be no excuse for the dealer or clerk who fails to display them in the interests of the business. Politeness is one of the few weapons that the small dealer especially has at his command to meet the competition of larger dealers, as the larger the business the greater number of assistants required, and the less chance of the customers being treated with uniform deference—clerks being apt to be more wanting in this respect than the proprietors of stores. Those who doubt our assertion that this advantage is not fully utilized by the average dealer will find by observation that our remarks are not altogether founded upon theory.—Ex.

A VIEW OF THE WORLD'S FAIR BUILDINGS, in the form of a large sized lithograph, in eight colors, with key to same, can be had by sending your address with twenty cents in postage stamps, to Geo. H. Heafford, G. P. A., Chicago, Milwaukee & St. Paul R'y, Chicago, Ill. As the supply is limited, application must be made early. Should the suppply become exhausted the postage stamps will be returned to applicant. 137

For some time it has been the custom of the landing waiters at the Windsor ferry to allow merchants to take small parcels through upon their leaving the invoices at the customs office, to be paid some other time. This has caused so much inconvenience that an order has been issued doing away with such a practice.

THE ONTARIO TACK CO

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, Ontario.

SP

PURE PREPARED PAINTS

FLOOR PAINTS.

FOR HOUSE USE.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.





See That Seal?

It Means Something



It means that wherever you find it in green on a package of Paint, Oil, Varnish, or Glass, the contents of that package is of pure quality and the highest possible grade.

Walter H. Cottingham & CO.,

Sole Proprietors of the Green Seal Registered Trade Mark.

MONTREAL.



TIRE UPSETTERS

Steel Jaws,
Steel Pins,
Always reliable.

A.B. Jardine & Co.
Hespeler, Ont.

-- FALL SPECIALTIES --

We are now prepared to qnote lowest prices on :

Coal Hods, Lanterns,
Copper Kettles, Patent Stove Pipes.
Dampers, Stove Shovels.
Elbows, 1, 4 and 6 piece, Stove Boards.
Etc., Etc.

Write us for Prices and Special Fall Catalogue.

JAMES ROBERTSON & CO.,

KING ST. WEST, TORONTO.

The Whitman & Barnes Mfg. Co.



Canadian Branch :
ST. CATHARINES, ONT.

MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES :

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

W. H. Hobson, representing the Nicholson File Works, Providence, R. I., is in the city.

The Hamilton Powder Company are preparing plans for a magazine for explosives on Tree Island, B.C., at the mouth of the Coquitlam River.

Merchants attending the Exhibition are invited to visit the offices of Kennedy Bros., 101 Bay-street, and inspect the Sun Self-Adding Cash Register and Indicator.

John McDougall, proprietor of the Caledonia iron works, Montreal, is dead, aged 67. Deceased was one of our most active and able business men, coming to Canada from Scotland in 1838.

The McClary Manufacturing Co., London, are turning out large quantities of coal hods, buckets, etc., from their new galvanizing department. Their lithographed stove boards are in good demand as well.

C. B. Wright & Co. are behind-hand with their orders for Portland cement owing to the great run of business. Their agents here, Craig, McArthur & Co., have been unable for some time to get stock.

There is a prospect that before long the McGillivray steel works on Lulu Island, B.C., will be again in full blast as a tubing and pipe factory on a big scale, and once more that gentle voiced siren warbler will rejoice the ears of the Westminster people.

English mail advices report a strike among hand-made chain makers, and prices have advanced on the smaller sizes. The strike is not general, and there is no change in the larger sizes. Holders of stock in England are holding on in the expectation of a still further advance.

Burglars effected an entrance through the back window of Thos. Fraser's hardware store at Norwood and helped themselves to razors, meerschaum pipes, jack-knives and other articles to the amount of $100. A large pruning knife with which the window was opened was the only clue left behind by the thieves.

The Metropolitan rolling mills, nail, spike and horseshoe works at 219 DeLorimer ave., Montreal, owned by Abbott & Co., were completely destroyed by fire the evening of the 24th. The cause of the fire is a mystery, but its origin was in the horseshoe department. The nail makers were on a strike and had not resumed work, but 125 men are temporarily thrown out of employment. The firm is quite unfortunate, as a serious fire took place in the same establishment twenty-three months ago. The loss is estimated at $125,000, and is said to be fairly well covered by insurance. During the blaze a fireman named McArthur was quite seriously, although not fatally, injured.

The Virden board of trade is agitating for a special train to convey members of Manitoba and territorial boards of trade and their families to the Toronto exhibition. The promoters believe that the occasion can be turned to good account by advertising the country, their idea being that each board of trade should send with their delegation products of the district which they represent.

An extra of The Canada Gazette was issued on Wednesday containing a notice of the incorporation of the Canada Axe and Harvest Tool Manufacturing Company, with a capital stock of $100,000. The incorporators are James Robson, T. G. Hawthorn, Oshawa; W. C. Widdifield, Newmarket; L. Goulding, New York, and F. X. St Jacques, of Ottawa.

J. H. Brent, representing the extensive firms of Crathern & Caverhill and Caverhill, Learmont & Co., is in the city, and with his confrere, W. J. Thomson, will be at the Queen's Hotel during the Exhibition with a very complete set of samples of cutlery and general hardware. It is needless to add they would be pleased to see any and all of their numerous friends who intend paying the Queen City a visit this busy season.

The finely appointed offices and spacious warehouse in which the Gutta Percha and Rubber Mfg. Co. is now fully installed at Nos. 59 and 61 Front St. west in this city, afford the facilities which the company's former premises lacked for the untrammeled operation of its large business. The company's present building is well situated, being almost opposite the Queen's hotel; it has a frontage of 40 feet and runs back 120 feet from the street; it stands five storyes high. Within its ample compass the well-known products of the company's manufacture are stored and fill all but the ground floor. This is taken up by offices, counting room and shipping room. The offices are elegantly fitted up. Mr. Warren, the president and treasurer, and Mr. Candee, the secretary, have offices facing each other on opposite sides of the entrance. On the same side as the former, and running further into the interior, is the counting room, while across the central passage from it is a reception chamber. This floor is admirably lighted. It is equipped with all the adjuncts of modern business houses. The stock is disposed in the following way: the hose carts and hook and ladder trucks are in the basement; hose and belting are stored on the first floor; rubber clothing and carriage cloth, a line of increasing importance, take up the next floor; miscellaneous lines take up all but one apartment in the top storey, and that apartment is the board room.

BRIGGS AT THE COUNTRY HOTEL.

C. Algernon Briggs, who has been on the road,
Since last May, is fully aware
That social distinction's all stacked in one load,
For his frail young shoulders to bear,
This worries him some, you can see by his brow,
Where breaking's began before fall,
By that grim old spectre that handles the plow,
And furrows the forehead of all.
C. Algernon's line is imported cigars.
As one would infer from the swell
And the boisterous fuss he makes in the bus
—When Briggs strikes the country hotel.

The porter is "Cholly"; he calls the clerk "Joe,"
Says: "How are they comin' now, Jim?"
While rolling his name on the register so
That even the boarders know him.
"You'll give me the bridal room, eh? Joey, dear,
And Cholly, you take up my case—
And say, Cholly, bring me a bottle of beer
From old Billy Whittington's place."
At supper it's "Sadie, go bring me a steak.
Or "get me an egg, won't you, Nell?"
Or "a lemon, please, Blanche." for he's running the ranch
—Is Briggs at the country hotel.

At dinner the guests read the bill of fare through
Save Briggs, who says softly to Dot:
Just bring me my dinner, now Dottie, won't you?"
And Briggs gets the best of the lot,
He's free with his money and runs a great bluff:
"Oh, well, I'll charge this to the house,"
But when he's in town he's quiet enough,
And funds it back meek as a mouse.
For there the gay Algernon sleeps in a flat,
And feeds at a chophouse as well.
Though he isn't deuce high when at home, he can fly
When he stops at the country hotel.

If I were an artist and wanted the face
Of Cæsar returning to Rome,
Or of Alexander in search of a place
Unconquered on all the earth's dome.
Or were I a sculptor and anxious to mold
Proud Cato, with haughty lip curled;
Or hew out a figure of Atlas of old,
Who reeled 'neath the weight of a world—
I'd not copy from the conventional form
That all antiquarians sell;
For the whole classic lot I'd take a snap shot
At Briggs in the country hotel.

—Exchange.

Soap and water are cheap, but soil on goods is expensive.

Restore goods to their proper places as soon after using as possible

If you want books, it is rarely wise to pay double price for them to a travelling book-seller

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

FALL GOODS FOR HARDWARE DEALERS.

Guns, Rifles, Ammunition and Decoys

Agency for the Ithaca Gun.

—o— CATALOGUE READY —o—

H. P. Davies & Co.

81 YONGE STREET.
TORONTO.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

Hamilton and Toronto



—AND—



CO.

HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S

Butcher Knives

and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade ◇ Mark.

1000 Electric Bells

IN STOCK.

We guarantee every bell we sell to be a reliable ringer.

We carry a full stock of Annunciators, Batteries, Push Buttons, &c.

It will pay you to get our prices upon any electrical goods you may require.

T. W. NESS,
749 Craig St., MONTREAL.

Canada Iron Furnace Co., Ltd.

Manufacturers of
CHARCOAL PIG IRON
MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer.

We have dropped the "Gilbertson's Old Method" brand of roofing plates, therefore we now WITHDRAW our GUARANTEE from same.

Our reasons are as plain as A, B, C.

A We could not act in good faith with our customers had we accepted the propositions made to us by the maker with a view to equal ze the increased cost brought about by the advanced duty.

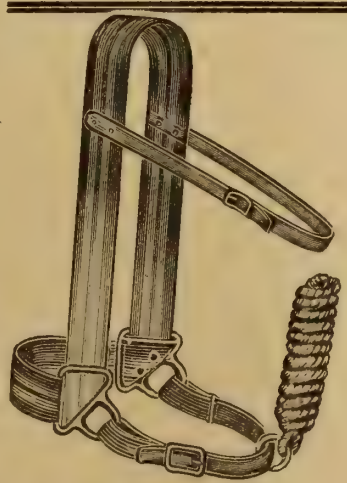
B Numerous complaints and letters received by us from our customers, positively assert that the quality of this Brand is not now what it used to be.

C After careful investigations we find we can make a much BETTER and a HEAVIER and more EVENLY-COATED plate IN OUR OWN WORKS in Philadelphia, than we have ever imported.

Hence, our heaviest coated, guaranteed Roofing Plate will now be the **"Merchant's Old Method"**

Made and Guaranteed by yours respectfully,

MERCHANT & CO., Philadelphia, July 6th, 1892.
NEW YORK. CHICAGO. LONDON.





HALTERS-

LEATHER HALTERS
WIRE HALTERS
ROPE HALTERS

Also a full line of Plain and Padded GIRTHS.

Price Lists and Discounts on application.

Manufactured by WALTER GROSE, Montreal.

MARKETS

MONTREAL MARKETS

MONTREAL, Sept. 2, 1892.

The continuous fine weather and good crop prospect has a good effect on the hardware market. Iron and heavy materials are beginning to look brighter and merchants say future prospects are good. Most lines have shown a decided improvement during the week. In pig a few small lots have changed hands, and two nice round lots have been placed at our quotations. Although terne, tin and merchant plates are not moving in large lots, future business promises to be good. Chemicals have shown a slight improvement in the way of enquiry for future delivery, and no doubt a nice fall trade will be done in these. Glass is still quiet, and will be for some time. Cement has been moved in large quantities during the week, but the market is in such a state that a profit is impossible. Firebricks have gone out in large lots at steady prices. Other lines are unchanged but steady.

PIG IRON.

No notable change has transpired since our last report. Pig has moved in fair quantities during the week. Quite a few orders have been placed for fall delivery. Brokers say further business promises to be good, as the mills are now placing fair contracts ahead. Business so far this season has been very discouraging to local dealers in all heavy materials. The only sales of any size that have transpired during the week are the following : 200 tons Summerlee ex-wharf at $19, and 200 tons Siemens ex-car at $19. We quote Summerlee and equal brands at $19 ex-wharf, $19.50 ex-store ; Eglinton $18.50, and Carnbroe $18. Those are best figures.

BAR IRON.

Bar iron is about the same. The same steady business has to be noted. The mills report fair output and on the whole the bar market is about as good as can be expected. Prices are unchanged. We quote $1.85 from makers and $1.90 in an ordinary jobbing way.

SCRAP IRON.

Scrap has not shown as much activity this week but a few small lots have changed hands. The majority of scrap sold has been in wrought as the mills say the cast is of such poor quality that it is not worth the figure asked. We quote wrought scrap $15.50 to $16, cast $13 to $14.

TERNE AND MERCHANT PLATES.

Terne plate still has fair enquiry and quite a few small lots have been placed mostly for the west. The prices are about the same as our quotations. Merchants plate also has moved in fair quantities this plate is growing in favor every day. We quote terne $7 to $7.75, and merchants roofing I C 20 x 28 $13.50, and I X $16.

TIN PLATES.

Locally tin plate is the same as noted from time to time. The trade doing at this point is only for actual requirement, the demand is mostly a western one. It is reported that several mills have closed down on the other side. One of our local dealers say this will not have any affect on our local market. He also stated tin plates were bought lower this week than ever before. Whether they will go lower it is hard to say. The market in England is very weak, at least so advices say. We quote cokes $3.30 to $3.50 and charcoals $4 to $4.25. These are top prices.

CANADA PLATES.

A few round lots of Canada plate have been placed during the week at our quotations. We noted in our last that a syndicate had hold of most of the stock on the other side. As yet our market has not changed and dealers think it will not. We quote $2.50 to $2.60 according to quality.

COPPER, ETC.,

Copper is still weak and unchanged. The business doing on spot is only a small one for actual requirements. Ingot tin is about the same under light business. Other metals are also on the quiet side with no change to note. We quote copper 12 to 13c. and ingot tin 23 to 25c.

NAILS.

The nail trade is in a good condition just at present. The mills are working full blast and turning out a large quantity of stock, but none to large for the demand. The wholesale trade are also doing a nice tidy trade in this line. The prices are about the same as before the strike, viz. : $1.35 for 3 in. iron, steel 10c. a keg higher in comparison. Steel wire nails are also in good demand. The city use more steel nails now than ever before. All the wood sidewalks are put down with them. They must last better than the old iron spike.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	.....	$3.00
9 dy to 30 dy	"	.....	3.25
8 dy	"	.....	3.50
7 dy	"	.....	3.75
6 dy	"	.....	3.75
5 dy	"	.....	4.00
4 dy	"	.....	4.25
3 dy	"	.....	5.00
3 dy fine,		.....	6.25

GENERAL HARDWARE.

The wholesale hardware trade are now getting ready for the opening of the season which starts next month. In talking about prospects for future business the trade one and all agree that they look very promising. Stocks in the retailers hands are low and when the harvesting is over and the farmer starts to repair and build the country merchant will be open for business. The travellers out are all doing a nice steady trade in all lines. The trade say this seasons business has been as good as last year but find money a little harder to get but summing it all up it is not as bad as it might be. The french trade say they have no cause to complain as all lines are in good demand. Their travellers are doing a nice steady trade. Payments this week have not come up to last.

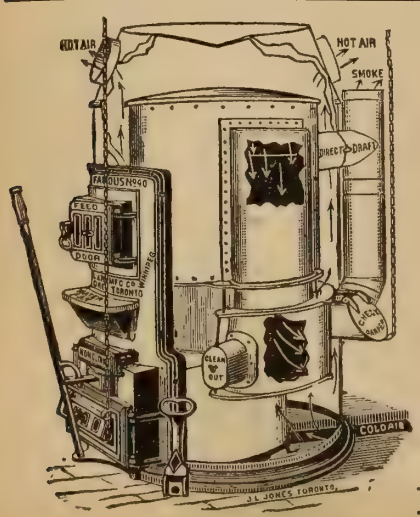
CHEMICALS.

Chemicals have shown a slight improvement over last week. This no doubt is due to the season opening up about the first. Enquiry from the west has been livelier although no lots have been placed things look promising. We quote :

Bleaching powder,	$2.30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2.75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.26	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.05½	to	0.06½
Madras Indigo	0.60	to	0.80

GLASS.

The movement in glass is still slow and the trade doing is only for requirements.



Are you aware of the merits of our Steel Dome Low Radiator Furnace.

A card to our nearest House will secure you every information. It will pay you to do so.

We have 57 varieties of Coal and Wood Hot Air Furnaces.

Have you had Sample order of our Lithographed Stove Boards ?

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MONTREAL MARKETS—Continued.

The cutting that has been done lately did not have a tendency to increase business. Prices are the same and will remain so as soon as the fall trade opens. $1.35 to $1.45 for first and second breaks per 50 feet, and $3.15 to $3 40 for thirds and fourths.

PAINTS AND LEADS.

The paint and lead trade is now in its quiet season. Notwithstanding that quite a nice trade is being done from both the mills and the wholesaler. We quote as follows : Government standard, $5.50 to $6; No. 1, $5.00 ; No 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c. ; red lead, pure, 4½c.

OILS.

There is a fair trade doing in oils at unchanged prices. The season in this line opens next month when a good trade is expected. We quote: Cod, Newfoundland 45c. steam refined 42½ to 45c.; linseed raw 54 to 55c.; linseed, boiled 57 to 58c. ; castor oil 8 to 10c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.20 ; turpentine, 46 to 47c. Less 3 per cent. 30 days.

NAVAL STORES.

The season's business in naval stores is not near up to last season's trade and dealers here are all complaining. The cause is, the ships coming to this port in most cases brought their stores with them. Business this week has been flat. We quote: Turpentine, 46 to 47c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 12½c. for 7-16 and upwards, and 13½c. for smaller sizes.

CEMENT AND FIRE BRICK.

General business in cement during the week has been brisk, several good sized lots having gone forward. Receipts have not been heavy and there is no large over stock on hand. The conditions are such that, under ordinary circumstances, a satisfactory business should result, but the systematic cutting of prices down to below actual cost continues on the part of some of the dealers and then there is no prospect of a better condition this season. Prices are nominally unchanged as follows. Firebricks are in good demand at steady prices. We quote:—Belgian $2 to $2.10; Newcastle, $2.15 to $2.20 ; London, $2.20 to $2.30; fire bricks, off ship $15 to $22.

PETROLEUM

There is no change in the demand for American petroleum. Canadian is also dull and in slow demand. Quotations for future delivery are :—11c. August, 11½c. September, 12c. October, Petrolea. Benzine is quoted at 11c. Petrolea, and 13½ to 14c. Montreal. American petroleum, 19⅞c. in car lots, 20½c. in 10-barrel lots, 20¾c. in 5-barrel lots, and 21¼c. for single barrels, 2 per cent. off for cash; American benzine, 23 to 25c.

TORONTO MARKETS.

TORONTO, Sept. 2, 1892.

HARDWARE.

The time is still unpropitious to business, but a canvass of the street finds jobbers thankful that business is not so dull as they expected it to be. Some have been surprised that orders are so free. That some travellers struck a vein which yielded good returns last week is evident from the orders they sent in for shipment this week. A very good budget of letter business thus came to some of the houses. The orders were fair-sized and of varied make-up, as might naturally be expected at this time of year when sorting-up furnishes the only occasion for buying. Stove men and house furnishers report a slackening of the demand. The former, particularly, notice a falling off since the opening of September, but are still busy. Their August shipments this year exceeded those of last year, and generally of former years by 100 per cent. The result of this heavy August business will probably tell against a September business of wonted volume. Coal hods, galvanized buckets, stove boards, stove pipes, stove furnishings, are now forging to the front. The fact that it is impossible to get saleable lines of "seconds" granite ware is a drawback that is inconveniencing the trade just now. The trade in binder twine is practically over so far as this province and eastern Canada is concerned. The opening of the shooting season has caused a smart call for amunition during the last days of August. Builders' hardware is in but limited demand. Cut nails are not got as easily as could be wished by some houses whose stocks are low, as Montreal manufacturers have not caught up to the orders that came in while the strike was on. In none of the lines usually subjoined to this introduction is there anything this week to report that is not fully told in Prices Current.

METALS.

The tone of business has improved. The wants of manufacturers and metal workers have been more freely manifested this week, and quite liberal orders and inquiries have engaged the attention of sellers. Prices are low in every metal which has fluctuated since last report and in tin they have gone a few waves backward.

PIG IRON—Some very good business is on foot between importers of Scotch iron and consumers. Prices are steady. Inquiry for Carnbroe is cropping up. In United States irons a fair trade is reported. Representatives of certain brands of these irons are placing sample carloads in many of the foundries.

Rogers Brown & Co., Buffalo, say of business on the Toronto market : No change of importance has occurred during the week. Prices are a shade lower, if anything, but the tone is firm. The demand is light but consumption is now apparently fully equal to production, which conditions would cause a sharp advance on any material increase of requirements by foundries. We quote on the cash basis f.o.b. cars Toronto in bond. 1 X Foundry Strong Coke Iron Lake Superior ore, $16.20 ; 2 X Foundry Strong Coke Iron Lake Superior ore, $15.20 ; 2 Foundry Strong Coke Iron Lake Superior ore, $14.70; Jackson County Silvery 1, $18.25 ; Jackson County Silvery 2, $17.75 ; Lake Superior charcoal, $17.20 ; Tennessee Charcoal, $17.20 ; Southern Soft 1, $14.10 ; Southern Soft 2, $13.60.

BAR IRON—Little out of the usual summer character is observable in the trade. Merchant bar quotes from $2 up.

STEEL—Business in sheets has been quite active. Boiler plates are likewise changing hands freely.

ANTIMONY—The demand that this metal comes in for at the best is moderate, and this week's trade is a fairly average one at 13¼ to 13½c. for Cookson's, and 12¾ to 13c. for other brands.

CANADA PLATES—Are steady at from $2. 75 .

COPPER—More business has fallen to copper this week than has been its portion for some time past, but prices are low. Five tons of casting copper were sold in one case at 12½c. delivered. The jobbing price of these brands is 13c. Lake ingots are 13½ to 13¾c.

HAYES' PATENT
MANUFACTURED BY METALLIC ROOFING CO. TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL LATHING

THOS. DAVIDSON & CO.

STOVE BOARDS
"Elegant" and
"Embossed Crystal."
See our samples before buying, they are the best in the market.

Lanterns,
Coal Hods,
Fire Shovels,
Cover Lifters.
Dampers.

Stove Pipe Collars,
One Piece Elbows,
Four Piece Elbows,
Six Piece Elbows,
Japanned Tea Trays,

If our traveller does not call upon you, let us know and we will put you "on the list."

MONTREAL, QUE.

MARKETS.—Continued

GALVANIZED IRON—Is a good selling metal. Prices are unchanged at from 5¼c. upwards, the base quotation being for 28 gauge.

ZINC—The demand has been of medium force at 6⅜c. for casks and 6⅝c. for broken lots of sheets.

SPELTER—Domestic is 4½c., imported 5½c.

LEAD—Pig lead is selling quite freely now. The price is easier, $2.10 being taken for parcels even smaller than car lots.

INGOT TIN—Despite the efforts of speculators in London and New York, tin has gone back. It is now quoted £92 17s. 6d. in the former city and 20 to 30c. in the latter. Lamb and flag tin is 23c. delivered here, and Straits tin 22½c.

TIN PLATE—Trade is for the most part limited to orders from large manufacturers, and their orders are pretty well filled up now. Casual business with other consumers has not figured largely in the week's trade. Prices are $3.65 for cokes, $4.25 for I C charcoal, and $1 extra for each cross

OILS, PAINTS AND COLORS.

The paint jobbers report good mails these days, letter orders forming a gratifying feature of their postal receipts. The business thus tendered is of the miscellaneous character that sorting up wants determine. Linseed oil remains at 57½c. for raw and 60½c. for boiled in 1 to 3 barrel lots. Two cents is allowed off these prices delivered in Toronto, Hamilton, London and Guelph. For larger lots the quotation is ½c. lower. Spirits of turpentine still quotes at 49½c. delivered.

PETROLEUM

Canadian refined oil remains unchanged in quotation at 14 to 14½c. outside and 14½ to 15c. delivered in the city, but the demand is improving and business is more spirited.

GLASS

Nothing new comes up for notice in the glass trade, except it be a better demand. The price remains on the basis of $1.35.

OLD MATERIAL.

All classes of old material are quiet, but the approach off all activity on the part of consumers does not do the position of prices any harm. They continue to be as follows :—No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, SKINS, WOOL, TALLOW.

HIDES—Are 4½c. for No. 1 green cows', 5c. for cured.

SKINS—Lambskins and pelts are uniform at 50c. Calfskins, 5 to 7c.

WOOL—Fleeces are 17c. for clothing grades and 19 to 20c. for combing. Pulled is 22c. for super, 25 to 26c. for extra super.

TALLOW—Is 2c.; rendered is bought at 5c., and sold at 5¼ to 5½c.

BRITISH MARKETS.

GLASGOW, Aug. 17, 1892.

We regret that we are still unable to announce any improvement in the condition of the iron and metal trades. The hopes entertained of a recovery from a period of depression have not been realized, and the Board of Trade returns for July indicate a further ebb in the commercial prosperity of the country. The Eastern market—generally a large one—is still adversely affected by the low exchange presently ruling, while the volume of business with various other countries is not meantime anything approaching to normal proportions.

PIG IRON—The market is quiet and featureless, but prices remain steady. The stocks in public stores are still decreasing, not in the same ratio, certainly, as they were some weeks ago, but still to an extent that is telling perceptibly on the quantity of available iron. To illustrate this we compare the returns given under this date with the stocks in public stores on 1st January last: Scotch, 404,636 against 500,957 tons; Cleveland, 18,155 against 154,468 tons; Hematite, 40,933 against 144,287 tons. These figures show decreases of about 20, 88, 72 per cent. respectively. Regarding values, to-day's settlement prices are—Scotch, 42s. 1½d.; Cleveland, 39s. 6d; and Hematite, 49s. 6d., as compared with 47s., 37s. 10d. and 47s. 10d. on 1st Jan. last. These comparative quotations, viewed in relation to comparative stocks, seem somewhat anomalous, and on first evidence of any revival in trade prices would be sure to advance.

MANUFACTURED IRON.—Makers report a growing scarcity of new business, and while they have a fair amount of orders on hand the outlook for the future is causing some uneasiness. Prices, if anything, are in buyers' favor, though at current quotations makers are without much margin to meet demands for reductions.

STEEL.—The stagnation in freights and the consequent scarcity of orders for new hulls is seriously affecting makers of plates and angles. Any business offering is keenly competed for, and under the competition prices are being shaded. Unless, however, cost of production can be lessened, lower quotations to any extent cannot be anticipated. Several large orders for rails are in the market, and the mills which make heavy sections a specialty expect to be well employed for some time to come.

COPPER—This metal, though at a low price, has not greatly attracted the attention of speculators, and as consumptive demand is small, values have slightly receded since the date of our last issue. The Copper stocks at end of July show an increase of about 1000 tons, while the quantity afloat is also rather greater. To-day's quotations for G.M.B. Warrants are £44 6s. 3d. cash, and £44 16s. 3d. at three months.

TIN—Tin has been forced down considerably in value. Various influences have been at work to accomplish this. The market for this metal is always a sensative one, and readily responds to the tactics of large operators. To-day's quotations are—Straits, £94 cash, and £94 5s. three months, ex warehouse London; and English Ingots, £97 10s., less discount, f. o. b. favorable shipping ports.

LEAD—Lead has been weak, Spanish being quoted at £10 2s. 6d. to £10 5s. ex ship London, and English shipping brands at £10 10s. f. o. b. The imports for July have been 18,000 tons, and the exports 5473 tons.

TINPLATES—Notwithstanding the great reaction in the price of Block Tin there is no appreciable change in the quotations of tinplates. The cost of production probably does not admit of much room for reduction.

SPELTER AND ZINC—Are without change. Any tendency to alteration is towards lower values, bnt there being a fair demand no material fluctuation in prices is anticipated.

AMERICAN MARKET.

NEW YORK, Sept. 1, 1892.

New orders for steel rails involving about 10,000 tons have been placed recently. In other heavy forms of finished steel none but routine business has been put through here, and trade in the lighter manufactured products has not exceeded ordinary proportions. Advices from leading manufacturing centres report a quiet condition of affairs there also, and, upon the whole, signs of an early autumn season awakening are disappointing up to the present time. Consumptive requirements seem to be well satisfied from the production of mills now in operation. Hence a disposition to treat on a lower basis of value outside of those lines where combinations of manufacturers does not restrain competition. No radical changes in values are to go on record for the past few days, but, where any have taken place, the advantage has been in buyers' favor.

The varieties of pig iron chiefly used by Eastern consumers are meeting with very common-place sale, and it is the exception that any disposition is manifested to buy except against well-defined wants. Brands that are not in popular favor are, therefore, moved only at some concession on price, and the popular brands merely hold their own. Current quotations on Northern brands are as follows: $14.50 a 15.00 for No. 1 X foundry, $13.50 a 14.00 for No. 2 X foundry, and $13.25 a 13.50 for grey forge. Southern brands are quoted at $14.25 a 15.00 for No. 1, $13.50 a 14.00 for No. 2 and No. 1 soft, $13.00 a 13.50 for No. 2 soft, $12.50 a 13.00 for grey forge.

In old material the dealings are still on a very moderate scale, and prices are easy, but showing no radical change. The quotations are: $17.50 a 18.00 for iron tee rails, $14 a 15 for steel rails, and $15.50 a 16.50 for No. 1 wrought scrap iron, all f. o. b. Jersey City.

Ignot copper has met with slow sale, and the appearance of the market is without as much as shadowy improvement. There are buyers of Lake Superior ingot at 11 1-2c., the line is drawn at sellers' price of 11 3-4c., and only moderate quantities are taken at intermediate prices. Electrolytic goes slowly at 11c., and is occasionally put in at a shade less. Common casting copper has been sold at 10 3-8 a 10 1-2c. London cables quote merchant bars at £44 7s. 6d. for prompt and £44 15s. for future delivery.

Operations in pig tin have been on a moderate scale and the market shows rather weak tone under the influence of accumulation of supplies here and inability or disinclination of the leading manipulators to combat the weight of facts. Sales of Straits have

been made at 20.30 a 20.35c., near and distant future delivery, and 20.35c. net cash is apparently full value for 10-ton lots on the spot. Jobbing parcels are sold at 20 1-2 a 20 5-8c. regular. London cables quoted £92 17s. 6d. there for prompt and £93 for future delivery.

About 600 tons of pig lead have been sold at 4.10 a 4.17 1-2c. with latest dealings at the highest rate, and the market is now quite strong at 4.15c. bid, 4.20c. asked. Spelter is also a shade firmer at 4.70c. for prime Western, but selling in a moderate way only.

The tin plate market is exceedingly dull, and values lean in buyers' favor, but showing no quotable change.

NEW GOODS.

(Continued from page 6.)

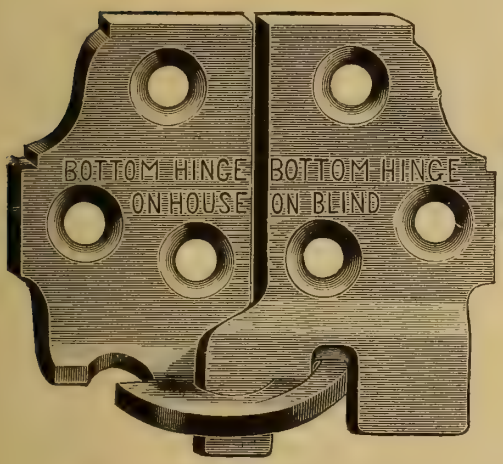


FIG. 1.—WROUGHT BLIND HINGE.

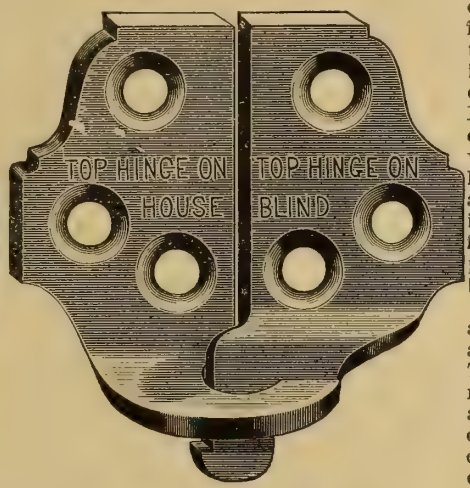


FIG. 2.—WROUGHT BLIND HINGE.

WROUGHT-STEEL GRAVITY BLIND HINGES AND CATCH.

The Stanley Works, New Britain, Conn., and 79 Chambers street, New York, are now putting on the market blind hinges for wood, as shown in Figs. 1 and 2. The manufacturers state that the hinges lock the blind by the action of gravity, and, being made from heavy gauges of wrought steel will not break. Their improved construction enables the blind to be securely locked when open, and the hinge to be unlocked without lifting the blind. The hinges are applied in substantially the same manner as those ordinarily in use, and require the same number and sizes of screws. The point is made that the improved sill catch, as shown in Figs. 3 and 4, prevents the closed blind from being opened on the outside. Each dozen sets is packed in a neat paper box.



FIG. 3.—IMPROVED SILL CATCH.

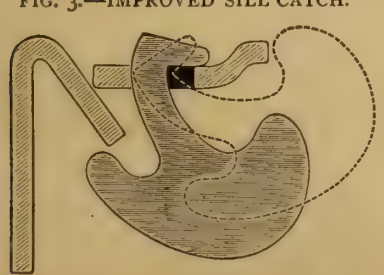


FIG. 4.—SILL CATCH IN USE.

STEEL PLATES.

The question sometimes arises whether steel tin plates are as good as iron tin plates. It is very generally recognized that in the great changes which have occurred in the iron-making industries of the world during the last ten years iron has been practically superseded by steel, and it is known that a very large proportion of the tin plates which have been imported the last few years have been steel plates. Still wherever a special defect is discovered it is charged to steel, and we have many croakers who say: "Tin plates are not what they used to be; steel is not as good as iron," etc. We have before us a list of the tin plate works of England and Wales, showing a total of 519 mills, with a statement of the makers' registered brands, those printed in italics being steel plates, and those printed in Roman being plates of the old style—either charcoal, iron or coke. The brands are classed under the two old names "charcoal" and "coke," meaning qualities irrespective of the manner in which the base plate is prepared. Under the head of "charcoal" some 270 brands are recorded, and of these only 40 are made of iron in the old way, the balance being of steel. This we take it is a fair representation of the inroads which steel has made upon iron in the tin-plate industry to date. After all, the difference between iron and steel in a tin-plate is in name rather than in fact, for "steel" as applied to the metal used as the foundation of tin plate refers to the process by which the product is made rather than as classifying it with what the general public know as steel. It would bother the croakers to pick out a steel plate from among iron plates similarly coated, and vice versa, no matter what tests they apply to determine which is which.—Metal Worker.

COATING IRON AND STEEL PLATES.

Some of our foreign exchanges contain reports concerning a new process of coating iron and steel plates with lead, which promises to have an important bearing upon industries in which terne plates and galvanized plates are sometimes used. Following is a description of the process:

The plates or other articles to be coated are first pickled in a bath to remove scale. Through this bath a weak current of electricity is passed, which is said to reduce the time required by one-third. From this bath the articles are passed as usual into another of lime water, which neutralizes the acid, and thence into a third of clear water. They are then immersed in a fourth bath consisting of a neutral solution of zinc and stannic chlorides, obtained by dissolving granulated zinc and tin in hydrochloric acid. From this bath they are passed into a drying chamber heated by steam, where the moisture on them from the last bath is evaporated, leaving behind a deposit of the mixed metallic chlorides, which protects the plates, etc., from oxidation. When dried these plates are ready to be passed into a bath of molten lead.

On issuing from this bath the plates are found to be coated with a uniform and very adherent layer of lead. Though perfectly uniform this layer is nevertheless very thin. The ductility and strength of the iron are not decreased by the process, and a plate can be bent and closed and again opened out, without breaking the coating. In the case of galvanized iron bending the plate to a sharp angle causes the coating to crack. At the works there are shown specimens of water pipes coated completely inside and out with lead. One of the pipes was a riveted steel pipe about nine inches in diameter. For such purposes the process seems peculiarly advantageous, as it not only preserves the metal, but allows calking to be entirely dispensed with. Samples of ship plates have also been coated and the riveting afterward done in the usual way without breaking the coating, which, we may also remark, takes paint very well. The thinness of the coat is remarkable, as two ounces per square foot of plate proves sufficient, whereas three ounces of spelter are in general required in galvanizing. The inventors claim that an additional economy will be effected by the fact that there is no precipitate or sediment deposit in their melting tanks, as occurs with zinc, while at the same time the molten lead has no effect on the material of which the bath is constructed, which may, therefore, last indefinitely.—Metal Worker.

Competition is keen and active and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

ADVERTISING.

In a previous paper I have suggested the advantage of systematically distributed the circulars which manufacturers publish for that purpose. Not a single parcel should be allowed to leave the shop unless it contains some advertisement of this sort. There is no expense attending this, and it cannot do harm. On the contrary, good will result. The quarterly bills may also be used as vehicles for distributing these pamphlets. The public rather like an enclosure of this sort, regarding it as a polite—even if indirect—invitation to further business. From the retailers point of view these circulars are not much use unless they boldly display his name and address. They should also contain an announcement of the general scope of his business. Frequently, however, the space provided is insufficient for this; but, of course, the defect may easily be remedied by encouraging the publishers to leave more.

Stationery, also, may be used as a means of advertising. Memorandumforms and bill-heads should have the specialties of the business well displayed upon them. A man whose connection is among better-class people should be careful to use none but good quality stationery. The printing should be of the best. Stationery of an obsolete style suggests to the receiver that the firm using it are people not quite "up to date" in other things as well. The envelopes may usefully announce some specialty. Well-executed illustrations, together with a little explanatory printed matter, are far more effective than the latter alone. To this end employ a good printer, not merely one who uses good material, but on having correct taste and able to give his work an attractive appearance. The trifling increase in cost will be amply repaid, for these little things impress the public far more than is generally supposed.

Probably the most suitable mode of advertising a large and varied stock like an ironmonger's is by means of a catalogue. Although it lacks the special advantage of a newspaper advertisement, in that it does not present itself every day to the purchaser of that day, yet, on the other hand, for the work it does it is comparatively cheap, and as there is practically no limit to size, sufficient space is afforded for fullest detail. The chief drawback is the trouble of compilation. This, however, is principally felt with the first one. Subsequent editions do not require one-tenth the labor to produce, Many get over the difficulty by purchasing a catalogue ready-made, so to speak. This plan saves trouble, of course; but a list which is compiled Brown of Norfolk as it is for Frederick Jones of Cardiff can hardly be expected so as to be as suitable for William to be so serviceable as one which, in its general character, as well as in other respects, fully indicates the kind of business done by its publishers. A few hints on the compilation of a catalogue may be of service.

A simple way to begin, assuming that one has never been published before, is to walk over the premises and note the articles to be described. Having done this, write each name on a separate piece of paper, and then sort these papers into departments. This will be easy with most of them, but there will be some which do not properly belong to either of the other departments, and which are too insignificant to be treated separately. All such as these should form an additional heap, which may be called "Sundries." This done, a skeleton outline of the catalogue may be drawn up, and the details filled in from notes previously made. If prices are to be inserted they need not be put in until last.

Each important department should have an introduction descriptive of the character of the goods, the extent of the stock, and so forth. As illustrations make a catalogue infinitely more useful and interesting, it is desirable to use them. Suitable ones can generally be borrowed from manufacturers. Unless a price is connected with the illustration there is no reason why it should exactly represent what is in stock; but, of course, if it does, so much the better.

There is no objection to giving particulars of goods which are not kept in stock, provided they can be promptly supplied to order. A catalogue is not necessarily understood to contain only those goods which are at hand, but such as can be supplied. If this is done it is desirable to have a private desk-copy interleaved with writing paper, and to give therein full specification of these goods, together with the index number and page of manufacturer's list. A reference to this will put a salesman in possession of full information, so that, even if he be a stranger, there will be no difficulty in dealing with any inquiry he may have to answer. It is almost equally useful to others also, for it is surprising how soon one's memory fails, and not to be able instantly to deal with a case of this kind leads a customer to suspect incompetence or something worse.

As an edition of a general catalogue must neecssarily last a year or two, it is not advisable for the details to be too definite. It is better for it to be descriptive of what the stock is usually rather than what it is at the moment of publishing. If sizes are quoted as well as prices, the list will soon be inaccurate, for a retailer cannot, like the manufacturer, meet the fluctuations of the market by announcing a change of discount. If cafetieres for instance, are quoted, every price may be mentioned, but the sizes should not be given. This has a further advantage, in that it prevents an unscrupulous competitor using your list to demonstrate to his customer how much lower his prices are.

Every publication of this sort should bear the date of issue, or, in the event of an advance of prices, the public will claim goods at the old rate. The date, supplemented by the announcement, "subject to the fluctuations of market prices," will enable the publisher to resist such claims.

The wisdom of advertising a manufacturer's name or brand is more than doubtful. To do so is to create a demand for his goods, and thus he becomes master of the situation. He can then charge his own prices and dictate his own terms, and there are those who do not scruple to do so. Worse still is the result when an enterprising competitor opens in the locality, and, to produce a favorable impression, seizes upon some well-known article which, being branded, can be easily compared, and sells at a loss as an example of how much lower his prices are than others. A case of this kind occurred in a Northern town, where a firm bought a thousand silk hats of a well-known make. The largeness of the order secured a reduction of a shilling per hat. They sold them at a shilling less again, and regarded the loss as "advertising expenses." To them the transaction had its agreeable side, but to the other traders it was ruinous, as far as this particular article was concerned. Probably years will elapse before the price can be raised t oits proper level again. Previous to this the retailers in that locality must have exerted their influence to create the demand for this brand, and, doubtless did much to maintain it, but, had they not done so, it would have been almost impossible for this "cutting" firm to have inflicted the injury they did. Of course, such practices cannot be wholly prevented; but, as the consequences are so disastrous, each shopkeeper should do his part to reduce the opportunities to a minimum.

To induce the recipient not to destroy a catalogue it is well to devote a page or two to information specially useful to the housewife. It is not amiss, for example, to give some plain and simple instructions as to the use and management of lamps; the way to keep steel goods free from rust; directions as to cleaning silverplate, white metal goods, and so forth. If this suggestion is adopted a much larger number of people will retain the list permanently.

If newspaper advertisements are not used a good plan is to issue an abridged catalogue of season goods once or twice a year. This practice will bring the publisher well before the people in his locality, and cannot fail both directly and indirectly to stimulate trade. A pamphlet of this sort should always display a brief list of those departments which are not specially particularized therein.

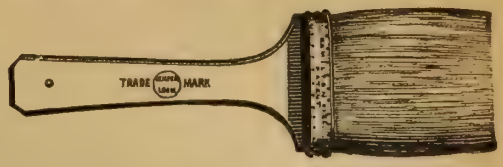
In addition to these a series of thin cards, envelope size, each one advertising a single specialty—say, a gas-cooker, are very useful for inserting in letters, quarterly bills, and parcels. It is only by continually drawing attention to his establishment, and by using every opportunity of doing so, that a shopkeeper can attain the desired end.

The labor and difficulty of compiling subsequent editions of the catalogue will be considerably reduced by having a few copies interleaved with writing paper. One of these should be kept in a convenient place, so that corrections and new ideas can be recorded as they suggest themselves. If this is not done, improvements conceived during the interval between the publication of one edition and the compilation of the next are liable to be forgotten until too late to be of any use. The other copies may be distributed among certain of the staff that they, too, may make notes of anything likely to be of service. The most important point is to ensure that this be done at the time the thought occurs. When the time comes to bring out a new edition these copies should be gathered in and the suggestions carefully considered with a view to adopting those likely to be beneficial. A dozen or two of the last edition should always be specially reserved—some to be permanently retained, the others to be cut up to form the foundation for the new book. The first step is to procure some sheets of paper at least double the size of the printed ones, and then to paste each page of the old list on a separate sheet of

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

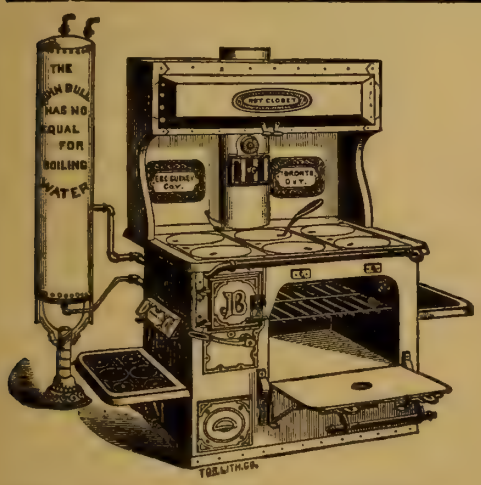
BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11 :

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY. The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern ; so that we have the somewhat singular sight of a combine reducing prices."



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.
—Mane only by—
Pigou, Wilks & Lawrence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.

Painters' Brushes.

With FLEXIBLE BRIDLES attached.
Specially designed to supersede the old-fashioned Twine Bridles.

TWINE, MONEY AND LABOR SAVED.

CHAS. BOECKH & SONS, Manufacturers,
TORONTO.

For sale by all leading Hardware, Paint and Oil Trade.

paper. To do this two copies will have to be cut up. This done, it only remains to write the necessary alterations and additions, and make any rearrangement necessary in the order which may appear desirable, and the papers can be passed to the printer.

It is useful to collect advertisements which are striking for the purpose of referring to them whenever engaged in producing anything of that nature. It is a pity to copy other people, and it is worth while to take a good deal of trouble to avoid doing so, but still sometimes a person is helped a good deal by observing how another has achieved the result he is aiming at. A folio in one of the guard-books is a convenient place for collecting matter of this kind.

Many begin to advertise but do not continue it. Because no result has been discovered they think no benefit has accrued. This, however, is quite a mistake. The results of an advertisement cannot always be seen immediately it appears; and, although they may be quite satisfactory, yet it is generally difficult to prove it, because few people, indeed, tell a shopkeeper of the reason which induced them to visit his shop. Many, indeed—so unconscious are they of the influence persistent advertising has on them—scarcely know the exact cause themselves. Some few years since an advertisement by a lamp manufacturer was the direct cause of an account being reopened with him which had been closed for a long time. That account soon rose to nearly £200 a year, yet to this day he does not know the actual cuase of its being reopened.

Whatever other means of advertisement are used, it must not be overlooked that the best of all is a good reputation. Newspapers, catalogues, and all other mediums should be used as fully as circumstances permit, but should be regarded as only supplementary. Painful is the contrast, sometimes, between the statements in the advertisements and the performances of those who issue them. Little permanent benefit is likely to be derived by the advertiser in such a case as this. The most careful attention should be given to doing everything well, so that your patrons may be sufficiently pleased, not only to continue as such, but also to use their influence in your favor. In this way a reputation is built up. It is hard to obtain, and is the work of years, but is of priceless value to its possessor. It is to be earned only by those who are diligent in business and upright in their dealings, and never fails in bringing due reward.—Manager in Iron Age.

GOOD AND BAD MONEY.

The methods employed by the government experts to detect counterfeit money are simple as they are infallible, says the New York World. Gently poising a bright silver dollar on the tip of the forefinger and with another dollar in the other hand a government expert in the treasury department the other day gave the first coin a sharp click, which caused it to make a clear, silvery, ringing sound as long drawn out and true to the final tone as a tuning fork. Then exchanging the genuine dollar on his finger for a spurious one he repeated the experiment. This time the sound that was heard was given by the striking coin and died at once.

It was necessary for the detector of good money to explain that the first experiment was made with two good coins and the second with a good one and a bad one.

The latter was a composition of lead and type metal and a very poor piece of countefeit it was, too. He said that another reliable way to tell was to hold the doubtful coin up to the light, and if the reeding or milling on the edge was even and clean cut the coin would be a good one; if rough and irregular it is almost sure to be bad.

The reason for this is that the government money is stamped from the cold metal, while the counterfeit money is moulded while hot.

Still another test, but one less used by experts is to drop a little acid on the plated coin, and the eagle where the plating wears the most will be quickly eaten away. The acid used for gold coin is a mixture of nitric acid, 6½ drachms, muriatic acid 15 drops and 5 drachms of water; for silver plated coin, 24 grains of nitrate of silver and 30 drops of nitric acid, with an ounce of water are used. One drop is enough to test either metal. Should the coin be heavily plated it is well to scrape it a bit before using the acid.

Silver is much more largely counterfeited than gold, for the reason that it is hard to obtain a cheap metal that will compare at all in weight with gold. Platinum used to be used, but its cost has so greatly increased in the past few years that it is almost as expensive as gold.

Speaking of the counterfeiting of paper money the expert said that the government had abandoned the use of blue silk thread in the paper certificates, and is now using a plain clear paper, similar to that in use prior to 1869. It is much more difficult for an expert to detect counterfeit bills than it is to tell good coin from bad. There are many reasons for this, chief of which is the greater variety of paper certificates.

In all there are 36 portraits and 44 vignettes, each of which is so finely engraved and so exactly wrought that the smallest turn of an eyelash or curl of a moustache can be made in a counterfeit and none but an expert could tell the difference. He must know every line and curve and dot on the face and back of every bill, and know it readily. To do this they have to devote years of careful study with the microscope and pass examinations before the old experts in the treasury department. The safest test for popular use is to note the shade of the inks used in numbering the certificates. These inks have never been successfully counterfeited. For red a bright marmine is used, and for blue a clear indigo.

In the counterfeited notes the shades are brick red and blue black, both of which turn dark when rubbed with the finger.

A test that is very little known and yet is quite reliable was explained by the expert:

"The check letter which the United States notes and certificates have in the corners diagonally opposite to the note number are made in this way: The notes are printed four on one sheet, lettered A, B, C, D from the top. Of course as the notes are numbered consecutively, notes 1, 5, 9, 13, etc., would be A, and 2, 6, 10, 14, etc., B, and so on. So to get the proper check letter for a note the rule is to divide by 4; if 1 is left over the check letter should be A; if 2, it should be B; if 3, C, and if there is no remainder it will of course be D. The counterfeiters use but one plate, and print all their notes alike, so that three out of every four are sure to be wrong. Of course this is not an infallible rule but it is often a great help in picking out counterfeits.

A ruse that is frequently resorted to by the crooks is to soak their bad money in muddy water and thus give it an old and time-worn appearance. Some have been known to carry them in their shoes to take the stiffness and polish out of them. By the ways and means of a clever counterfeiter are as multitudinous as the bills he turns out.

THE WORK OF VANDALS.

Some months ago the Gazette drew attention to the fact that an enterprising oil firm of Quebec had painted their sign on the face of the rock where the landslide occurred a few years ago. They had no authority for thus defacing public property, but although regret was publicly expressed on every hand no one took any steps to have the nuisance removed until to-day when a painter was seen at work covering the face of the cliff with a coat of brown paint. The firm made enquiries and found that he was acting under orders of a Montreal newspaper which was as anxious for cheap advertising as they were themselves. Now, although people were glad to have the sign painted out, they were furious at this high-handed proceeding, more especially as it came from Montrealers and one irate city councillor left for the place vowing that he would tear down the ladder with his own hands. He must have been late in getting there, however, as he and the painter did not happen to meet. So strong was the feeling that, had it been known beforehand what was going to be done, the painter would have been forcibly interfered with. The firm in duestion consulted their legal advisers, Messrs. Pentland and Stuart, and were told that they could recover the amount spent by them in painting their sign on the rock. It would appear to the uninitiated that if one person has a right to paint rock piebald another has an equal right to add an artistic coat of brown. Meantime another vandal, who keeps a large store in St. Rochs, has sent down some painters in a schooner to paint his sign in 20 inch letters on Cape Trinity, one of the most interesting features of the famous Saguenay. Another has painted the name of a certain patent medicine close to the spot where Montgomery fell.—Montreal Gazette.

ELECTRO SILVER PLATED CHILD'S SET.



"HIGHWAY ROBBERS."

MANUFACTURED BY

Toronto Silver Plate Co.,

A large stock of different patterns always on hand.

Toronto Silver Plate Co.

Manufacturers of

Electro Silver Plate

AND

Sterling Silver.

Bear in mind that all goods stamped "TORONTO SILVER PLATE CO." are guaranteed.

Factories and Salesrooms:
King St. West, TORONTO, ONT.

E. G. GOODERHAM, MANAGER.

JNO. C. COPP, SECY-TREAS.

We solicit enquiries for quotations on the following goods for immediate or fall shipment :

Large Brass and Copper Preserving Kettles, Apple Parers,
American, Hudson and Little Star Peach Parers,
Fruit Presses, Meat Cutters, Sausage
Stuffers, Cow Ties, Rope
Halters, etc.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN,
164 Fenchurch St., London, E.C.



Is so constructed that the razor cannot cut the edges. The Leather and Webbing are made specially for this strop. The best value ever offered in Canada.

The Hemming Bros.' Co., Ltd.,
76 York St., Toronto.

Business Changes

REMOVALS AND DEATHS.

P. J. Cummings, tinware merchant, Halifax, N.S., is dead.

L. G. Harrington, general merchant, Antigonish, N. S., is dead.

Ansley Elliot, general merchant, Port George, N. S., is dead.

S. H. Hansler, of Hansler & Walker, general merchants, Tilsonburg, Ont., is dead.

CHANGES IN STYLE OR PERSONNEL OF FIRM.

Clark, Rineo & Co., iron founders, Barwick, N.S., have dissolved partnership.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

James McLaren, Avondale, N.S., has assigned.

The Parisian Store Co., Northfield, B.C., has assigned.

Robert J. Fraser, general merchant, Newington, Ont., has assigned.

Nathaniel Williams, general merchant, Shelburne, N.S., has assigned.

Mrs. James Trethaway, general merchant, Mission City, B.C., has assigned.

Joseph Ouelette, general storekeeper, of Wahnapitae, has assigned to O. Ray.

Robert J. Fraser, merchant, Osnabruck, Ont., has assigned to Jno. M. Campbell.

The petition for the winding up of the Alpha Iron Works Co. has been granted.

THE METAL SLEEPER.

The success of the metal sleeper is a matter of debate. Its use has in a general sense been local and experimental. In some instances it has out-distanced criticism, and in others surrendered its claims to superiority. In either case local conditions have been influential. The wooden tie, where reserves were ample, the nature of soil and climate, and the cost of supply all coincident in its favor, has necessarily had its commercial advantages over its metal competitor. In conditions where the frequent repairing of a roadbed, as in the underground railways of cities, is excessively costly, and permanent construction is a vital factor to commercial success, the metal sleeper has been of premier importance. In general service, however, its status is a matter of dispute, and there can be no unanimous verdict till the perfected metal sleeper has been evolved. Its composition and form, if not rudimentary, are yet susceptible of improvement, and may or may not remove some disabilities and practical objections. In these days of metallurgical discovery and progress no difficulty would seem to be insuperable, while the depletion of timber supplies and the pressure of inexhaustible mineral resources are a strong point in the further evolution of the metal sleeper. The paucity of material and the surplusage of production are an incessant demand for new and added uses of iron and steel, to which the success and availability of the metal sleeper would be remedial.

In the present situation the steel tie has a suspended value, except in special cases. The old wooden tie, in its easier manipulation, its economy in first cost, and its adhesiveness or grip in the average ballast, has advantages which, with possible improvements in methods of preservation and a more general use of tie plates, will retain its lead for some time. The exhaustion of timber is not yet in sight, though eventually inevitable. In Canada, South and Central America and Africa, timber supplies would seem to be equal to any emergency in demand. It is evident that the time has not yet come for the general displacement of the wooden tie. This, however, by no means, predetermines the fate of its steel competitor. It is here to stay. We note in this connection that the New York Central and Hudson River Railroads are being supplied with 18,000 steel sleepers of a new design. It is designed for a 100-pound rail and has a clip of soft rolled steel in place of the old cast iron attachment. The approximate weight of this tie is 100 pounds. As we have intimated, the metal sleeper has not yet matured in design, construction and efficiency, and until it has experiments will be continuous, with the demand in proportion to results. An assured success in this direction would be an added value to our national industries of iron and steel.—Age of Steel.

BUSINESS FOR SALE.

GOOD HARDWARE BUSINESS FOR SALE—in a western town: good stand and stock; present proprietor retiring; a splendid chance; stock about $5.000 or $6.000. Address A. B., care of HARDWARE. q

SITUATION WANTED.

WANTED—SITUATION—IN TWO MONTHS, as Hardware Salesman or Traveller; with six years experience; young man with first-class references, and capital if required. Address Box 305, Barrie. 36

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses under this head free.

TRAVELLER WANTED, IN A FEW months hence, a travelling salesman, one who understands the stove, tinware or hardware trade throughout Manitoba and the North West. Give particulars as to past employment, also salary received. State whether married or single, age, etc. Correspondence confidential. Address, "North West," care HARDWARE.

"Happy Thought"

IS BOUND TO WIN

Merchants that appreciate despatch, neatness, permanency and exactness will use nothing but our new "Happy Thought" Counter Check Book.

No Carbon Paper required. Every page copies to the very edge and nothing to do but use your pencil upon the bill. Surely the invention is a "Happy Thought."

Every Merchant is made happy, contented and safe when they use "Happy Thought." Made in all sizes and shapes of Carter and Grip Books.

Send for samples of "Happy Thought" and Store and Office Supply price list, etc.

J. K. CRANSTON,
GALT, ONT.

Agent for Carter and Grip Counter Check Books as well.

Mention this Paper.

SPOONER'S
PHENYLE
(BANNERMAN'S PATENT)
GERMICIDE
PREVENTS AND CURES Distemper Pink Eye RUNNING AT THE NOSE
IT KEEPS HORSES HEALTHY AND THE BARN SWEET AS A ROSE



BAR NONE!
BEST DISINFECTANT ON EARTH.
ALONZO W. SPOONER,
PORT HOPE.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

Crystographs.

TO REPRESENT

Stained Glass Windows.

A new and original process easily applied.

Cheaper than any imitation stained glass windows.

A LARGE ASSORTMENT.

A. RAMSAY & SON,
Established 1842.
MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

The E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.

MAMMOTH WORKS AT HULL, CANADA.

Fencing Wire.

Annealed and Oiled and Galvanized Wire in stock of the famous "Whitecross" brand. Get our prices before buying.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

New Wrought Iron Pipe Bedsteads

Strength, Durability, and Comfort Combined. No wood about their construction. Proof against disease germs, and vermin.

J. & C. Hodgson

Wrought Iron Pipe Manufacturers,

MONTREAL.

H. D. SIMMONS,

74 York St., Toronto,

Western Representative.

SEE SAMPLE AND GET PRICES.



Excellent Quality! Reasonable Price



ADAMS-MARS BEST.

CALVANIZED SHEET IRON. SP

Canadian White Enamel Sign Co.

All kinds White Enamel Letters and Numbers.

GEO. BENGOUGH, Mgr.,

10-12 Adelaide St. East,

Agents Wanted. TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 24, 25½
Strip " 25, 26½

Tin Plates—*Charcoal Plates, Bright.*

Bradley M.L.S.	Per box
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets ..	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7½
28 "	7½ 7¾

Iron and Steel.

	Base	Price
Common Iron, per 100 lb ..	$2 05	2 15
Refined " " ..	2 35	2 65
Horse Shoe " " ..	2 60	2 75
Band " " ..	2 50	2 65
Hoop " " ..	2 60	2 65
Swedish " " ..	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 62½ to 65 p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4¼ 4½
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ½ to 1 in	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16½ 0 17½
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17½ 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06¾

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5¾
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre(J.C.) bbls,p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 57½
Boiled "	0 60 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 46½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, one shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 30
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18
Chisels—*Socket, Framing and Firmer*
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c:

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10 p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0 37

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests, Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc. Prices Low. Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat,dis. 50 to 55 p.c
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes,

Per keg..... 3 60 3 70

Ice Picks.

Star, per doz..... 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P , Can. list dis, 50 p.c.
Bronze, Berlin, per doz ... 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½ to 60 p. c.
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3½

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33½ per c

Rivet Sets.

Canadian, dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9½ 9¾	11 11½
¼, 5-16, ⅜ in.....	10½ 13½	11½ 11½
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 00

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P , dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ½ and ¼ gross boxes per gross net cash..... 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4¼
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis.75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9

Twines.

Bag, per lb..... 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8,10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6½c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " } 4¼ 4¾
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p.100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

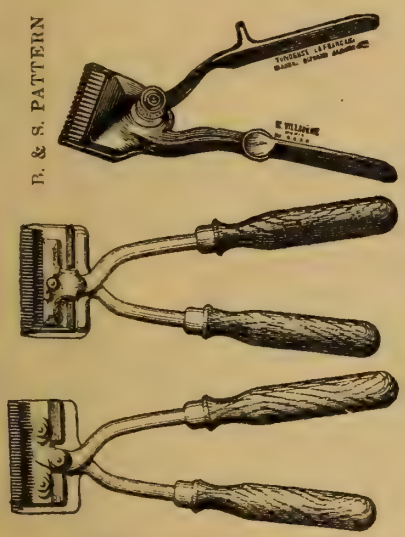
AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

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Villadere Clippers.

INTERCHANGEABLE PARTS. R. & S. PATTERN POPULAR PATTERNS.



ATTRACTIVE PRICES.

Sole Agents for Canada,

Painchaud, Squire & Co.

Temple Building, **MONTREAL.**

SAW YOUR ADVERTISEMENT IN THE HARDWARE.

When writing to our advertiser please inclose the above.

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods.

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

MUNN'S LIQUID GLUE.

The Strongest, Cheapest and Best.

Put up in all sizes. Circular and price list on application. KENNEDY BROS., Agents, 101 Bay St., Toronto.

For sale by the following wholesale houses in Toronto:—

H. S. HOWLAND, SONS & CO.
THE HEMMING BROS. CO.
THE ART METROPOLE.
WILLIAM BROWN, Carriage Hardware.

SAY!

If your Jobber can't supply

Kearney and Foot's Files

Write

W. S. McGREGOR, Agents,

11 and 13 Front St., Toronto.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST W., TORONTO.

Telephone 1112.

"IDEAS FOR HARDWARE MERCHANTS,"

JUST PUBLISHED

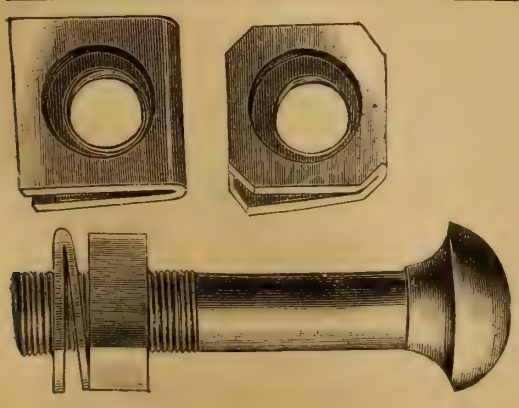
PRICE $1.00 POSTPAID.

This novel book is the only book ever written especially for Hardware men, and every Hardware Merchant will find it of decided help and of intrinsic value. It tells HOW TO ADVERTISE a Hardware Store. HOW TO DRESS a Hardware Store Window. HOW TO SELECT Seasonable Goods and HOW TO DISPLAY them to best Advantage. HOW TO MAKE a success with Hardware. HOW TO COMPETE with "Department Stores." HOW TO TURN a Credit Business into a Cash Business. HOW TO AVOID Bad Debts and Increase Trade. HOW TO SECURE Low Quotations from Jobbers and Manufacturers. HOW TO ARRANGE the Fixtures in a Hardware Store. HOW TO TREAT and Manage Clerks. HOW TO KEEP your Accounts with the Least Labor. HOW TO SYSTEMATIZE your Business and Arrange its Details. HOW TO ARRANGE Price Lists. HOW TO MEET close Competitors and HOW TO BE ENTERPRISING. HOW TO PROPERLY proportion Store Expenses, and thousands of practical hints for Hardware Merchants.

"Ideas for Hardware Merchants" sent postpaid upon receipt of price.

J. B. McLEAN PUB. CO.,

10 Front St. East, Toronto.



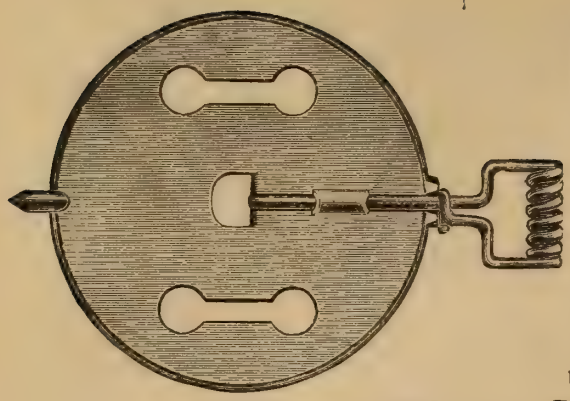
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(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.
Moncton, N. B.





THE "PERFECT" DAMPER,

WITH NICKLE PLATED COLD HANDLE.

Commends Itself to all Dealers and Users alike.

Simple to apply. Efficient. Attractive in appearance.

SPECIAL NOTICE.

This Damper is made of CAST IRON and warranted not to warp or rust out. Far superior to sheet iron dampers.

H. R. IVES & CO., - Manufacturers,

A FULL LINE OF "ALASKA" GOODS IN STOCK. SPECIAL PRICE TO THE TRADE.

A. ALLAN, Pres. J. O. GRAVEL, Sec-TREAS.
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THE CANADIAN RUBBER COMPANY

Of Montreal and Toronto.

CAPITAL - $2,000,000.

MANUFACTURERS OF

First Quality Rubber Boots and Shoes, Superior Quality Rubber Beltings, including The Forsyth (Boston Belting Co.) Seamless Rubber Belting.

TRADE MARK

For which We are Sole Agents and Manufacturers in Canada.

We Hold the Patent and Sole Right to Manufacture in Canada.

The Patent Process Seamless Tube Hose

We Make all Our Hose by this Process.

Ask the Merchant you deal with for it and take no other

RUBBER PACKINGS, VALVES, GASKETS, Etc.

Head Office and Factory, Montreal; **J. J. McGILL, Man.**

WESTERN BRANCH:

Corner Front and Yonge Sts., TORONTO

J. H. WALKER, MANAGER.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres and Treas. CHAS. N. CANDEE, Sec'y.

The Gutta Percha and Rubber Mfg. Co.,

OF TORONTO, LTD.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

OUR RUBBER BELTING IS THE BEST ON EARTH.

THE GUTTA PERCHA AND RUBBER MFG. CO.,

OF TORONTO, LTD.

59 and 61 Front St. West, - - TORONTO.

PURITAN COOKERS

AND OTHER HIGH GRADE KITCHEN UTENSILS

CONSISTING OF



Puritan Coffee Pots,
Puritan Baking Dishes,
Puritan Egg Poachers,
Puritan Spice Nests,
Puritan Tea Steepers,
Five o'clock Tea Kettles.

All goods are manufactured from the best material and workmanship and are therefor strong and durable, possessing a superior finish and handsome appearance. No kitchen should be without them.

Sold by the principal Hardware Merchants in the Dominion of Canada, and by

THE EUSTIS MANUFACTURIC CO., 49th St., Bavonne, N.J., U.S.A

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. IV. TORONTO, SEPTEMBER 10, 1892. No. 37.

New York Aluminum Bearing Metal Co.

NEW YORK OFFICE, N. W. Cor. Washington and Cortlandt Sts. CHICAGO OFFICE, 12 Pacific Avenue.
MONTREAL OFFICE, H. McLaren & Co., Agents.

MANUFACTURERS OF

ALU
TRADE MARK.

"Aluminum Genuine Babbit," Price 30c. per lb. f.o.b. New York
"Champion Metal," - - 25c. " " " "
"Aluminum Bearing Metal," 18c. " " " "
"Big 4 Babbitt," - - 14c. " " " "
"Pyramid Metal," - - 10c. " " " "

CLOSE FIGURES MADE ON LARGE ORDERS OR CONTRACTS.

Our metals are superior to any like Babbitt Metals in the market. We Solicit Your Orders.

RICE LEWIS & SON,

LIMITED.

Importers and Dealers.

HOUSE FURNISHINGS,

FINE

CUTLERY, PLATED WARE,

TILES, GRATES, MANTELS.

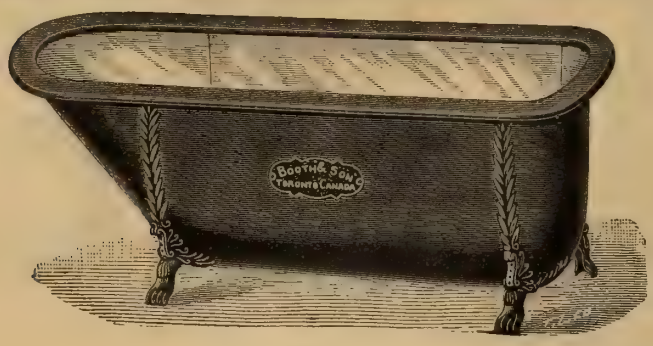
IRON BRASS BEDSTEADS.

RICE, LEWIS & SON, Ltd., King St. E.,

TORONTO.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1
PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

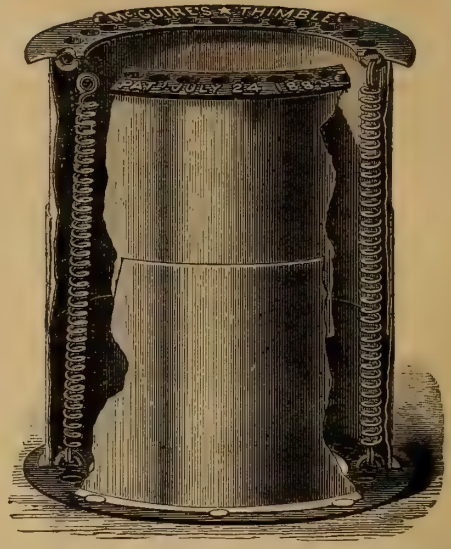
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,
TORONTO, CANADA.

McGUIRE STAR THIMBLE

ADJUSTS ITSELF.



The old form of Thimble, made to size, has been supplanted by the McGuire, which adjusts itself to any thickness of floor or partition, and is always ready for use.

We have improved this Thimble very much; it is the finest article of its kind ever offered for sale

KEMP MANUFACTURING CO.,
TORONTO.

THE OAKVILLE BASKET COMPANY,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.,

OAKVILLE, ONTARIO.



CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.

SHOVELS--Fenerty's.

Users are rapidly learning that it pays to buy Shovels, etc., that can be so readily rehandled.

LOTS OF TESTIMONIALS.

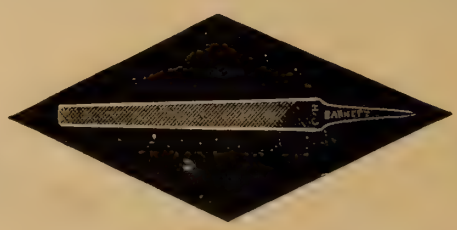
DEALERS--THIS POINT IS A STRONG SELLING CARD.

JNO. PETERS & CO., Halifax.
JAS. E. CHIPMAN, Vancouver.
CRAIG, MacARTHUR & CO., Toronto.
Stock carried at Toronto Branch.

CAN TELL YOU ALL ABOUT THEM.

HALIFAX SHOVEL CO., Ltd., Halifax, N. S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, SEPTEMBER 10, 1892 No. 37

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THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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"Competition is so keen that men can't be honest," was the remark of a retail hardware merchant the other day. Taken literally this would be a very sweeping statement, but it was evidently intended by the speaker to be discounted for the hyperpole that was thrown in to make it more effective. Even as it stands it must be admitted that there is more truth than rhetoric in the comment. But there are men who will not bow the knee to Baal, men who will continue to hold to honesty because they believe in morality, no matter how competition may try their faith. But that perhaps is as much reservation as can fairly be made from the scope of the remark above quoted. The number of men who hold to honesty simply because they believe it is the best policy, and not because it is moral, grows fewer every day. Why? Because honesty does not seem to answer any more as a trade policy. Prices have to be cut to catch trade, and expenses have to be incurred on a larger scale for the same purpose. Pay-day looks tranquil in the distance that lends enchantment to the view, and everything tends to make profits a matter of less care than the getting of business. But when pay-day does come, and the ripe liability is to be met, the money is too often wanting. A renewal gives the trader a chance to take in some of his sail, and try to do a more conservative business. He does try, and perhaps fails to catch a sufficient volume of trade in the face of a competitor's prices. Thus if he holds out for profits he loses business, and if he forces business he loses profits. He watches his competitor to discover how the latter manages to make both ends meet and sell regardless of profits. He discovers that he and his competitor differ in this way, that while he shuns the day of failure his competitor invites it. He sees that this is successful, and that something is to be gained by such a course. Dishonesty clearly triumphs as a policy. Moreover he perceives as well that the wholesalers really encourage this sort of thing. This lightens his moral responsibility, and he probably adapts himself to circumstances that are made for him by others, and takes to courses that are countenanced by wholesalers. In this way many are led to shut their eyes to the consequences of to-day's action and leave the future to take care of itself They feel it is enough for them to take care of the present. They pin their faith to a settlement at a rate in the dollar, and look to that to extricate them from embarrassments and set them on their feet again. Thus there are failures made in cold-blooded policy to save oneself, as distinct from failures made with the object of robbing somebody else. Men feel that they have to preserve their capital and make a little money out of their business in some way. Failure is the natural balance to price-cutting, and many men are hounded to failure by the tactics of competitors who appear to have long abandoned the old-fashioned and antiquely honest method of making money by profits to make money by the swifter method of failure. This pretty well indicates the process whereby the keenness of competition tends to make men dishonest.

* * *

The restoration of profitable retail prices in all lines would be of the utmost benefit to wholesalers, who ought to do all they can to bring it about. To honest-meaning retailers failures are an unsatisfactory equivalent for profits, and to wholesalers they are a heavy loss. In whatever way we view them, cut prices are destructive of capital, and usually originate in stores where somebody else's capital is risked. All that favors price-cutting should be discouraged by wholesalers, who have the control of prices pretty well in their own hands. They can make debts more impressive by making them sooner due, for there is nothing truer than that pay day loses its terrors when it is placed too far into the future. They can refuse easy settlements and force every man to retire from business if he is clearly seen to have ridden for a fall. It is the putting of such men on their feet again that perpetuates the mischief. Credit should be reserved for only such men as give good credentials of their title to it. Finally, wholesalers should themselves set a good example in the matter of prices and should not vie with each other to pare them down to cost These precautions would pretty completely expel the price-cutting evil from the hardware trade, and would make full payment less uncertain. Common action among the wholesalers to bring about these changes would be enlightened business policy, and would be supported by the soundest opinion in the retail trade. The credit system affords a starting point for the work of reform to begin. Wholesalers will make a long step in the right direction if they limit credit to reasonable time and to eligible merchants. Other measures to further the best interests of the trade may follow this one, each in its own good time.

* * *

Green goods men are apparently getting their eyes open to the value of our markets

as an outlet for their merchandise. They are spending good money very freely in postage these days to offer gilt-edged opportunities to enterprising citizens in Montreal and Toronto. They send a type-letter which shows a consuming desire on the part of the sender to open an agency in each of these cities, and the only obstacle in the way of doing so is the want of some man of sterling integrity to be entrusted with the management of it. The letter flatters each of the recipients by its very overt declaration of faith in their uncompromising respectability, and hopes business relations will be established. The sender says he is an aged man 38 years of whose life has been spent in the engraving department of a state bank, and that he can produce a perfectly flawless paper money. He will not sell less than two hundred dollars worth, so the man who wants any of this fine art must get $200 of good money and forward it. Some poor simpletons do take the bait, forgetting to take account of the fact that if this counterfeit money were so safe a medium of circulation the manufacturer of it would not trouble himself to convert it into one-tenth as much legal money. One Montreal man sent $200, and had his confidence painfully shaken in the reality of human honor when he opened the return parcel and found a brick instead of 200 crisp ten dollar bills. So long as the green goods men treat their trusting and equally criminal correspondents in this way, honest people may feel easy. But sometimes the bad money is sent in return for the good, and then decent people have to look out. This stuff is likely to get shoved into circulation if it is a good imitation of the genuine, and then rogues get the value of good money in merchandise and service while honest merchants are unconsciously running the risk of losing the full amount of what the spurious money pretends to be. It is to be earnestly hoped the green goods men will continue to send bricks for money. The class of green goods men who send money cannot but feel that their competitors who send bricks are ruining the business. That is what their competitors are doing, and for once it is delightful to perceive that competition is the death of trade.

* * *

When the trader begins to show a lack of personal interest in his customers he begins to lower the centripetal force, and let them fly off at a tangent to revolve round some other centre of trade. This fact is not sufficiently apprehended by some otherwise good business men. They do not know how to put themselves in the place of others. If they did they would criticise the faults in their own manner with more insight and to better purpose. Many a customer is put in an obstinate mood by the indifference of a salesman, and walks out to buy somewhere else what he came with the intention of buying from the man who showed so lukewarm a zeal to make the sale. The trader must lay before his mind closely and constantly the principle that people like to be appreciated and like their orders to be made something of. Neglect or indifference drives them away. A merchant often falls into the habit of being rather dry-mannered and independent towards his customers, and is unconscious of the effect of this habitual air. He will lose by it. To put oneself in the place of others requires more philosophy than some people suspect, and although they can do it in relation to forms of bad conduct that they do not practise, they cannot do it in relation to their own little private faults. Personal interest in customers is necessary to do business successfully. With this customer the interest needs to be friendly and cheery in expression, with that one polite and solicitous of pleasing, with one chatty, with another jocular, with most patient, with all strictly civil and obliging. Hardly a customer who has the money to pay for what he or she wants does not feel disappointed and displeased if the selling or showing of the required article does not seem to give real pleasure to the merchant. People like to be remembered, and when they come back to buy are on the still hunt for any traces of joy or remembrance of the former transaction in the mind of the salesman. If no such signs are discernible the customer is apt to be afforded and may not call again. The genial, happy-natured, courteous man who can show himself interested in everybody at all times is the man who holds customers, and sometimes can do so without losing much of his profit.

* * *

The railway trains and steamboats are now putting down at the stations and wharves of the city, visitors who have come to attend the Industrial Exhibition. The attendance, however, is not more than the usual first-week average. On Monday morning people will begin to arrive in shoals. They are likely to get the worth of their time and expenses in interesting and entertaining features of the Exhibition, for which preparations have been made upon a very extensive scale. The fact that the management of the great Fair has been in the same hands for several years allows of popular judgment and taste to operate for its steady improvement. Those who have charge of it this year having also had charge of it last year are able to apply now the lessons they learnt for the correction of any features that were disappointing in their effect last year. It is only by having the management reasonably constant that it is possible to trace the irregular line of popular approval. This idea may have been a good one, that may have been a bad one, but only those who tried both know which to reject and which to retain. The Exhibition is likely to be more of a success this year than it ever was, just because it is the result of unbroken continuity in management. The year has been a productive one in this province and all over Canada, the people have every object that self-interest and patriotism can suggest for wanting to make the most out of the Fair as an advertisement, and those who go to see may benefit as much as those who go to show. The Industrial Exhibition will repay those who spend a day or two among its sights.

THIRTEENTH COMMANDMENT.

"Mind your own business" in many respects bears on all the others. If a man has a business and that business is a success, then he has no time to attend to the business of others. If his business is not a success, it is fairly good evidence that he is too much interested in other people's affairs to attend to his own properly. Look around you to-day and you see large business houses that are owned and operated by men who started in life as poor boys, boys that found the struggle for supremacy took all their time and effort, boys who had no time to look after other boys. They have attained their present position, not because when they were boys times and opportunities were any more favorable than they are to-day to rise to the top of life's ladder, but because they appreciated the fact that they had to "hustle," if we may be allowed this suggestive expression, and in the push and hurry no time was found for looking into other people's affairs.

Everyone will admit that originality carries great weight in all matters of life which are allied to success. Take, for instance, the subject of advertising. The people who meet success are those capable of expressing themselves in language which differs from some one else, or whose illustrations attract because of their lack of sameness. It is not well to look at your competitor's work and because his particular style of "ad" or manner of doing business proves successful start out in the same line. Mind your own busi-

ness. Get up a scheme that is unique and original, irrespective of what your neighbor is doing. What does originality mean if it does not mean your way, and your way different from the way of some other man?

If your competitor sees fit to offer a prize of some description to every $20 worth of goods cash, and finds it pays, what are you going to do? The same thing, or, in other words, meddle with his business? This would prove a very poor scheme. Originate some plan. Say, for instance, you were to offer your customers, upon the purchase of a certain amount of goods cash, a small coupon, each person holding a coupon to have the privilege of writing a competitive verse or two of poetry on the appearance of your windows, this poetry to be published in a column of your town paper. The result would be this: A lot of verses, some good, some bad, some funny, etc., but each verse advertising you. It would attract people to your window, and good results, you know, follow from this. The editor of your paper would advertise you in this way at a nominal cost, and would probably judge the verse. Here is an idea. Possibly you may be able to originate a better way. If so, try it. Anything that is original bears on the point at issue. The minding of one's own business applies to everything in which the public is interested.

If the fact of the matter be that you are unable to originate anything, and still desire to do something different from your competitor, then you may have recourse to someone who will get up some ideas for you at a small figure There are men to-day who make a handsome living by simply doing things for other people that are striking because of their oddity and the newness of the ideas expressed. Suppose you were to get up a leaflet and entitle it "Hardware for the Dog Days." Let it contain a little well-written terse matter on subjects of the season, such as tools for harvesting, goods for the housewife in canning season, fruit seeders, etc. You could have a little book made by your town printer, or by the firm that publishes your trade paper. If you cannot write the book they will do it. These little books sent to your friends will pay for their cost and more, too. All that is required is to say a great deal in as few words as possible, and in the saying talk sense, and on subjects that are in the minds of your patrons.

Close attention to one's own business will make the possibility of looking after that of anyone else impossible. Attention to business means financial success, and financial success means doing business in your way, irrespective of the ways of others. It is the different ways of doing things, the various facilities offered for doing certain things, and the different results attained by different actions, that make it possible for so many to succeed in practically the same line. Do your business without regard to your competitor; in fact never, ifpossible to avoid it, admit by word that you know he is on earth. Never try to sell an article by reference to a line carried by your competitor. You can make business a success by selling your goods your way, but you cannot make a success of selling your goods in someone else's way. If you have the thirteenth commandment in mind you will be money in pocket.

DOOR BUTTS.

The butt hinge is a piece of hardware that has to stand more wear and tear than any other one thing in the entire line of metal trimmings. In the first place goods of such kind are expensive, that is, if they are high grade, and we take the liberty of remarking parenthetically that a cheap butt is the meanest thing of all cheap things in hardware. With the butt an expensive feature of house trim is met, and so many of them required, that the tendency is to sharpen a contract at this point. No greater mistake could possibly be made than to undertake to cut down expenses by using cheap and inferior butts.

What work does the butt do? It would be well for every hardware man, every carpenter and every contractor to ask himself this question before settling the matter of what butt to use. The butt, in the first place, has to carry the entire weight of a door, whether light or heavy. What this weight is is not fully appreciated. If you don't know, take a door and stand it on end as it would stand when hung. Under the bottom put a block of wood, near the butt side. Now take hold of the door near where the top butt is to go and lift. If this will not surprise the uninitiated, we make a mistake. Take as an instance a two-inch oak door eight feet high and three feet wide. To undertake to hang such a door with 4 1-2 inch butts argues that someone has mistaken his vocation. It has been tried and has failed, as is evidenced by many a sagging door. A rule to bear in mind when selecting the butts is this: Measure your door; double your dimension; this will give you the thickness of the door and the depth of the jamb inset. Now, from the edge of the jamb inset to the outside baseboard should be measured; add this distance to thickness and depth of jamb inset. Now you can readily determine the width of butt required. As an example:

The door measures	2 inches.
The joint inset	2 "
The baseboard and moulding	1⅜ "
Total	5⅜ "

Butts should come to within three-sixteenths of an inch of the edge of the door. Hence a five-inch butt should be used. If a smaller butt be applied, one of two things must happen; the door will not swing full back out hitting the moulding, or the butts will not have sufficient hold on the door and jamb to be secure. In the case of an unusually wide door heavier butts should be used. This should be determined by a man of good judgment. A rule is this: For every inch over 38 inches a quarter-inch of butt should be added. When doors exceed eight feet in height three butts should be used.

The ordinary house door butt is subject to more work than the butts on a business structure. Who does not, as a child, remember the fun we used to have holding on the knob and swinging back and forth on the door, much to the detriment of the butts? We knew less about hardware then than we do now. Every man will oil his bicycle, have his watch cleaned and oiled, and the housewife will oil the sewing machine, but who ever thinks of oiling the butts throughout the house? We don't care to go into statistics, but will simply say that the amount of energy consumed in opening doors is far beyond the power of mind to imagine. A little oil would remove many a sticky butt and remove many a disagreeable squeak. There are butts on the market which are so arranged as to be self-lubricating, but they are high grade, and necessarily high priced, though the cheapest in the end. There are two places in the hardware contract where it is extremely bad policy to economize; one is the butts, the other the locks. You can cheapen in the decorations, leave off the escutcheon plates, and modify the other minor details; but when you undertake to lessen cost of trimming by dropping the quality on the butts and locks, you make a mistake that it is difficult to remedy after short service has proven the foregoing true.

BUT HE DIDN'T MAKE A SALE.

"I should like to sell you a gimlet," said a careworn-looking man, as he walked into an office the other day.

"We have no use for one," replied the cashier.

"But you should always look into the misty future," went on the fiend, demurely. "This winter you will want to make holes in your boot heels so you can get your skates on."

"I use club skates—no straps required."

"You may want to screw some boards together some time. The old-fashioned method of driving the screws in with a hammer is pernicious, as it deteriorates the tenacity of the fangs of the screws, as it were."

"Nothing to-day, sir."

"The gimlet also acts as a corkscrew."

"I don't want it."

"It may also be used as a tack hammer, a cigar holder, and also a tooth brush."

"I don't want it."

"It has an eraser, a pen, an inkstand, a table for computing compound interest and a lunchbox attachment."

"I can't help it. I don't want it."

"I know you don't. You're one of those mean men that won't buy a gimlet unless it has a restaurant, and a trip to Europe, and an Italian opera company attached. You're the kind of a man that would live near an electric light to save a gas bill." And the peddler walked out with head thrown back and tail feathers spread. Texas Siftings.

W. Ogle, the genial representative of the Gutta Percha & Rubber Company of Toronto, is once more in town, after a successful business trip in Victoria. He will visit New Westminster, and expects to return east at the end of the week.—Victoria News-Advertiser.

Essex Free Press: T. J. Harrington leaves next (this) week for London, Ont., where he takes the position of mechanical manager in the large engine and machine shops of Stevens & Burns. Mr. Harrington came to Essex about eight years ago to take charge of the machine, moulding, boiler works and blacksmith shop of the Essex Manufacturing Co.. In this capacity Mr. Harrington proved himself a first-class man in every branch of the business.

OUR LONDON LETTER.

London, Aug. 27th, 1892.

THE ENGLISH METAL TRADES.

The Birmingham hardware trade has done fairly well lately in consequence of the improved harvest prospects. Cycle makers have had a disappointing season. Builders' ironmongery, which has been a drug in the market because of the numerous strikes, is now in brisk demand. The hollow ware trade is very depressed. In the brass foundry industry there is a steady demand for cabinet work, but competition is extremely keen and prices are low. For fancy brass goods there is a little doing. Makers of curbs and fenders have been quietly engaged for some time, but quite recently a revival seems to have set in, and most firms are now well employed. In the lamp department there is an improving demand and electro-plates are doing more trade. The fire at St. John's, Newfoundland, has led to a brisk demand for all kinds of ironmongery and bedsteads. In the iron trade a steadier tone is apparent. At Middlesborough I find that there is more demand for pig iron. The manufactured iron and steel trades show no better conditions, fresh orders being scarce. It is feared reduced shipbuilding operations will result before long, and this will lessen the consumption of iron and steel. Reports from Newport state that trade there is steady, although prices are low as compared with past years. Prospects appear to be rather encouraging at Sheffield. Business in wire rod mills is quiet, as the German makers at the present time are delivering their rods in this country for less money than the Sheffield houses can produce them. Wolverhampton firms have received some fairly good orders from India and the Cape. The Indian demand for edge tools, steam pumping plant and railway materials is better.

IMPORTS AND EXPORT TRADE.

Our imports of metals in July were valued at £1,861,865, or an increase on July, 1891, of £21,237. For the seven months of the two years we have a decrease (for the last seven months) of £543,488. the figures being: Seven months, 1891, £13,366,124; seven months, 1892, £12,822,636.

Our total import trade shows an increase of just over a million pounds for the last seven months. When we come to the exports the picture is the reverse of pleasant, we having done £131,324,599 worth of trade, against £146,011,364 in January-July of 1891, decrease, £14,686,765, a serious loss. The total decrease last month was £2,481,000, to which metals contributed £598,206, and machinery and mill work £345,401. As regards the seven months' trade, metals is the largest item of decrease—that is, the contraction of our foreign trade, which has been going on for the last two years, has fallen heaviest on this particular branch of our industry, and the most important, too, of our foreign branches. The decline in this direction is £5,359,779, as contrasted with the same period of 1891, the figures being: Seven months, 1891, £24,685,843; seven months, 1892, £19,326,064.

Machinery and mill work has fallen off by £492,150, or a total of £8,930,900.

I give below a list of the principal lines exported to the Dominion, and also the total exports to all sources, so that a ready comparison can be made:

Exported from U. K. to British North America:—

HARDWARE.

Seven months, 1891, £59,635; total to all countries, £1,467,404; seven months, 1892, £54,325; total to all countries, £1,265,321.

IRON AND STEEL.

Pig Iron—7 months, 1891, tons, 10,174; total to all countries, £427,775.

Bar, Angle, etc.—7 months, 1891, tons, 3,416; total to all countries, £128,434.

Railroad Iron—7 months, 1891, tons, 51,558; total to all countries, £466,853.

Hoops, Sheets, etc.—7 months, 1891, tons, 4,753; total to all countries, £91,479.

Galvanized Sheets—7 months, 1891, tons, 1,834; total to all countries, £96,217.

Tin Plates—7 months. 1891, tons, 8,163; total to all countries, £323,285.

Cast and Wrot Iron—7 months, 1891, tons, 6,255; total to all countries, £225,900.

Steel Unwrot—7 months, 1891, tons, 8,683, total to all countries, £78,731.

Lead, Pig, Sheet, etc.—7 months, 1891, tons, 2,255, total to all countries, £29,650,

Tin, Unwrot—7 months, 1891, tons, 3,501, total to all countries, £60,459.

Machinery, Steam Engines—7 months, 1891, total to all countries, £15,241, and £2,381,959.

Other descriptions—7 months, 1891, total to all countries, £48,350, and £7,041,138.

Pig Iron—7 months 1892, tons, 11,246; total to all countries, £391,813.

Bar Iron—7 months, 1892, tons, 2,825; total to all countries, £105,413.

Railroad Iron—7 months, 1892, tons, 40,390; total to all countries, £227,290.

Hoops, Sheets, etc.—7 months, 1892, tons, 4,200; total to all countries, £70,294.

Galvanized Sheets—7 months, 1892, tons, 1,725; total to all countries, £90,152.

Tin Plates—7 months, 1892, tons, 8,408; total to all countries, £237,957.

Cast and Wrot Iron—7 months, 1892, tons, 6 193; total to all countries, £197,115.

Steel Unwrot—7 months, 1892, tons, 8,210; total to all countries, £84,940.

Lead, Pig, Sheets, etc.—7 months, 1892, tons, 1,331; total to all countries; £40,360.

Tin Unwrot—7 months, 1892, tons, 4,091; total to all countries, £60,678.

Machinery, Steam Engines—7 months, 1892, total to all countries, £6,070 and £1,930,093.

Other descriptions—7 months, 1892, total to all countries, £81,803 and £7,000,854.

As will be seen, the above-given table shows the quantity, and occasionally the value where quantities are not recorded, of metal exported from England to British North America in the past seven months of 1891, and the total quantity exported to all countries, so that the proportion exported to North America, as compared with the total exports, can easily be computed. The remainder of the statement deals in a similar way with the seven months of this year.

THE McKINLEY TARIFF AND ENGLISH EXPORTS.

Curiously enough we are now sending more miscellaneous machinery (exclusive of steam engines and parts) to the United States than we did either in the first seven months of 1890 or 1891, the figures being: 1890, £421,752; 1891, £588,374; 1892, £602,532. In the case of steam engines, exports have fallen from £38,780 in 1891 to £22,910 in the last seven months. Business is still very bad with South America, shipments of steam engines to Brazil being only £178,330, against £250,815 this time last year; to Argentina, £41,200, against £199,058 and £439,000 in the seven months of 1890. We have done a little more than half with Brazil in general machinery, as compared with last year, and a quarter of our normal shipments to Argentina. McKinley has damaged our shipments of pig and sheet lead, hoops, sheets and boiler plates, railroad iron and pig iron.

HARDWARE AND CUTLERY.

The total exports of this line up to July last amounted to £1,265,321, against £1,467,424 in 1891 and £1,625,476 in 1890. The exports to the United States were:

	1890.	1891.	1892.
To United States	£257,337	£137,117	£140,369
British N. Am.....	58,118	59,635	54,325
South Africa.....	111,730	74,931	82,369
East Indies.....	156,066	170,969	122,822
Australia.....	282,461	282,180	224,872
Foreign W. Indies	31,032	27,386	31,347

TIN PLATES.

Welsh tin plate manufacturers are jubilant over the fact that shipments to the United States are very nearly up to the standard of 1890, the quantities for the seven months being: 1890, 176,038 tons, £2,622,824; 1891, 267,548 tons, £4,432,780; 1892, 167,771 tons, £2,255,194.

Exports to British North America are steadily on the increase, in quantity from 7,554 tons in 1890 to 8,163 tons in 1891 and 8,408 tons in 1892, values being £114,449, £135,829 and £127,592 respectively.

AN INQUIRY INTO DEPRESSION OF TRADE DEMANDED.

I note that The Engineer newspaper—the leading engineering and metal trade paper of this country—is asking for an inquiry into the depression of trade. It says that the indifference of the English people to this steady decline is simply appalling in its callousness. It points to the fact that practically every other country is shutting their gates against our goods; that our foreign trade is falling at the rate of fourteen millions in seven months, and that we appear not to care two pins about the matter. It advises some of the daily papers to lend their influence in getting people to study economic and trade questions. It says very truly that pages of space are given every day by leading organs of public opinion to questions of merely transient political importance, but a matter which concerns the whole nation is passed over in silence, simply because it does not lend itself to sensationalism.

THE COBDEN CLUB AND IMPERIAL FEDERATION.

The Cobden Club is perhaps the most powerful opponent you have towards any scheme of federation with this country. It has lately issued a pamphlet, written by Sir T. H. Farrer, a staunch free trader, and he deals with the question in the following way: He says that Canada has been the most definite in her proposals, and that the recent resolution which was passed by the Canadian House of Commons in favor of reciprocity, was a form of bargain with England. But, he adds, there are difficulties about a bargain where there is no common ground between the parties. England opens her doors wide, Canada closes them. "When Canada offers to open her doors to England she thinks it a sacrifice on her part and England does not. When Canada asks England to close her doors she does not think it a sacrifice on England's part, and England does. The only thing the two bargainers have in common is that since England thinks any opening of a door good, she argues any proposal on Canada's part to open her doors is pro tanto a good thing. But England does not ask Canada to open her doors to her alone; she would be glad to see her open her doors to all the

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world. The question is whether the one good thing Canada offers, i. e., the partial opening of Canada's doors to England, is worth the sacrifice Canada demands, i. e., the closing of England's doors against the rest of the world, or, at least, against foreign countries. How much shall we gain by this course? Canadian imports to England have risen from seven millions in 1854 to twelve millions in 1890, the highest exports to Canada having been six millions in 1854 and seven millions in 1890. It is argued by this writer that even if we got the whole trade of Canada as it now exists, which is impossible, we shall only get little more than twice as much trade with her as we now get, which would be an insignificant fraction of our whole trade. In 1891 the value of our purchase of food from the United States was £50,000,000, and from Canada £11,000,000. It is argued that so far as we cease to import from the United States, so far shall we cease to export thither, and they would no doubt retaliate. Finally the writer owns up by saying that it would be the policy of fools to sacrifice a certain three-quarters to the chance of increasing one-quarter. This is all right if we can retain the three-quarters of foreign trade.

GASOLENE STOVE ACCIDENTS.

To come directly to the application of these remarks we wish to impress the fact upon the minds of gasolene stove dealers that each accident caused by carelessness or ignorance in managing one of these stoves is an injury to their business individually and collectively. Manufacturers of vapor stoves are well aware of this, hence they are careful in most cases to send out with every stove plain directions for its operation, and in some instances not to open accounts at all with stove dealers who have had no experience in handling this class of cooking apparatus. But this is not enough. Dealers who distribute these goods among the people who use them ought to be far more effective missionaries in their behalf than the manufacturers can be. The dealers come in direct contact with the users. The manufacturers never see them, but have to depend upon the efficacy of printed instructions for the proper operation of their mechanical creations. These instructions may not be understood even if they are read, and it is safe to say that in many cases no attention whatever is paid to them. A great responsibility, therefore, rests upon dealers, which they should be made to understand clearly. They can lessen the frequency of these painful accidents, by taking the trouble to make themselves familiar with the construction of a gasolene stove and the proper method of operating it. By imparting this knowledge to the purchaser in way which the most obtuse can understand—practical demonstration being the best method—and by judicious caution in regard to the danger inherent in gasolene when carelessly handled, much good may be done. Gasolene stove accidents may not be altogether prevented—it would be too much to expect this, for neither can fires nor earthquakes for that matter—but they can be made less frequent by a little exertion on the part of the dealers. Such of the latter as are unwilling to take a little trouble in a matter so serious ought in justice to the rest to step gracefully out of the business.—American Artisan.

FOUNDRY MIXTURES.

At a recent meeting of the Foundrymens' Association of Philadelphia, Mr. J. M. Warner read a paper on foundry mixtures, in which he stated that a careful study of the data gathered from experiments seems to show that red short irons (namely, those low in phosphorous and silicon, such, for example, as strong all-Lake-ore iron) when mixed together, make castings weak, hard, and given to shrinkage and blow-holes. Cold short irons, or such as are high in phosphorous and silicon, when used alone, tend to weakness and hardness. The highest results are had when different varieties of these classes are mixed in proper proportions. These proportions should be such in ordinary foundry work that the resulting castings should run about 0.75 in phosphorous and pretty close to 2 per cent. in silicon. The safest mixture is one in which the two elements of Lake Superior ores and Alabama ores combine in the highest proportions. In this combination, Nos. 2 and 3 grades may be used without making castings too hard. For example, for good machine castings, architectural work or general jobbing, a mixture of 30 per cent. No. 2 foundry and 30 per cent. No. 3 foundry standard Alabama iron No. 2 foundry and 20 per cent. scrap with say 20 per cent. strong Lake ore will give strength, smooth surface, hard lines, freedom from blow-holes, and softness for ordinary machine work. If greater softness is required, 10 per cent. of silicon iron, either Southern or Ohio, will accomplish the result. If little finishing is needed, the proportion of No. 3 foundry should be increased. A mixture of this kind intelligently made as to brands will give better results than would be had by the use of a strong No. 1 Northern coke iron No. 1 imported Scotch as a softener.

Mill cinder, which is used to a greater or less extent in nearly all brands except those coming from the South, has a tendency to soften and fluidize the iron, but at the same time it renders it dirty and impairs strength. The use of good scrap where it can be obtained lower than No. 3 strong pig iron, after making proper allowance for difference etbween gross and net tons, the difference in weight, is always recommended. It multiplies indefinitely the elements in a mixture. It must, however, be bought with care, and watched in using on account of irregularity.--American Manufacturer.

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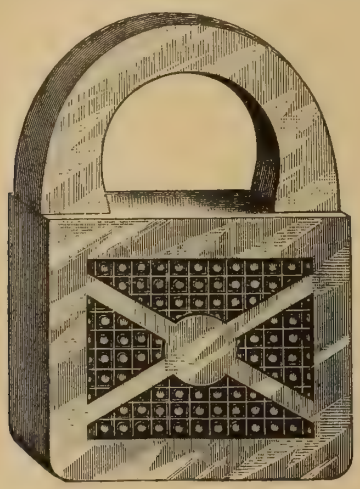
Hamilton, Ontario.

SP

NEW GOODS.

An all-Aluminum Bronze Metal Padlock.

There is herewith presented a padlock that fills so many requirements of an article of that character, that it is sure to attract attention and command a large sale. It is manufactured by Slaymaker, Barry & Co., Lancaster, Pa. It is an All-Aluminum Bronze Metal Padlock, spring self-locking; with spring, hinged self-acting aluminum bronze shackle. The key either way will operate the lock equally well. Cut alluminum bronze key guides, two polished rolled steel keys, cut and pressed, each lock; very lively

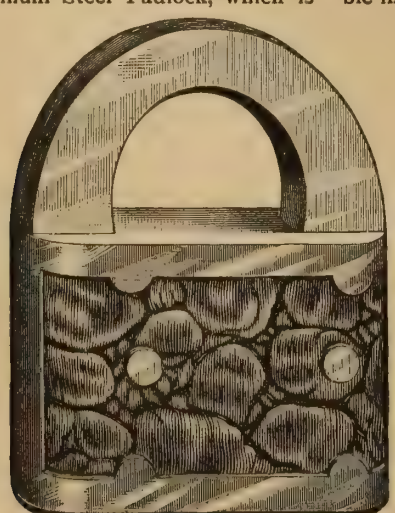




springs used, which make an extremely quick acting lock. The whole lock is polished in a beautiful and artistic manner and lacquered. They are suitable for railroads, boats, and everything for which a durable, secure, easy-working and quick-acting non-corrodable self-locking padlock can be used. Aluminum bronze, it is well-known, is a metal of very great strength, fully twice that of ordinary bronze or gun-metal. Patents on this lock are January 26, 1892; March 8, 1892; June 7. 1892, and additional patents have been applied for.

Aluminum Steel Padlock.

The same firm have just put on the market an Aluminum Steel Padlock, which is herewith illustrated. Aluminum steel is an alloy of their own creation, a non-corrodable metal, almost as light in weight as pure aluminum, and as stiff as and more tough than forged steel. It is not effected by either water or salt, and by but few acids. It is of a white color, so near that of silver that when highly polished, only an expert by the eye can distinguish the difference between it and silver. The design of this lock is unique and handsome; all exterior parts are highly polished, and the effect is that of a beautiful silver work of art. The mechanism consists of aluminum steel bolts, tumblers, key-guides and plungers to protect shackle-opening; aluminum bronze cylinder, covering key-hole phos-phor bronze springs; two double-bitted keys, cut from best quality of rolled steel, and highly polished, to each lock. Per doz., $9





CHEAP CYCLES.

Among the many letters of inquiry which continue to reach us, asking for special advice in relation to taking up the cycle trade, there is apparently a tendency to make a start in this branch with the cheapest lines that can be bought. We would impress on our readers that this is not the wisest course. The inclination to spend as little money as possible in attempting what, no doubt, is very often regarded as a doubtful experiment, is natural enough, but the success of the experiment should not be jeopardized by carrying that inclination to an extreme in practice. The ironmonger who has made up his mind to make a venture in cycles, has to consider that the first few machines he sells will go far towards making his reputation as a dealer in these goods, and the reputation that will do him most service is that of selling thoroughly trustworthy machines at reasonable prices. This is not to say that he should ignore a lower grade article, since a wonderfully good machine for the price can be got for little money, and it is usually advisable to stock a "safety" of that character; but these are not what a dealer looks to to build up his name, and they are not so profitable to him either. The lower grade machine makes an admirable foil. Its intrinsic merits, coupled with its tempting price, will find it purchasers; but, nevertheless, the ironmonger should always be able to say, "That is surprisingly good value for the money, but for hard work, and a roadster reliable under all circumstances, I should rather advise you to take a machine of this character. It costs more money, but it would give you longer, and probably better satisfaction all round.' The truth is, it is not the wisest course to make a start with any one machine. Better so, however, than not try at all; and plenty of instances have been chronicled in these pages of a large and successfull cycle trade commenced on as small a foundation as that. But success has come in cases because success is bound to come to any tradesman who takes up cycles nowadays in an energetic way. It would be more immediate and assured, however, if the start were made in a larger way. Half-a-dozen "safeties" make a very good show, and permit plenty of latitude in style and quality. With such a stock well-selected and kept up, any ironmonger should be able to make a sale if his customer is in earnest in wanting to buy.—Ironmongery.

The recent fire at Abbott's Metropolitan Rolling Mill, Montreal, did not extend to the storehouse, and the supply of stock was uninjured. The firm is, therefore, in a position to fill all orders in hand, and has so notified its customers. New orders are also being solicited. The question of rebuilding the mill has not yet been decided owing to the absence of one of the partners, Wm. Abbott, who is at present with his father, Sir John Abbott, on a cruise in the Gulf.

Smoke was noticed in the pattern shop of the Reid & Currie Iron Works Co., New Westminster, B. C., the other night. The employees had all left the shops, which were locked up for the night. The alarm was promptly answered by the brigade, the chemical men being on the premises first, and the fire, which had burned a hole in the roof of the shops, was soon extinguished. The damage from the fire itself was not very serious, but that to the dry lumber in the pattern room was considerable from the chemicals and water. Th epremises are insured.

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From $1.80 per cask upwards.

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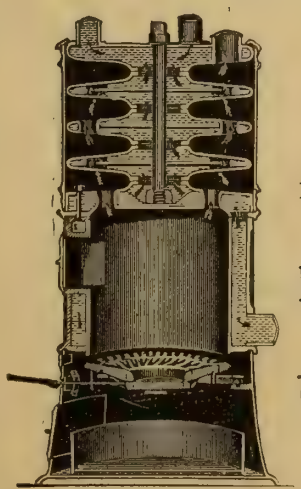
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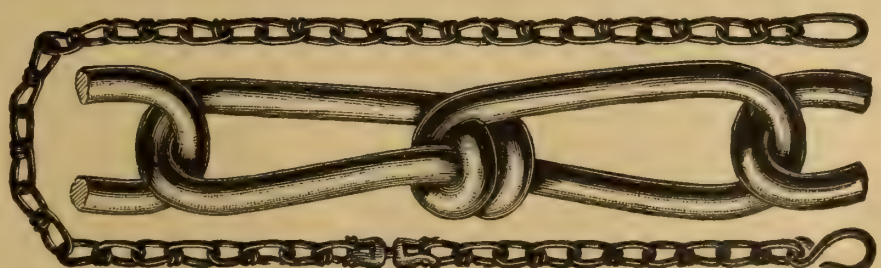
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THE B. GREENING WIRE CO., Ltd., Hamilton, Canada.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

R. F. Anderson, of the hardware firm of Campbell & Anderson, New Westminster, B. C., has gone on an expedition into the interior.

A Halifax oil dealer is about to be prosecuted by the Dominion government for having in his possession empty oil barrels, the gauge and other marks of which had not been erased.

Several Welsh tin plate manufacturers closed their works on Saturday. sixty works are now closed and 10,000 hands are idle. Many sailed on Saturday to find employment in America.

Bertram & Co. have purchased the assets of the John Doty Engine Company, limited, Toronto, from the liquidator for $52,000. It is their intention to carry on the business under the firm name of the John Doty Engine Works Company. They are now ready to undertake new contracts.

G. A. Fraser has retired from the firm of G. A. Fraser & Co., Vancouver, B. C. The business will be carried on under the same style by Alfred and C. S. McKinnell. Mr. Fraser will leave shortly on a trip to New Brunswick on account of the ill-health of his wife, and will be away about six weeks.

Ironmongery suggests it is always well to keep a sharp eye for stray nails and screws. These have an unaccountable knack of scattering and dropping to the floor, whence they are generally swept away. The loss in a day or a week is imperceptible, but the total leakage of a year may command consideration.

W. J. Reid & Co., London, Ont., extend a cordial invitation to their friends in the trade to visit the Palace crockery establishment when in that city attending the Western Fair and Industrial Art Exhibition from the 15th to the 24th inst. A neat card with the company's compliments conveys their invitation to the members of the trade.

Col. de Palitschek, the Austrian Commissioner-General, writes that the world-famed glassmakers of Austria, especially of Bohemia, and the china manufacturers of Carlsbad and the surrounding neighborhood have agreed upon making a grand display of their industries at the Exposition. The manufacturers of stained glass in Tyrol will join in the exhibit.

The new Quebec tax for manufacturers' capital came into effect on the 1st inst. The law provides that on or before the 1st of September in each year every manufacturer in the Province must make a declaration to the revenue officer as to the amount of his capital. In the case of false or late returns or other violations of the law, each member of the firm offending is liable to a fine of 10$0 or one month's imprisonment, and double the amount of the tax will be collected. The manufacturers are very tardy in forwarding the information to the license office.

BUSINESS DESTINY.

Has ever a merchant given the subject a thought of what will be the destiny of his or his successor's business? Probably some one has, but most likely the majority have not. What will be the destiny of our business; or what will business be in the future?

In order that we may answer the question properly, we will divide the same into three sections, namely: 1st, How does the business now stand? 2nd, what must the merchant do to hold trade? and 3rd, Where will the destiny be?

How does the business now stand? Let us look around and about us, if we wish to ascertain the truth, that the present business is equal to a game of chance, and it is up-hill work for the legitimate merchant eking out a little more than a living. He who is diligent and industrious seems to be further from the road of a successful end than the one who takes things easy, and buckles his conscience according to the fashion of the times. The go-as-you-please man has the advantage over the hard-working, honest toiler; he feeds partly off of the savings of his fellow-men. He "runs" his business until he has run it down, and then he laughs at his creditors, who are coming in for their share of hard-earned money. It can not surprise us if a business career is thus abruptly brought to an end when we consider how little attention is paid to the patrons, who are willing, more than willing, to stand by the apparently successful man than by the one who is serious in his belief to do business on a legitimate basis.

Besides the honest merchant and the go-as-you-please fellow, there is another one who takes a hand in the mercantile world. We cannot consider him a prominent factor, but he makes himself prominent, even if it is in a quiet way. He is unassuming, drowsy, poky; his almanac contains not the word "enterprise"; his ambition runs no farther than the counting of the money; otherwise he is the large cipher in the business. Although not prominent in the rank which promotes welfare, he is prominent in advocating backsets, and, drone-like, his existence is generally of very short duration.

These three defined characters are, in our opinion, the ruling factors of our business: "industry," "don't care," "drowsiness," and upon this stand we are seeking a livelihood.

Now to the second question: What must the merchant do to hold his custom?

The evolution of the trade has taken up a much broader sphere in the last decennial than was the case before in half a century. The business man's objective view has studied and labored hard by night or day, and his mind was absorbed on the problem how to hold his patrons; how to get a controlling power over his constituents.

Nature has taught us that which science is unable to answer. The child whose wants are very few feels happy and content in its mother's lap. It grows up with the surroundings. As the years advance, and its tastes become manifold, the good mother studies the requirements of her little pet, allowing it the pleasures of its many fancies, that it may feel at home within the narrow circle of the family. Grown into manhood the child will remain. if not in thought, though in action, a child, affectionate, loving, and obedient toward the parent.

This leads us to believe that the training of a child is essential thereto of how will be the man. How little is necessary to achieve that accomplishment will readily be seen—a friendly word is about all that is wanted.

Now, while this is accomplished in the family, should it not be accomplished with our fellow-men? We do not intend to place the business man on the same level with the parent, but it is our desire to set the thinking mind on this partial comparison here advanced.

Allegorically speaking, the merchant is the mother of his customers; he must study their wants and tastes equally as much as does the parent study the requirements of his children. The sunshine in the prosperous business is the reaper of a swelling harvest.

With the advancement of the times customs and requirements have undergone a great change. He who heretofore was satisfied and content, has now a different view of life, and why should it not be so? The earnings enable him to show more liberality toward himself and toward his family. While his mind concentrates on the worth of living a life, while his eyes are constantly seeking for novelties, it devolves upon the merchant to supply his customer with such wants; it devolves upon the merchant to lay before the eyes of his customer such articles which his mind craved for, even if it be an unprofitable experiment. Should the merchant fail in this, he will stand the risk to disconnect the ties holding him to his patron; on the other hand he will practically answer the problem which he is trying to solve.

And now the third question: What will the destiny be?

In former years, and, if we are not mistaken, even at the present time in Europe, all business was strictly classified and divided. The butcher was allowed to keep meat only, while sausage could not be obtained anywhere else except from a sausage dealer; lard from lard handler; and the like of this was the case in all lines of business. How different are the business methods of to-day? There seems to be a dissatisfaction, unless you get in one store almost everything necessary for a household. However, this dissatisfaction was not brought about by the consumer; no! it was brought about by the dealer, or we might better say by the monopolizer of the trade. As is the case with the merchant who studies the pleasures of his patrons, so it is equally true that the monopolizing, all-grasping element have slowly educated the consumer up to the universal requirements from one place. As evil breeds evil, it might be said here in conclusion that the thousands of bazaar stores are getting a firmer grip on the trade from day to day, swallowing up everything in their way, and when another century has rolled around, the destiny of most business, no matter in what lines, will be: Swallowed up by the monopolizing octopus.—Merchant Sentinel.

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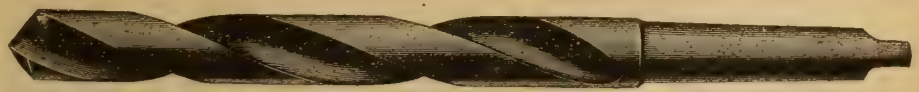
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W. & B. Diamond Twist Drills.



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Goods the best. Prices moderate
Quality Warranted.

PROPERTIES OF ALUMINUM.

Aluminum does not oxidize so as to interfere at all with the strength of thin sections of the metal as do iron and steel; the thin film of oxide which covers surfaces of the metal which have been long exposed to moist atmosphere seems to prevent its being further acted upon. But it does not give a surface tarnish to the metal which cannot be rubbed off with the usual metal polishing compounds without interfering with the surface of the soft metal. This, however, can be removed by rubbing with a flannel rag which has been immersed in a two per cent solution of hydrofluoric acid and then again rubbing up the polish with a rag saturated with aluminum oil. Special aluminum polishes have been devised which work very efficiently. When proeprly cared for, polished surfaces can thus be kept bright for a remarkably long time.

As compared with most metals, pure aluminum, under ordinary circumstances, withstands the action of wind and weather exceedingly well; and many uses to which the metal is now being successfully applied are based upon this fact. The presence of silicon in aluminum materially detracts from its power to withstand corrosion due to atmospheric influences. Metal with four per cent. or five per cent. of silicon very soon collects a thick coating of oxide upon it, if severely exposed. The fact that pure aluminum is not severely acted upon by boiling water or by steam has led to its successful use as a packing or gasket in steam connections, where lead and similar metals have been rapidly cut out, as in parts of steam and water pumps and difficult steam joints.

For structural purposes under water, where metals are required, aluminum seems to be especially adapted to replace the more easily corroded cast and wrought iron and steel now in general use for such purposes. For liners and shims upon masonry foundations, aluminum is well adapted, as it flows sufficiently to allow equal bearings on all parts; it is less easily cut out than lead, and much more durable than tinned iron sheets, which are now in general use under heavy structures of metal resting on metal shims on masonry. Aluminum sheets will make a much more durable and satisfactory roofing than sheet copper, now generally used in valuable buildings.

Pure aluminum is very sonorous, and its tone seems to be improved by alloying with a small percentage of silver or titanium. For the sounding boards of musical instruments aluminum has proved to be well adapted. Pure aluminum, when properly treated, is a very malleable and ductile metal. It can readily be rolled into sheets 0.0005 inches thick, or be beaten into a leaf nearly as thin as gold leaf, or be drawn into the finest wire. Pure aluminum stands third in the order of malleability, being exceeded only by gold and silver; and in the order of ductility, seventh, being exceeded by gold, silver, platinum, iron, soft steel and copper. Both malleability and ductility are greatly impaired by the presence of the two common impurities, silicon and iron. Aluminum can be rolled or hammered cold, but the metal is most malleable at, and should be heated to between 350 degrees and 400 degrees F., for rolling or breaking down from the ingot to the best advantage. Like silver and gold, aluminum has to be frequently annealed, as it hardens up remarkably upon working. Due to this phenomenon of hardening during rolling, forging, stamping or drawing, the metal may be turned out very rigid in finished shape, so that it will answer excellently well for purposes where the the annealed metal would be entirely too soft or two weak, or lacking in rigidity to answer. Especially is this true with aluminum alloyed with a small percentage of titanium, copper or silicon. It can be safely stated, as a general rule, that under similar conditions the purer the aluminum the softer and less rigid it is. Aluminum can be annealed by heating and allowing it to cool gradually; the best temperature is just below the red heat. Thin sections can be annealed by heating in boiling water.

Aluminum can be easily and readily welded by electrical apparatus, and a cheap and satisfactory solder has been discovered. Sound castings of this metal can be made in dry sand moulds or metal chills. It requires, however, some experience to master its peculiarities before sound castings can be uniformly made. The aluminum should not be heated very much beyond the melting pot; if too hot, it seems to absorb gasses which remain in the metal, preventing sound castings. In small quantities the metal can be best melted in plumbago crucibles; but in large quantities it can be more economically melted in a reverbatory furnace with alumina or magnesia brick sides and alumina bottom. The furnace should have a taphole for drawing off the liquid metal into carbon-lined ladles. In no case need the metal be covered with flux to assist in the fusion or to form a coveirng of slag. In fact, owing to the metal's lightness, the presence of any flux will tend to unsoundness, due to particles of it becoming entangled in the castings, while impurities may perhaps be added to the metal by the action of the flux on the lining of the melting vessel. The shrinkage, 17-64 inches per foot, which aluminum has, is considerably more than that of brass, which is about 3-32 inch per foot.

Undoubtedly one of the greatest uses of aluminum in the arts will be in the form of alloys with other metals. Aluminum in proportions of a small percentage added to very many different metals gives valuable properties. Among these alloys is, of course, aluminum bronze. The alloys of from 2 1-2 to 12 per cent. aluminum with copper have so far achieved the greatest reputation. With the use of 8 to 12 per cent. aluminum in copper, we obtain one of the most dense, finest grained and strongest metals known, having remarkable ductility as compared with its tensile strength. A 10 per cent. aluminum bronze can be made in forged bars with 100,000 pounds tensile strength, 60,000 pounds elastic limit, and with at least 10 per cent. elongation in eight inches. An aluminum bronze can be made to fill a specification of even 130,000 pounds tensile strength, and five per cent. elongation in eight inches. Such bronzes have made a specific gravity of about 7.50 and are of a bright yellow color. For cylinders to withstand high pressures, such bronze is probably the best metal yet known.

A small percentage of aluminum added to Babbitt metal gives very superior results, increasing the durability and wearing properties of the alloy. It is a little softer than the ordianry Babbitt, but in comparative tests has given very satisfactory results. One advantage of this alloy is its extreme malleaiblity. It can be hammered out to a thin edge without cracking. An advantage of this is that for bearings the aluminum Babbitt can be rolled into shape for inserting in the dove-tailed recesses, which can be cut and drifted out at a very small expense, and the amount of Babbitt required is reduced to a minimum.—From a lecture by Alfred E. H. C. E. in the Journal of the Franklin Institute.

SELFISH CLERKS.

In many retail stores, says an exchange there exists an evil which many good merchants complain of and a few possibly have not discovered—the habit of some salesman for purely personal and selfish motives attempting to monopolize the trade of customers by deceiving them into the belief that he or she, as the case may be, can do better by them than other salesmen in the same store, and customers so deceived and prejudiced will sit and wait for hours in some cases for their favorite salesman. Other and better salesmen in meantime may offer to serve them, but they invariably receive the reply, "I will wait for Mr. Jones," and in some cases Salesman Jones has so thoroughly prejudiced customers that they will go to another store to do their shopping rather than allow another salesman or even the proprietor to serve them, which is very discouraging to an honestly aspiring salesman, and a great loss to the proprietor. This very bad state of affairs is brought about by Salesman Jones, who quietly and slyly says to customers who chance to fall into his hands, "When you come again call for me and I will do better by you than others can," etc.

The many bad results of such a practice are very apparent and should be corrected at once. Such a salesman is an unprofitable and a dangerous element and should be discharged if found necessary to the correction of the evil.

Customers should be made to feel that they will be served alike by all salesmen, and that the proprietor alone is responsible for all transactions. This will encourage salesmen, promote harmony among them and increase their sales.

Counterfeit half and quarter dollar pieces are in circulation in Kingston.

The McClary Manufacturing Co., London, are still very busy with their stove orders. Just now they consume 20 tons of raw material every day.

The Invincible cross-cut saw is a favorite seller this season, orders being very numerous and large already. The manufacturers, James Robertson & Co., always make it a point to use the very best steel in it.

A considerable amount of counterfeit money is said to be in circulation in London, Ont. One collector reports having come across two counterfeit 25-cent pieces, and one 50-cent piece in one day. The coins had evidently been in circulation for some time.

FALL GOODS FOR HARDWARE DEALERS.

Guns, Rifles, Ammunition and Decoys

Agency for the Ithaca Gun.

—o— CATALOGUE READY —o—

H. P. Davies & Co.

81 YONGE STREET.
TORONTO.

The Art Metropole

131 YONGE STREET,
TORONTO,

IS HEADQUARTERS FOR

Artists' and Decorators Colors in Tubes, Artists' Canvas, Academy Boards, Brushes and Materials of every kind, being direct Importers from every manufacturer of repute in Artists' supplies, and giving our entire attention to this special trade.

If you handle this line of goods, it will certainly pay you to get quotations.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.



ELECTRICAL
HOUSE -:- FURNISHINGS.

Bells,
Batteries,
Push Buttons.

See our Exhibit at the Toronto Exhibition.

T. W. NESS,
749 Craig St., MONTREAL.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

We have dropped the "Gilbertson's Old Method" brand of roofing plates, therefore we now WITHDRAW our GUARANTEE from same.

Our reasons are as plain as A, B, C.

A We could not act in good faith with our customers had we accepted the propositions made to us by the maker with a view to equalize the increased cost brought about by the advanced duty.

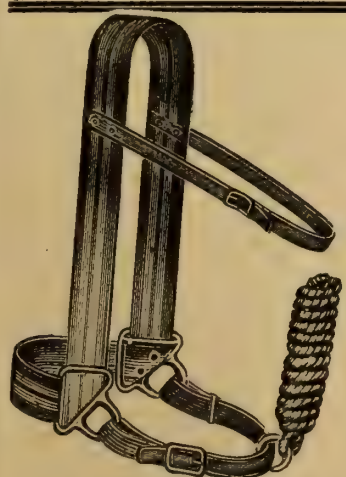
B Numerous complaints and letters received by us from our customers, positively assert that the quality of this Brand is not now what it used to be.

C After careful investigations we find we can make a much BETTER and a HEAVIER and more EVENLY-COATED plate IN OUR OWN WORKS in Philadelphia, than we have ever imported.

Hence, our heaviest coated, guaranteed Roofing Plate will now be the **"Merchant's Old Method"**

Made and Guaranteed by yours respectfully,

MERCHANT & CO., Philadelphia, July 6th, 1892.
NEW YORK. CHICAGO. LONDON.





HALTERS.

LEATHER HALTERS
WIRE HALTERS
ROPE HALTERS

Also a full line of Plain and Padded GIRTHS.

Price Lists and Discounts on application.

Manufactured by WALTER GROSE, Montreal.

MARKETS

MONTREAL MARKETS.

MONTREAL, Sept. 9, 1892.

HARDWARE.

The tone of the iron market is decidely better this week as prices have advanced both here and in England. Several lots of pig have been sold to arrive in October, at $20.00 ex-warf. Bar Scrap and the plates are about the same with nothing new to note. Chemicals have had a boom in some lines, this is owing to the cholera scare. The lines that are used as a disinfective have been in good demand. Petroleum is a shade better, Cement and Naval Stores are the same.

PIG IRON.

Pig iron has advanced during the week and is now held firm under good demand. Warrents in England are quoted at £42 2s. Reports from the home market say, that market brands are scarce and that stocks are not accumulating as large removals are being made out of stores. Our local market is in a better shape, several small lots having been sold at the advance figure. We hear of one round lot of Summerlee being sold at $19.50 ex warf to arrive soon. Merchants here state that the outlook for future business is promising and that it is likely that prices will advance still further before long. Quotations for Summerlee are $20.00 ex-wharf for October delivery. We quote Summerlee and equal brands at $19.50 ex-wharf, $20.00 ex-store ; Eglinton $18.50, and Carnbroe $18.00. Those are best figures.

BAR IRON.

Bar iron has been in fair demand during the week at old prices. The mills here report the usual output. Although the Ontario mills have a larger output, the mills here can compete with them as regards price. Prices are unchanged. We quote $1.85 from makers and $1.90 in an ordinary jobbing way.

SCRAP IRON.

The demand for scrap during the week has been fair, several small lots of wrought having changed. The quality of cast is so poor that the mills do not like to handle it. We quote wrought scrap $15.50 to $16, cast $13 to $14.

TERNE AND MERCHANT PLATES.

Terne plate is dull and the trade doing is principally a western one, this market only taking a small portion. Merchants plates have moved in fair lots during the week at old figures. We quote terne $7 to $7.75, and Merchants Roofing I C 20 x 28 $13 50, and I X $16.

TIN PLATES.

Our local tin plate market is about the same as noted last week. The trade doing is only a small one for immediate requirements. The demand is from the west our local market being practically closed to this line. We quote cokes $3.30 to $3.50 and charcoals $4 to $4.25. These are top prices.

CANADA PLATES.

The usual demand is all there is to note regarding this line. Some fair lots have changed hands during the week. Merchants here state the market might be better. We quote $2.50 to $2.60 according to quality.

COPPER, ETC.,

Copper is about the same this week. We hear of some lots being closed out at 11.90, but we think 12¼ is about the figure the trade here are asking. Ingot tin is on the same footing as noted in our last. We quote copper 12 to 13c. and ingot tin 23 to 25c.

NAILS.

This line has been moving in fair quantities during the week. The range of price is the same, viz.: 2.35 for ordinary 3 in. stock steel 10c. a keg higher in comparison. Steel wire nails are in good demand at old prices.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

GENERAL HARDWARE.

The wholesale trade now have all their men out and expect good returns from them. The crop reports are so favorable from all sections that this fall will be good. Several country merchants,who were in town during the week, report trade in their different places as being good. The French trade say their men are doing a nice paying trade in all lines and hope to do a still larger one as the season advances. Payments are as good as can be expected. We will report more fully next week.

CHEMICALS.

The only new feature in chemicals is the stiff advance in Bleaching soda which we cannot quote. Prices are quoted in New York to-day at $3. One of our local firms sold out the balance of their stock at $2.60. The trade here expect it to go up as high as $4. Copperas Sulphur flour and sulphur roll are quoted higher on the other side but local prices are not changed. A good trade is being done in these lines as they are used for disinfective. Carbolic acid has advanced over 100 per cent during the last few weeks.

Bleaching powder,	$2.30	to	$2.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	70.00	to	75.00
Pruss, potash, yellow	0.26	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.05½	to	0.06½
Madras Indigo	0.60	to	0.80

GLASS.

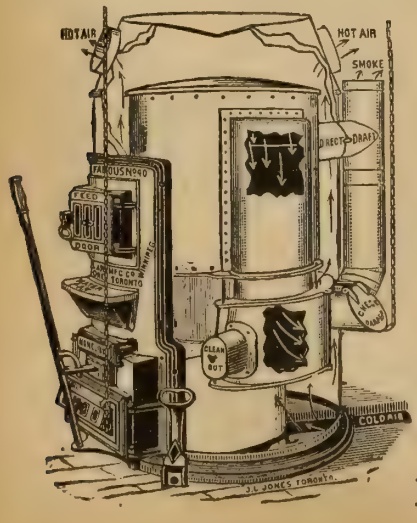
The movement in glass is slow, and dealers here do not expect it to pick up much before the fifteenth of the month. Prices are now a little steadier than they were. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.15 to $3.40 for thirds and fourths.

PAINTS AND LEADS.

Paints and leads are quiet with only an ordinary jobbing trade doing. The houses here in speaking of the past seasons trade say it has been all they could have wished for. We quote as follows : Government standard, $5.50 to $6; No. 1, $5.00 ; No 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c. ; red lead, pure, 4½c.

OILS.

A jobbing business is all their is doing in oils. Values have not changed during the week, and dealers say they will be quiet for some time yet. We quote: Cod, Newfound-



Are you aware of the merits of our Steel Dome Low Radiator Furnace.

A card to our nearest House will secure you every information. It will pay you to do so.

We have 57 varieties of Coal and Wood Hot Air Furnaces.

Have you had Sample order of our Lithographed Stove Boards ?

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MONTREAL MARKETS—Continued.

land 45c. steam refined 42½ to 45c.; linseed raw 54 to 55c.; linseed, boiled 57 to 58c.; castor oil 8 to 10c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.20; turpentine, 46 to 47c. Less 3 per cent. 30 days.

NAVAL STORES.

There is no improvement to note in the ship chandlery trade, and the market is without feature, with the exception of a reduction in the price on manilla owing to the lower price of hemp and keen competition.—this week has been flat. We quote: Turpentine 46 to 47c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 12½c. for 7-16 and upwards, and 13½c. for smaller sizes.

CEMENT AND FIRE BRICK.

The cement trade is fairly active but prices are not as good as they might be. Firebricks are in steady demand at firm prices. We quote:—English brands at $2.05 to $2.15 Belgian $2 to $2.10, ex-wharf. Fire bricks are in good demand, $15 to $21 ex-ship.

PETROLEUM

The movement in petroleum is a little better this week but the movement is still small. Quotations for future delivery are; 11c. August, 11½c. September, 12c. October, Petrolea: 12¼ to 12½c. at shed in Montreal for round lots and 13½ to 14c. for small quantities. Benzine is quoted at 11c. Petrolea, and 13½ to 14c. Montreal. American petroleum, 19⅞c. in car lots, 20½c. in 10-barrel lots, 20¾c. in 5-barrel lots, and 21¼c. for single barrels, 2 per cent. off for cash; American benzine, 23 to 25c.

TORONTO MARKETS.

TORONTO, Sept. 9, 1892.

HARDWARE.

Trade has made a long stride since last week, and now the market report begins to be a record of business. There is one fault about the orders. They are given in morsels instead of in large parcels. The number of these orders causes as much stir as if the business done were greater. The sales made so far this month lead to the expectation of a good fall trade. A considerable amount of sorting up is now being done and orders for fall goods are being more freely placed. Shelf goods are in fair request, builders' hardware is livening up, wire is in demand again, axes and cross-cut saws are selling as well as many other lines of fall and winter merchandise. The tone of trade is much more buoyant. A good many hardware merchants from outside towns and villages are in town, but more are expected next week.

The stove men find trade just as brisk this September so far as they did in the same month of last year, notwithstanding that their August shipments this year were double those of last August. Prices are still low but they are firm. The demand is clearly greater than the supply. Furnaces, both hot water and hot air, are very active just now, which is due to some revival in house building and to the finishing of buildings that were partly built last spring. Radiators are of course in demand as well as hot water boilers, and the call for both from British Columbia and Montreal is strong.

BUILDERS' HARDWARE—This line has undergone marked improvement and is now in very good demand for finishing houses in course of construction during the summer.

CORDAGE—A fair demand is to be noted. Prices are unchanged at from 9½c. up for Sisal, and 11c. up for Manilla.

NAIL—The stocks of cut are being reinforced by supplies from the mills, since the close of the strike. The resumption of work at the mills is just beginning to tell on the condition of stocks. Selling is freer in both cut and wire nails.

WIRE—Hay baling now causes a good demand for No. 14 and No. 15 annealed wire. Some good sized lots have been placed recently.

METALS.

A brisker movement in the metal market is to be chronicled this week. The improvement is of an all round character, but is most marked in pig iron, copper and lead, though in none except the first have prices made any gains.

PIG IRON—Scotch brands have advanced, Summerlee is now hard to get and is quoted at $21. Carbroe is $20, Gartsherrie $20.50. A fifty-ton lot of Carnbroe was sold early in the week and some other deals are supposed to have been effected in British iron. But the chief trade has been American irons, many lots of which have been purchased this week. Founders use Carnbroe and other Scotch irons principally for mixture with American grades, using only 10 to 15 per cent of the British along with the American. This mixture makes good stove plate. Another constituent now being used in good stove plates and radiators is the C.F.F., the Three Rivers charcoal iron made at Radnor Forges. This is said to impart some very desirable qualities to stove plates. Some Siemens pig is reported to have been sold this week, No. 1 at $21, and No. 2 at $20.50.

SHEET STEEL BRICK
ABSOLUTELY FIRE PROOF.
METALLIC ROOFING Co.
CATALOGUE FREE M'F'RS TORONTO

FINISHED IRON AND STEEL—Bar iron is quite active at from $2 up. Some manufacturers are very busy and call for large quantities of material, others, as the manufacturers of bolts, pipe, etc., are quiet, owing to the depression caused by very low prices on United States goods. Boiler plate is in active request, as all the boiler makers are busy. The contract for making 11 street railway boilers has gone to Polsons. As these boilers are wanted at once, there will not be time to get the plate from England and the order will have to be sent to the United States. The lock men and agricultural implement men are using considerable quantities of bar iron and steel.

ANTIMONY—Type founders and press agencies have submitted a few orders this week. Cookson's is 13¼ to 13½c., and other grades are 12¾ to 13¼c.

CANADA PLATES—These are now selling freely, the price ranges from $2.75 to $3.20, the latter for Bights.

COPPER—The demand is more active. A fair business in ingots at 13¾c, has been transacted. Casting brands are at 12½c. and are in leading demand.

GALVANIZED IRON—This metal is a good-selling line at 5¼c upwards.

ZINC—Sheets are 6⅜c. in cash lots and 6⅝c. in broken lots.

SPELTER—Is 4½ to 5½c., and in good demand.

INGOT TIN—The tin market has not shown any mobility since last report. The condition of the market is not changed in any particular. Lamb and Flag tin is 23c., and Straits tin is 22½c. Stock is scarce on spot.

TIN PLATE—This week's metal business has been varied by a considerable amount of

THOS. DAVIDSON & CO.

STOVE BOARDS

"Elegant" and "Embossed Crystal."

See our samples before buying, they are the best in the market.

Lanterns,
Coal Hods,
Fire Shovels,
Cover Lifters.
Dampers.
Stove Pipe Collars,
One Piece Elbows,
Four Piece Elbows,
Six Piece Elbows,
Japanned Tea Trays,

If our traveller does not call upon you, let us know and we will put you "on the list."

MONTREAL, QUE.

MARKETS—Continued.

selling of tin plates, which however go at the same prices as those ruling last week, cokes being $3.65, I G charcoal $4.25 and each cross $1 extra.

LEAD—A better call but no better price has been generally experienced by the metal merchants. Domestic lead is 3¼c. in small lots, and as low as 3.10 in cars.

OILS, PAINTS AND COLORS.

The price of turpentine is likely to be lowered as in the South a weaker market is reported. The price quoted by the Association here continues 46½c. at the moment, but may go down a little to-morrow when the Association meets. Linseed oil is steady at former quotation, i. e, 57½c. for raw and 60½c. for boiled in 1 to 3 barrel lots. Two cents is allowed off these prices in Toronto, Hamilton, London and Guelph. On larger lots the quotation is ½c. lower. All paints are active for the time of year and are unchanged in price.

PETROLEUM.

Sales are rather better as to volume, but are still at prices ruling last week. Canadian refined continues to quote at 14 to 14½ to outside buyers, and is ½c. higher delivered to city retailers.

The Petrolia Advertiser reports: Petrolia crude $1.26 per barrel; Oil Springs crude $1.27 per barrel. Since we last went to press, prices for both crude oil and refined are a good deal firmer, which is a natural advance for the season of the year. The operations on the exchange the past week have again shown the extreme susceptibility of the speculative market to buying and selling influences and its utter disregard to factors which should, under normal trading conditions, affect values. To this condition of the market the lack of outside influence may be attributed, as few care to risk operations in an article that is not governed by the ordinary conditions of supply and demand. The statistical situation, and the production and demand, having but little effect on the price, outside operations are at a loss on what to base values, and not being able to see the causes which influence the changes, are loth to become victims of the speculative manipulators, hence they let oil severely alone.

GLASS.

Some houses quote as low as $1.30, but the majority want $1.35c. The call for closing up new buildings is smart at the moment and stocks are not over-full.

OLD MATERIAL.

In this there is somewhat better movement towards consumers, but prices derive no benefit from the change quotations continue at last week's basis. No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, SKINS, WOOL, TALLOW.

HIDES—No. 1 green cows', are 4½c., and the same grade of green steers' is 5c. Cured are ½c. more in each case.

SKINS—Lambskins and pelts are 5c. dearer, now bringing 55c. Calfskins, 5 to 7c.

WOOL—Fleeces are 17c. for clothing grades and 19 to 20c. for combing. Pulled is 22c. for super, 25 to 26c. for extra super.

TALLOW—Is 2c.; rendered is bought at 5c., and sold at 5¼ to 5½c.

AMERICAN METAL MARKET.

NEW YORK, Sept. 9, 1892.

There is some increase in the volume of business in certain lines of iron and steel, but the improvement is hardly all that should come about in the natural order of things at this season of the year. In fact, purchases of finished production contrast somewhat unfavorably with those that were making at the corresponding period last year in this or in Western iron trade headquarters, and the business intreaty fails to afford much encouragement. However the curtailment of output in various branches of the industry that has taken place since midsummer serves to check pressure to sell, and prices, while generally rather soft, hold together than would be the case if active productive capacity was on a larger scale.

Orders for pig iron are still of commonplace character, and those Eastern consumers who have not already provided for their wants during the balance of the year buy in a hand-to-mouth way only. Supplies are ample, but the offering is not remarkably urgent, and the greater portion of the business passing is at steady prices. Current quotations on Northern brands are as follows: $14 50 to $15 for No. 1 X foundry, $13.50 to $14 for No. 2 X foundry and $13.25 to $13.50 for grey forge. Southern brands are quoted at $14.25 to $15 for No. 1, $13.50, to $14 for No. 2 and No. 1 soft, $13 to 13 50 for No. 2 soft $12.50 to 13 for grey forge.

Old material continues in moderate demand, and the sales making here are at practically the same prices that have ruled for several weeks. The quotations are $17.50 to 18 for iron tee rails, $14 to 15 for steel rails, and $15.50 to 16.50 for No. 1 wrought scrap iron all f.o.b. Jersey city.

Few and only small orders for steel rails are being placed in this quarter, and new inquiries are of insignificant character, as well, leaving the market in practically the same shape that it has been for some time past, with prices for standard sections held at $30 f. o. b. mills. Track supplies move slowly, as a matter of course, and at somewhat irregular prices. Soft steel in the form of billets, rods, etc., meets with just free enough sale to hold prices steady in the absence of any considerable addition to the production.

The copper market has been flat and uninteresting. Bids of 11½ for Lake Superior ingot are not as free at the present time as they were a week or ten days ago, and small parcels offered at 11.55 to 11.60 find very indifferent sale. Elyctrolytic at 10⅞ to 11c and common casting brands at 10⅜ to 10½c sells in similar slow and disappointing manner. In the London market prices for merchant bars eased off to £44 5s. to £44 7s 6d. for prompt and £44 15s for future delivery.

Operations in pig tin have been on a moderate scale the past few days, and, in the absence of advices of any change in London, prices here have remained almost stationary. Speculative business has been chiefly at 20.35c for current month delivery. other trading, chiefly at about 20⅜ cash for round lots and 20½ to 20⅝c regular for ordinary jobbing parcels. Last London quotations by cable were £93 for prompt and £93 5s. for future delivery.

Business in pig lead has been of moderate volume, and the market for the metal is easier, with sellers at 4 15 for prompt and near future shipment. Western spelter is still quoted at 4.65 to 4.70c., and moves out rather slowly.

Tin plate is selling somewhat better than it did a week or ten days ago, but the amount of business is moderate, and prices are without change for the better.

BRITISH METAL MARKET.

S. W. Royce & Co., Manchester, England, report the metal market as follows: In our report at the end of last month we were able to note the commencement of an improvement in the pig iron trade. This has been more than maintained during the current month, and prices have steadily improved, the total advance in value of Middlesborough warrants being about 2s. 8d. per ton. Stock in public stores at Middlesborough have decreased, being now only about 16,000 tons, and the month's shipments are good, being returned as 45,698 up to the 22nd inst. The foreign demand continues strong and higher prices are naturally looked for. The manufactured iron trade is, however, in an unsatisfactory state; orders are wanted, but fresh business coming forward is only small. Copper has again given way, though only to a small extent. Tin commenced well, but has dropped about £4 per ton during the month. Spelter has lost ground and is easy. Lead has also been giving way, but is now a little firmer.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

Soap and water are cheap, but soil on goods is expensive.

Restore goods to their proper places as soon after using as possible

If you want books, it is rarely wise to pay double price for them to a travelling book-seller

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.



ALONZO W. SPOONER,
PORT HOPE.

BUSINESS FOR SALE.

GOOD HARDWARE BUSINESS FOR SALE—in a western town: good stand and stock; present proprietor retiring; a splendid chance; stock about $5.000 or $6.000. Address A. B., care of HARDWARE.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

TO CARRIAGE HARDWAREMEN



The season for Horse Shoe Vises is at hand. It will pay you to get samples now.

A. B. JARDINE & CO.,

HESPELER, ONT.

W. J. REID & CO.

IMPORTERS AND DECORATORS OF

Crockery China and Glass.

LAMPS A SPECIALTY.

All glass, Vase, and Library Lamps, in every hue and design.

Our travellers will call upon you shortly with samples.

What's This ?

Counter Check Books

That don't require the Carbon paper to make sure an exact copy. That's what it is and J. K. Cranston, Galt, is the wholesale Canadian Agent for them. Send for samples and price list of them and the Perfection Black Leaf or Carter and Grip's books. Read the following:

J. W. CRANSTON, Galt.

DEAR SIR,—Enclosed please find amount of account. I am well pleased with check books, they are greatly ahead of the old black leaf system.

Yours truly,

Orton, Aug., 29, '92. WM. MCKEE.

Telegraph order to J. K. Cranston. Galt. Sample was sent Aug. 8th. "Send one hundred Happy Thought Check Books C. O. D. Express."

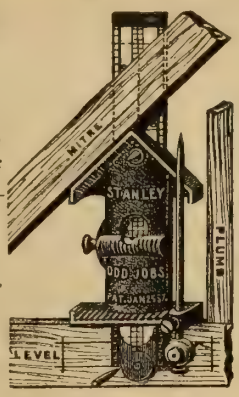
W. H. DUNKIN.

Cornwall, Aug. 10th.

Everybody likes the idea. Send for samples.

This Tool embraces in itself and in combination with an ordinary Carpenters' Rule:

(1) Try Square.
(2) Mitre Square.
(3) T——— Square.
(4) Marking Gauge.
(5) Mortise Gauge.
(6) Depth Gauge.
(7) Mitre Level.
(8) Spirit Level and Plumb.
(9) Beam Compass.
(10) Inside Square for making boxes and frames.



STANLEY

Rule & Level Co.

NEW BRITAIN, CONN.

SOLD BY ALL

Hardware Dealers.

Stanley's "Odd-Jobs."

Attach the Tool to a Rule, making a try-square, or a T-square with long or short tongue; also, a right or left hand mitre-square. The pointed steel rod is a scratch-awl.

A marking gauge is made by setting the point, or pencil, at any required distance from the square end of the stock. A mortise-gauge, also, by inserting an additional point, or pencil, in the angle at head of the Rule. A graduated depth-gauge is furnished by extending the Rule down from the square end of the stock.

The steel point at mitred end of the tool forms a center, from which a circle can be swung, (as with a beam compass) 1 1-2 to 13 inches in diameter. For small circles, reverse the steel rod, to bring the pencil nearer the center-point.

A circle of 25 inches diameter can be swung, if the Rule alone is used, with a pencil in the angle at its head.

No. 1. Odd-Jobs, Nickel Plated, with Level, $0.75



No. 2162, BAKING DISH.

TORONTO SILVER PLATE CO.,

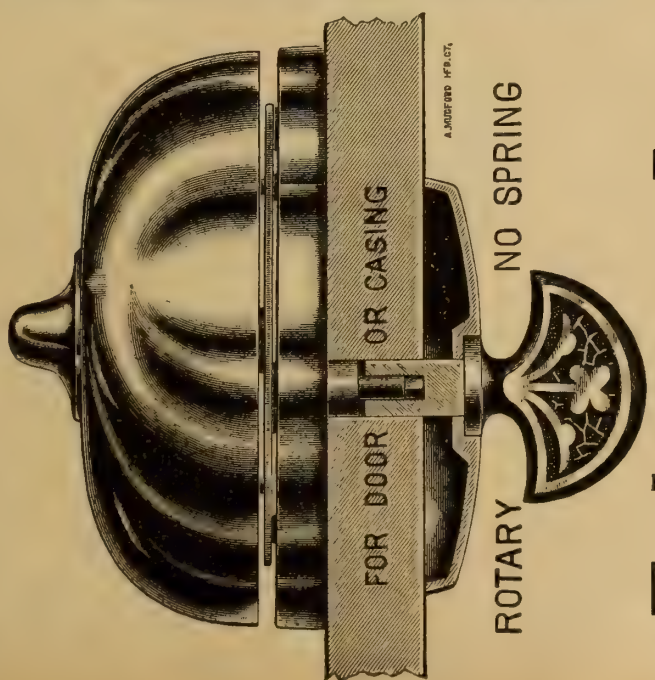
Manufacturers of **Electro Silver Plate, Sterling Silver and Fine Cutlery**

All goods stamped "TORONTO SILVER PLATE CO." are guaranteed.

Factories and Salesrooms, King St. West, Toronto, Ont.

E. G. GOODERHAM, MANAGER. JNO. C. COPP, SEC.-TREAS.

NEW DEPARTURE "ROTARY" DOOR BELLS.



Incomparable!

NO SPRING!

Best Tone, (Sure)

Superior Finish!

Bronze Trimmings!

COMPACT!

CHEAP!

For Circulars, address

THE NEW

Departure Bell Co.,

BRISTOL, CONN.

TRAVELLERS WANTED.

Among the openings for travellers in last week's daily press advertisements are to be noted the following :

An experienced traveller is wanted for a wholesale shelf and carriage hardware house. Apply with testimonials, stating salary, to P. O. B. 11111, Galt, Ont.

An experienced hardware traveller ; must have thorough knowledge of the trade. Address Wholesale Hardware, Box 531, London, Ont.

Traveller, to carry side line for manufacturer ; trade established ; good commission ; one calling on stove and hardware will lose no tme. Box 348, Napanee.

MAKING REMITTANCES.

A systematic arrangement covering the time for remitting and the amount of money to be sent to the man on the road, is very essential to the harmonious working of the travelling department. Irregularities in the matter of remittances, through which the traveller may become "strapped" are to be religiously guarded against. He should be careful not to let his funds run so low as to permit of the possibility of being stranded for lack of the necessary wherewithal to meet his expenses. To this end he should be furnished with blanks, on which all requests for money should be sent in, as there is danger of such requests being overlooked when they are contained in the body of his regular correspondence. These blanks are also very convenient for filing, and may be useful as checks in making up the travelling account. In view of the uncertainty of promptness in the mail service it is better to allow a couple of days leeway. The traveller should never be placed in a position obliging him to ask a customer to indorse a draft made on the house without being able to present the authority of the latter for so doing. The customer, under such circumstances, is required to assume a risk which few are disposed to assume. While he may have full confidence in the house the representative is personally unknown to him, in so far as his responsibility is concerned, and although the draft is likely to be honored, circumstances may oblige the house to refuse it. It must be understood that the house is not legally obliged to honor the draft of its representative, and the customer who indorses such a draft does so at his own risk, provided always that he is not requested by the house to do so, by wire, mail, or otherwise. Should unforeseen circumstances even render it necessary that such endorsement be secured, the traveller should wire the house, asking it to request the customer to thus favor it. Before thus wiring the house, he must first find out whether the customer is willing to thus lend his name. This is important. I have in mind a traveller who recently lost one week's time through neglecting this precaution. He had allowed himself to run so low of funds that he could not travel another day, and then wired the house to telegraph a customer to endorse, without having consulted the latter. The endorsement was refused, and then, to make matters worse, he wired the house to telegraph him money, only to discover that the telegraph company had no money office at the place. He was finally obliged to wait a remittance by mail. His bungling method cost him his position, and there certainly was abundant provocation for the enforcement of this extreme penalty. Firms sometimes allow too little time for mail remittances to reach their travellers, as, for instance, two days within a radius of 1,000 miles. As a rule, it is not safe to allow less than three or four days for communication between any Central city of the North and points in the Southern States, and,taking Chicago as a central point, two or three days for points west of Nebraska, while four or five days should be allowed for the Pacific coast. Travellers writing from the territory indicated should calculate on double the time mentioned for the return mail. Experience has shown the desirability of some more concise and certain method of making remittances than has heretofore been in vogue. There is, for instance, considerable difficulty in getting drafts cashed in the SSouthern States, and the irregularity of the mail service and the risks taken in employing this medium are notorious. A good plan is for the house to mail its signature to the bank or express office, and notify the traveller where to call to have the firm paper cashed.—The Travelling Salesman.

TRIALS AND TRIBULATIONS OF STOVE MANUFACTURERS.

Stove manufacturers have many experiences with innocent "false claim makers," as well as with " willful and intentional misrepresenters." This is a very common and all too frequent occurrence for the peace of mind of the manufacturers.

Every little while complaints come in from customers in various parts of the country that stoves will not work. The claim is made that the stove will not bake. The dealer is given written and printed directions to aid him in discovering where the fault lies, but the party making the complaint is not so easily satisfied. He has made up his mind that something is the matter with the stove, and all the arguing on earth would have little effect then.

As a last resort the stove manufacturer has to go to the expense of sending a man out on purpose to see where the fault lies and remedy it if possible. He tries it himself and it is the same old story. The stove or range bakes perfectly and no one could ask for a better one. In one case the lady of the house, when she saw that it worked all right, said she objected to the range because it would not heat the bath room on the floor above through which the stove-pipe had been run for that purpose.

Another case has been brought to our attention where a party had complained that the stove would not work. Nothing that the manufacturers suggested by letter helped the matter. Everything had been tried without avail. Finally a man was sent to make a test. He baked in the stove and proved that it was all right in every respect. As a last resort the woman in the case—there is always a woman in this sort of case—told the truth by saying that the stove was " too small," and that she needed a larger one. Here is a letter from a man sent out by one of the St. Louis manufacturers to see a stove about which complaint had been made. He says :

" I find this trouble here as usual is not the fault of the stove, but a fight tween man andwife. He is a drinking man, is worthlots of money, and one day while he was half shot he ordered the stove and ordered a No. 9 in place of a No. 8, and that has caused all the trouble. If the stove had been a No. 8 in place of No. 9 there would not have been any trouble. Then another thing, he took the stove out and put it up while his wife was away, and that she did not like ; she wants to pick out her own cook stove and don't want her old man to meddle with her affairs. They have the stove in the granary half covered up with wheat so you could not get at it, and the old lady said I need not put the stove up ; she did not care what it would do, she woul dnot have it at any price, and when I told the old man I would put it up in the yard with four joints of pipe, and if I did not bake biscuit and bread as quick and as good as any stove I would give it to him, he said he knew the stove was the best in the world, but there was no use, as his wife would not have the stove, as it did not suit her, but he would pay for the stove and give it away or break it up for old iron, so you see that it was not a question of the stove working. As she does her own work she thinks she is capable of knowing what she wants, and don't want her old man to meddle with her affairs, as she don't try to meddle with his. If Mr. B. (the dealer) had driven out when the first complaint came in, in place of writing to us, he would have seen where the trouble was and saved all this correspondence and talk about the stove not working. The stove is all right."

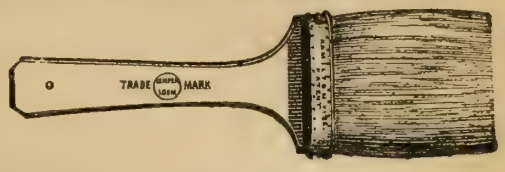
A stove manufacturer of long experience told the writer recently of a case which was similar to the above. This man purchased a stove without his wife's knowledge, when she had already promised to buy somewhere else, and so trouble ensued. Another case he spoke of was where a lady had purchased a stove and for some reason or other became prejudiced against it. She went to the dealer and he would not take it back. Then she appealed to the manufacturer, but as the stove worked all right he, of course would not take it back. Finding there was no way out of it the woman began to use the stove, and now she cannot say enough in its praise, showing that prejudice has a great part to play in such cases.

The cases above cited are examples of willful misrepresentation. The cases where complaints arise from ignorance are even more frequent. The disposition of the consumer to blame the stove is too marked, and the dealer is too willing to coincide with the customer without an investigation. An intelligent examination on the part of the dealer would in every case prove to him that the stove is not at fault, and that its failure to give satisfaction arises either from improper management, an imperfect flue, or poor fuel, and in some cases where all other conditions are favorable, even the excessive use of fuel in clogging up the fire-box, thus destroying the circulation of air and preventing proper combustion. The dealer should look into such complaints himself thoroughly and try to remedy them before burdening the maker with the trouble and expense. —Stoves and Hardware Reporter.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

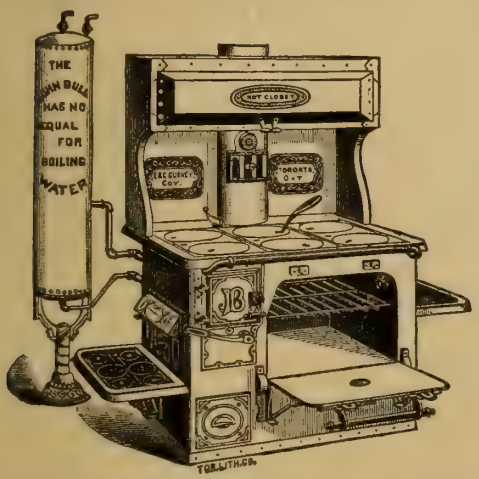
BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11 :

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY. The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern ; so that we have the somewhat singular sight of a combine reducing prices."



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.

—Mane only by—

Pigou, Wilks & Lawrence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.

Painters' Brushes.

With FLEXIBLE BRIDLES attached. Specially designed to supersede the old-fashioned Twine Bridles.

TWINE, MONEY AND LABOR SAVED.

CHAS. BOECKH & SONS, Manufacturers,
TORONTO.

For sale by all leading Hardware, Paint and Oil Trade.

ALLOYS OF ALUMINUM.

Aluminum is now being used very successfully in steel castings, and has added very materially to the progress which has been made within the last two years in obtaining sound steel castings. A large number of steel casting companies are regularly using the metal aluminum in quantities of from half a pound to several pounds of aluminum to the ton of steel. In the manufacture of ordinary steel ignots by the open hearth and Bessemer processes, it has lately been shown, in the article on "Aluminum in Steel Ingots," by Professor J. W. Langley, at the January, 1891, meeting of the American Institute of Mining Engineers, that the use of Aluminum in small proportions (from one-third to three-fourths of a pound of aluminum to the ton of steel) has proved to be an economical success, preventing blow-holes and unsound tops of ignots.

Alloys of aluminum with copper, in proportion of from 2 to 15 per cent., have been advantageously used to harden aluminum in cases where a more rigid metal is required than pure aluminum. Copper is one of the common metals used at present to harden aluminum. A small percentage of copper decreases the shrinkage of the metal, and gives alloys that are especially adapted for art castings. The remainder of the range, from 15 per cent. copper up to over 85 per cent., give crystalline and brittle alloys, of no use in the arts; which are of a grayish white color, up to 80 per cent. copper, where the distinctly yellow color of the copper begins to show itself.

With the exception of lead, antimony and mercury, aluminum unites readily with all metals; and many useful alloys of aluminum with other metals have been discovered within the last few years, and I prophesy that many more will be found within the next few years. I consider this field as one of the most promising for investigation of any of the "aluminum problems." The useful alloys of aluminum so far discovered are all in two groups, the one of aluminum, with not over 15 per cent. of other metals, the other of metals containing not over 15 per cent. of aluminum; in the one case, the other metals imparting hardness and other useful qualities to the aluminum, and in the other, the aluminum giving useful qualities to the other metals.

Titanum and chromium can be readily alloyed with aluminum, according to methods devised and patented by Professor John W. Langley. This will probably prove to be the most valuable means of hardening aluminum; a small percentage of titanium rendering the metal under work very rigid and yet elastic at the same time. Chromium is the best metal for hardening aluminum castings; the triple alloy being best adapted where a very hard and yet elastic material is required.

More or less useful alloys have been made of aluminum with bismuth, nickel, cadmium, magnesium, maganese and tin, these alloys all being harder than pure aluminum; but it is by combinations of these metals, with additions, perhaps, of copper, lead and antimony, that alloys of most value have so far been discovered. Some are additions of only one or two per cent. aluminum. The modifications of pewter, britannia, white metal, delta metal and the like, with additions of aluminum, have shown very useful qualities, and will add very considerably to the demand for aluminum in the near future.

The following alloys have recently been found useful: Nickel-aluminum, composed of 20 parts nickel and 8 parts aluminum, used for decorative purposes; rosin, composed of 40 parts nickel, 10 parts silver, 30 parts aluminum, and 20 parts tin, for jewelers' work; sun-bronze, composed of 60 parts cobalt, 10 parts aluminum, 40 parts copper; metalline, 35 parts cobalt, 25 parts aluminum, 10 parts iron and 30 parts copper.

Professor Emmens has great hopes for an alloy of aluminum bronze and nickel for gun metal. The addition of from 5 to 15 per cent. of aluminum to type-metal composed of 25 per cent. antimony and 75 per cent. lead makes sharper castings and more durable type. To ordinary brass the addition of aluminum gives superior strength and better anti-corrosive qualities. Aluminum has been successfully used to replace lithographic stone. Powdered aluminum mixed with chlorate of potash is used to give a photographic flashlight, which gives much less smoke than the magnesium compounds used.

The Tacony Iron Metal Co., a well-known Philadelphia concern, has successfully produced an aluminum coating for iron, which, undoubtedly, will have considerable use in the future. To the inventors who shall produce good methods of nickel, silver and gold-plating aluminum, so that it can take the place of German and nickel silver, a rich reward is in waiting.—From the Journal of the Franklin Institute.

THE TIN PLATE INDUSTRY.

The returns of the production of tin and terne plate in the United States for the fiscal year ending June 30 have just been published by the treasury department. The total production during the year has been 13,646,719 lbs., of which 4,539,590 lbs. were tin plates and 9,107,129 lbs. terne plates. The number of works in operation and the production by quarters have been as follows:

	Works.	Production Pounds.
First quarter	5	826,922
Second quarter	11	1,409,821
Third quarter	20	3,209,225
Fourth quarter	26	8,200,751
Total		13,646,719

In addition to this production of 13,646,719 pounds of tin and terne plates, 4,828,223 pounds of sheet iron and steel were used by stamping companies in the manufacture of various articles which were afterwards tinned. But the tinning of sheet iron and steel in this way has long been an established industry here, and is entirely independent of the tin plate industry. The production of tinned articles by the stamping industry cannot therefore be justly added to the production of tin and terne plates to show the progress of the tin plate industry in the United States.

The increase in the number of works in operation from 5 in the first quarter to 26 in the last quarter of the year, and the increase in the production from 826,922 pounds to 8,200,751 pounds show that the industry is progressing here. As compared, however, with our annual consumption of tin and terne plates, our production is as yet very insignificant, says the Commercial Bulletin. The showing made during the past year has led the special agent in charge to estimate that during the present fiscal year the American works will make more than 100,000,000 pounds of tin and terne plates.

According to the returns sent in to Special Agent Ayer for the quarter ending June 30 last there were 26 works producing tin and terne plates. Of these 9 produced their own black plates, while 17 do the tinning only, and buy their blackplates from the producers of sheet iron and steel at the latters' prices. The 9 works producing their own black plates made during the quarter 5,197,028 pounds of tin and terne plates, while the 17 works buying their black plates made 3,003,723 pounds. Of the 9 works making their own black plates 5 are largely engaged in the production of galvanized sheet iron and steel, which, with other forms of sheet iron and steel, make up the larger part of their production. Since the cost of producing galvanized iron and steel is less than that of producing tin and terne plates, these workswill not greatly increase their production of the latter unless there are greater profits in it than in galvanized iron and steel production. The large manufacturers of sheet iron and steel, whose works are well situated, and who are in the best position to make the tin plate industry a success, have not yet shown any inclination to take up the new industry.

The average production per establishment of the 17 works which buy their black plates during the past quarter was only 111,395 pounds, a very small amount indeed. If the industry is to be established by such works as these, many of which are poorly located, it will be hard to determine how many works will be needed to produce enough plates for our annual consumption. The tin plate industry can be established only when works shall be established on a large scale which will make a specialty of tin plates, and carry on the production from the steel and iron in the form of billets and bars. As yet but few such works are in operation or are projected.—Chicago Journal of Commerce.

Manning, Bowman & Co., Meriden, Conn., announce that their catalogue is in press and will soon be ready for delivery. The addition of a large variety in several lines, and especially the extra work of engravers and printers on the color plates, has delayed its completion much beyond the time allowed. They have made a general revision of list prices. Some are greatly reduced and others are considerably advanced, but all are adjusted upon an equitable and uniform basis. In explanation of any advance upon a given series that may have been a staple pattern with some of their friends, they remind them that many of the list prices were made nearly ten years ago, since which time they have greatly improved the mountings of perfection granite and the decorations of pearl agate.

The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

To be had of all Jobbers and Dealers in Sporting Goods.

JAMES BALDWIN & SONS,

ORIGINAL MANUFACTURERS,

Morville Street, Birmingham, Eng.

Agent:—W. H. JAGGER,

24 Front Street West, TORONTO.

Price Lists and Samples to the Trade Only.



We solicit enquiries for quotations on the following goods for immediate or fall shipment :

Large Brass and Copper Preserving Kettles, Apple Parers,
American Hudson and Little Star Peach Parers,
Fruit Presses, Meat Cutters, Sausage
Stuffers, Cow Ties, Rope
Halters, etc.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN,
164 Fenchurch St., London, E.C.

Business Changes

SALES MADE OR PENDING.

Frank Paetz, stove and hardware dealer, Heidelburg, Ont., advertises his business for sale.

The assets of Robertson & Cliff, general merchants, Dunchurch, Ont., are advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

Durst, Cameron & Co., manufacturers of roofing material, Brandon, Man., have dissolved.

CHANGES IN STYLE OR PERSONNEL OF FIRM.

Joseph McPhee, general merchant, Comox, B. C., has been succeeded by McPhee & Moore.

McClure & Unwin, crockery dealers, Lindsay, Ont., have dissolved, W. H. McClure continuing.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

John Lightbody & Son, general merchants, Belmont, N.S., have assigned.

M. A. Tretheway, general merchant, Mission City, B.C., has assigned.

The creditors of the Parisian Store Co., Northfield, B.C, meet on the 25th inst.

R. M. Clements, general merchant, Williscroft, Ont., has assigned to F. J. Roche, Toronto.

K. Freeman & Co., general merchants, Winchester, Ont., have assigned to C. Sugarman.

ERRORS OF STEAM HEATING.

As related to the heating of buildings, as well as to any other things of importance in connection with the comfortable management of a building after its erection, a good, capacious, well-constructed cellar is of great importance, comments a building exchange. Architects are sometimes led to believe that a contracted, small excavation, or perhaps two or three such excavations under a large building, affords all the necessary facilities for heating it; they are often assured of this by solicitors for heating contracts, and are thus led to consent to such a construction without duly weighing what may happen after the building is erected.

An instance in point is recalled by the writer. An estimate was requested for putting in a heating apparatus in a church which had been erected some years, but in heating had never been satisfactory. Upon visiting the premises to make a survey, it was found that only two small excavations had been made, one at each end of the building. In each of these excavations had been placed three hot-air furnaces. These furnaces are connected with chimneys at long distances, with so little head room that no inclination could be given to the smoke pipes, and consequently their draft was very deficient.

After an attempt to heat the church by the use of these furnaces was found to be futile, they were assisted by two small steam boilers, one in each of the excavations. The space between the floor of the church and the ground was too little to run the steam pipes under the floor, and it could not be excavated, as it was solid rock. The running of the pipes over the floors in order to avoid the obstruction of the aisles and doors was an extremely difficult operation, and they were necessarily so run that the expansion and contraction soon distorted them out of shape, trapping supervened, and consequent obstruction of circulation resulted. The writer, after a short inspection of the premises, withdrew and declined to make any estimate on putting in a substitute for the old heating apparatus. Now here was an instance wherein to save the expense of excavating the rock, a total and permanent failure to properly heat and ventilate the building resulted.

OUR CANADIAN SAULT CANAL.

The state of things that has been brought about by President Harrison's proclamation cannot be said to have come to pass without warning. Again and again it was foreseen by Canadians of cautious temper and provident habit that circumstances might arise which would place Canadian trade at a disadvantage, so long as our Lake Superior shipping was wholly dependent for accommodation at the Sault on the good will of our neighbors. More than forty years ago it was represented to the Government of the day that a canal on the Canadian side of this strait was essential to the independence of Canadian trade and navigation. Indeed, more than half a century before that date an attempt had actually been made to anticipate the belated work now in the course of construction. Reference to this earlier Sault Ste. Marie canal is found in the instructive historical appendix to the report of the Public Works Department for the year 1889-90, and in Mr. Brymner's archives report for 1886 we have a sketch of the history of the structure, which is not without interest at the present juncture.

In 1798 the partners of the N. W. Co. disagreed, and a new body, the X. Y. Co., was formed. In 1802, when the disputes between the two corporations had reached a rancorous pitch, the older one applied for the privilege of having the sole use of their improvements on the north side of the Sault, consisting of a road 45 feet wide across the carrying place and a canal, 3,000 feet long, with a lock raising the water nine feet, a saw mill, store houses, and other buildings necessary for the navigation of the canal. The company's spokesmen, Messrs. McTavish and Frobisher, urged the cost of the canal and its failure to yield a revenue (being intended merely to facilitate the transport from lake to lake) and other considerations entitling them to the sole use of the canal, save for adequate toll on property carried through. On behalf of the rival company, Messrs. Forsyth and Richardson insisted on their right to the use of the "dam" for a reasonable compensation. The dispute was settled by a kind of compromise. In a few years the rival bodies became one, and in 1821 the N. W. and H. B. companies were amalgamated under the auspices of Sir George Simpson, who ruled the destinies of the unified corporations for nearly forty years.

In 1814, as Gabriel Franchere mentions in his "Narrative" (Relation, etc.)a body of United States soldiers in command of Major Holmes destroyed the Northwest company's buildings and schooner, the latter having grounded and (being set fire to by her fugitive captain) burned to the water's edge. Mr. Franchere, in company with Mr. McGillivray, saw the ruins on the 30th of July, 1814, but says nothing of the canal. In 1812, after the readjustment, new buildings were erected and in 1824 an agent of the Hudson's Bay Company, negotiating with Col. Darling, military secretary, for the sale of the property, submitted a plan, which showed the canal, but not the lock—a race to the mill being, however, marked on it. The remains, still visible, are those of a narrow hacnnel, wide and deep enough for bateaux and canoes.

In 1851 two petitions were presented to the Legislature relative to the construction of a canal on the British side, one of which, that of Angus D. McDonell, of Toronto, became the basis of a bill which passed its second reading, but was rejected on motion of Mr. (afterwards Sir) F. Hincks, seconded by Mr. (afterwards Sir) L. H. Lafontaine. Next year another petition was presented by Allan McDonell, but by that time the State of Michigan (which had failed in its attempt of 1839 through a misunderstanding with the Federal Government) had the start of Canada, and in 1855 the United States canal was completed.

During the forty years that have intervened between the inception of the canal on the south side and the present, the want of a canal of our own has frequently been brought home to us. It was not, however, until 1887 that definite measures were taken for the construction of a canal on the Canadian side. Apart from international difficulties the traffic had increased and was increasing so materially that further accommodation had become necessary. Since then it has been making fair progress, but the promise to have the canal ready for use in May, 1892, was unhappily not kept. Otherwise our position would not be so awkward as at present. The canal proper will be two-thirds of a mile in length, but with the approaches it will not be less than three and one-half miles. The length of the lock will be 900 feet; the breadth 50 feet; the water on sills 18 feet; the lift about 18 feet. The whole length is, for construction, divided into three sections. The first of these, 5,300 feet, extends from the navigable channel of St. Mary's river below the rapids to the foot of St. Mary's island; at this point the second section, 3,500 feet, begins, extending to the head of the island, where the third section, 9,300 feet, has its starting point, its goal being the navigable channel above the rapids. Sections I. and III. comprise also the construction of entrance piers and beacons. The chief assistant resident engineer since 1887 has been W. Crawford, Veysie Curran being the assistant, since March 1, 1889, and W. G. McNeil Thompson engineer in charge.—Montreal Gazette.

OFFICES: 100-102 Reade St., New York, U.S.A.

K&F

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of **FILES AND RASPS.**

Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

-MIXED PAINTS-

THE CELEBRATED

"UNICORN" Brand

IS THE BEST IN THE WORLD.

Send for our sample card of 40 colors.

Manufactured only by

A. RAMSAY & SON,

Established 1842.

MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

The E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.

MONTREAL BRANCH: 318 St. James St.

MAMMOTH WORKS AT HULL, CANADA.

Fencing Wire.

Annealed and Oiled and Galvanized Wire in stock of the famous "Whitecross" brand. Get our prices before buying.

A. C. LESLIE & CO., Agents,
445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"
PORTLAND CEMENT.
BEST ENGLISH BRAND MADE.

Canadian Consignees :
McRAE & Co.,
Ottawa and Toronto.

New Wrought Iron Pipe Bedsteads

Strength, Durability, and Comfort Combined. No wood about their construction. Proof against disease germs, and vermin.

J. & C. Hodgson
Wrought Iron Pipe Manufacturers,
MONTREAL.

H. D. SIMMONS,
74 York St., Toronto,
Western Representative.
SEE SAMPLE AND GET PRICES.



Excellent Quality! Reasonable Price



ADAMS-MARS BEST.
GALVANIZED SHEET IRON. SP

Canadian White Enamel Sign Co.
All kinds White Enamel Letters and Numbers.
GEO. BENGOUGH, Mgr.,
10-12 Adelaide St. East,
Agents Wanted. TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X., "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7½ 7¾

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 62½ to 65 p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5½ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅝ 4⅞
" 7-16 " "	4½ 4⅝
" ½ " "	4 4¼
" ⅝ " "	3½
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¾

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 05½ 0 05¾
Domestic "	0 05 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06¾

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 08½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 57½
Boiled "	0 60 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 46½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, one shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... .... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches				
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb . 0 25 0 37

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests, Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc. Prices Low. Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)
1. Either Canada or American Pattern.
Basis—50 to 60 dy..... 2 30
40dy..... 2 35
30 dy..... 2 40
20, 16 & 12 dy..... 2 45
10 dy..... 2 50
8 & 9 dy..... 2 55
6 & 7 dy..... 2 70
2. American Pattern Only
from 4 to 5 dy 2 90
3 dy. (lath)..... 3 30
3. Canada Pattern Only
from 4 to 5 dy 2 80
3 dy. (lath)..... 3 20
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9½ 9¾	11 11½
¼, 5-16, ⅜ in.....	10½ 10¾	11¼ 11½
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, " 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ½ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz ..... 1 [illegible] 2 50

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P. S. & W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application,
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6⅜c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4½ 4¾
" 4 " 4 & 6 " "
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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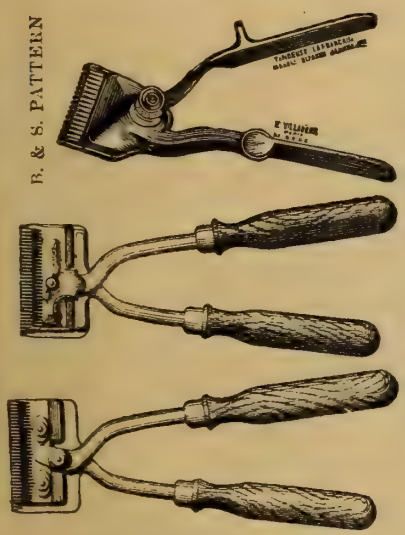
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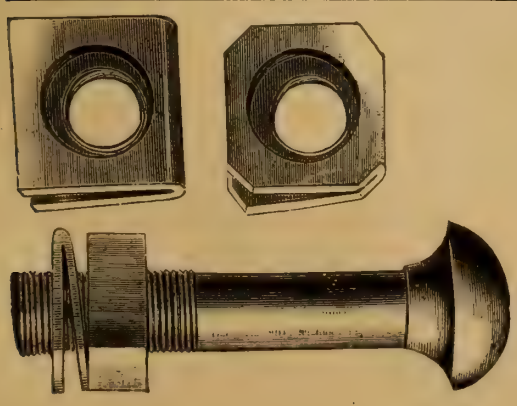
CONTENTS : Starting a Hardware Store ; What Hardware Dealers may Sell ; Hints about Inventory ; Behind the Desk ; Ratio of Expenses to Sales ; Retail Advertising ; System in the Store ; The Use of a Store Window ; The Holiday Trade in Hardware; John Jones, Jr. ; The Successful Merchant ; Parable of a Foolish Trader ; Cordiality Between Competitors ; Commercial Value of a Smile ; More about Advertising ; Business Education ; Fable of the Magnet ; Why One Merchant Failed ; The Other Half ; Cash or Credit ; Don't Get Into a Rut ; The Value of Price Lists ; A Store Library ; Books for Hardware Men ; Advertisements of Leading Manufacturers.

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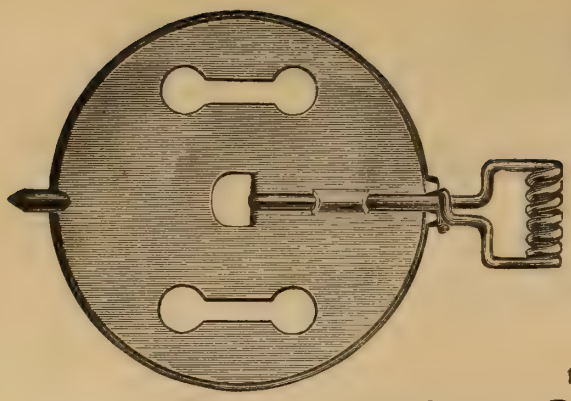
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WITH NICKLE PLATED COLD HANDLE.

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This Damper is made of CAST IRON and warranted not to warp or rust out. Far superior to sheet iron dampers.

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AND METAL MERCHANT

VOL. IV. TORONTO, SEPTEMBER 17, 1892. No. 38.

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"Aluminum Bearing Metal," 18c. " " " "
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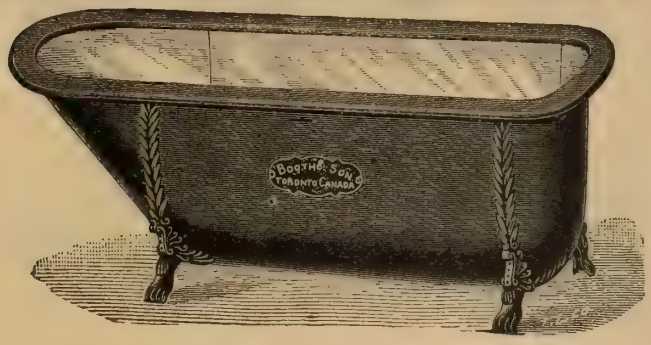
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IMPROVED SANITARY BATH



No. 1
PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

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PATENT ONYX STEEL WARE

Onyx Enameled Steel Ware.

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Users are rapidly learning that it pays to buy Shovels, etc., that can be so readily rehandled.

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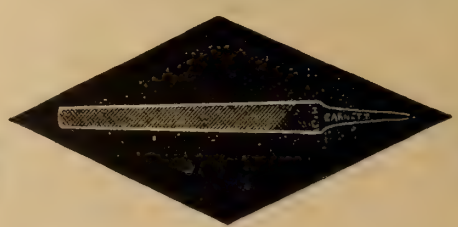
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EVERY OTHER DESCRIPTION OF SAWFILES.

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ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, SEPTEMBER 17, 1892 No. 38

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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

Failure cannot always be averted, even by the most honest and indomitable will. There are trains of circumstances that drag a man out of the safe path in spite of his utmost efforts to keep in it. These circumstances in the case of well-meaning retailers are determined directly by competitors, but primarily by wholesalers, who give free and extended credit to men unworthy of it, and who cut prices for the sake of doing business. In the case of traders other than well-meaning ones the blame lies at their own door, and is attributable to carelessness, incapacity or dishonesty. But to whatever cause it is due, the merchant who sees inevitable collapse ahead of him, has no longer business to continue in trade without some understanding with his creditors. Failures would not do so great mischief if only they were not deferred so long after all hope is over. Merchants owe it to their creditors to bring things to a standstill in time to mitigate the effects of certain bankruptcy. If they show sufficient concern for their creditors' interests to put on the brakes as soon as the down hill course has begun, they ought to receive more indulgent consideration at the hands of the latter in the conditions of settlement. In the majority of cases they will be treated leniently. But if they continue the struggle long after its uselessness should be apparent to a man of judgment, they do so at the expense of their final creditors. If a merchant owes A, B, C and D in January, and his affairs are known to himself at that time to be in a desperate plight or to be drifting into such a state, he should call his creditors together then. If there is enough vitality in the business to enable its life to be prolonged precariously for four months more, the creditor A may get all his money, and the liabilities due B, C and D may be greatly increased. Is this fair to those latter? A had no rights that were not equally claimable by his fellow-creditors, then why should his claims be thus practically preferred? It is conceivable that a diplomatic creditor might thus co-operate with a shaky customer, whose condition no other creditor is aware of, and, by propping him up long enough to get himself paid, assist the customer to get deeper into the other creditors. Long credit lends itself readily to such designs, and thus in still another way is the accomplice of agencies working on the Loss side of the Profit and Loss account. If there were shorter credit, creditors would have better control, as purchases, coming due sooner, would be smaller, and two or three pay-days would roll around in the time that it takes one debt to mature in now. A man who fails two or three times to meet his engagements would be sharply brought to book, even though the whole time might not be longer than one credit period of the present limit, and even though the aggregate of the separate debts should not be greater than a single bill on the long time. It is the recurrence of renewals rather than the amount of a renewal that alarms wholesalers as to the standing of their customers. The fact that long time tends to conceal the true state of a merchant's affairs is no advantage to the merchant who is doing his best for his creditors. He ought to call a halt when he sees that he can not keep his affairs in hand. It is more satisfactory, both to him and his creditors, if he pays 60 or 70 cents on the dollar than if he pays only 30c. Bring on the crisis rather than impoverish the estate.

* * *

In some districts and in some lines hardware travellers these days find their efforts to make sales repulsed by price-cutting of a rather interesting variety. As they are ardent students of this class of phenomena, having some natural curiosity to know the strange art of the man who can undersell them, they looked into the specimens in question and found that they were the outgrowth of a difference in customs duties in favor of their competitors. Thus the old evil crops up in an irritating and not unremembered form. The Toronto customs officials exact the full pound of flesh, and settle all uncertainties by giving the Customs the benefit of the doubt. The increment to cost that the customs duty calls for at this port is never less than it is at any other Canadian port, though in several lines the classification is different and the duty lower at many other ports than it is here. Hence Toronto hardware jobbers are handicapped in competition with jobbers who get the lines in question through these other ports, and this is how it comes that the travellers of the former are taken aback now and then by quotations that it is impossible for them to submit or accept. Thus the customs appraiser holds in the hollow of his hand the balance of trade in a certain line or in certain lines between two cities, say Toronto and Hamilton. His influence on prices in this way is a bit of as pure despotism in principle as they have in Persia, and is therefore interesting. It is time that this wrong were redressed, that this arbitrary and interfering function were taken away from customs appraisers. They

have no right to interfere between merchant and merchant. Railroads do thus interfere sometimes by giving preferential rates to certain towns over other competing towns. but though it is unfair on their part, it is seldom an abuse of trust in them to do so, or a misuse of any power or office bestowed by the people. In a certain sense they are private concerns, with no limit to their discretion but that imposed by the act which incorporates them, the railway act and the exigencies of business. The employes of a department of the civil service stand on another footing, and are merely executive agents, with no authority conveyed from any source to levy a tax to protect one set of merchants from the competition of another. In the present lax state of customs appraising, they assume such power, and each customs appraiser might be the inglorious McKinley of his locality. Expectation is turned towards the Minister of Customs, whose promise to provide a remedy for this diversity is supposed to be working its way to fulfilment. Nothing could be more foolishly unbusinesslike than the theory that the valuation each appraiser is final and supreme. In matters of law even, this principle does not obtain, though our judges are learned and just men, and we have appeal from court to court on the most ordinary issues. The appraiser has no claim to infallibility that is likely to be allowed in this free country.

* * *

A large number of hardware merchants and stove dealers of Ontario have come and gone since the opening of the Exhibition, which more than ever appears to have been a favorite with business men this year. The Fair is a commercial institution and worthily deserves all the support it gets from commercial men. The hardware jobbers and stove men benefited somewhat, though it is improbable that they did more trade than they would have done if the Exhibition had not been held, as it does not greatly increase wants that are satisfied at hardware stores. But visiting the city warehouses benefits country dealers by enabling them to discover bargains that would hardly come under their attention through the mediation of travellers. Travellers carry samples of what is seasonable, and though they may be able to dilate on bargains outside lines represented in these samples they cannot show the goods. The warehouse salesman can, and can put this class of goods just into the hands of the man who wants them. An occasional visit to the city has this advantage for the visitors, while an influx of hardware merchants as at the Exhibition benefits the jobbers by reducing expenses. They bring in their travellers. This means four or five dollars a day for each of a staff of perhaps half a dozen men for a dozen days, and that is saved while business goes on just as actively as if the travellers were abroad.

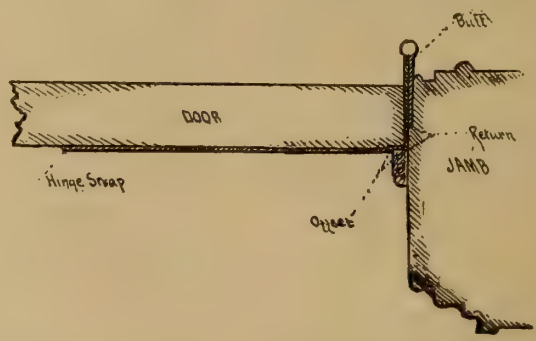
ORNAMENTAL HINGE STRAPS.

Art, as applied to hardware generally, is a much more significant term than is realized by the average man. The merchant or householder will glance at an escutcheon or knob and unconsciously feel that it is as it should be, or feel that it is not as it should be, and experience this feeling without any effort at analysis or thought upon the subject. As the public education upon matters pertaining to art has advanced, in the same ratio has the grade of excellence of the ornamental trimming advanced. The door trim allows of only a limited degree of advancement, and in this matter the hinge strap plays a most prominent part.

Interior doors, of course, are not suited for this description of trimming, but the main entrance doors are, and their appearance is improved fully 50 per cent. by having them trimmed, and trimmed artistically. The main entrance door, like the linen worn by a man, is a criterion by which one may judge of the interior of the building or the calibre of the man, as the case may be. While the objection to hinge straps is sometimes made that they are not what they appear to be, it would seem that this objection upon the face of it is weak and far-fetched. The hinge strap to-day does not form a part of the butt, this we admit, but it certainly adds to the appearance of the door, and, furthermore, it strengthens the door. The hinge strap is applied at a point on the door where the strain is always the greatest—i. e., at the meeting point of rail and stile.

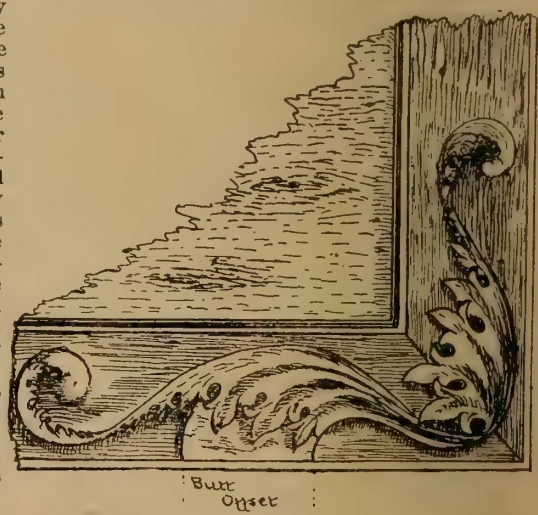
There is no one but will admit that a large pair of entrance doors are much more effective from an artistic standpoint when trimmed with a handsome set of hinge straps. This is particularly the case when the doors are those of a public building or large residence. That this fact is thoroughly appreciated by the leading architects is evidenced by the specifications of hardware for one of the largest hotels ever constructed. The New Netherlands Hotel, now nearing completion in the City of New York, will be, as regards trimming, when finished, one of the most conspicuous examples of the high degree of excellence attained in the line of artistic hardware. This hostelry will have no equal, in regard to artistic finish, in the world. The building is eighteen stories in height and occupies a space of 100 by 200 feet. The main entrance doors, hall doors, and corridor door are to be supplied with hinge straps, and the entire building will be trimmed with hardware which in design and finish will be equal to the finest silverware.

The matter of adjusting hinge straps is a point in hardware application where so many, who make hardware and its application a business, fail. The strap should be applied so that it comes in the centre of stile and rail. The offset and return of the hinge strap are technical points that are not readily understood. By reference to the accompanying drawing these terms will be shown as applied to a door.



When a manufacturer asks for these dimensions, if reference to this cut be made the desired figures may be given. We also show a plate on the face of the stile and rail.

In explanation of the drawings: The stop on jamb is shown. The plate is offset for this as shown; the thickness of stop is one dimension. The distance from stop to leaf of butt is the return. Next is required the length of butt. Then the distance of butt from top of door to top of butt, as shown in sketch showing elevation. Th ewidth of stile and rail are two



more necessary dimensions. These figures, if given, will enable a manufacturer to fill an order without seeing the plans. The strap shown in elevation is of the Renaissance design, which is being much used.

A storekeeper who is thoroughly posted in every detail in the hardware business, including keeping of stock books; must be able to handle four or five men and not afraid of work himself; one who has had experience in storekeeping in an electric manufacturing establsihment preferred, is wanted. Apply, stating experience, and wages expected, to Canadian General Electric Co., Ltd., Peterboro, Ont.

TRADE PRINTS.

THE MCCLARY MANUFACTURING CO., (LTD.), London, Ont.., has got out the 1892 edition of its Stove Catalogue. The same pains have been taken to make it a useful reference book on "Famous" stoves, as were expended on its predecessors to such good purpose. Good paper and good ink second good arrangement and full information, as they serve to bring out with the utmost clearness the illustrations that brighten every page. The letter-press matter is concisely and pointedly worded, and constitutes a supplement to, not a repetition of, the illustrations, which are almost speaking in their well defined details. In addition to the full descriptive and pictorial contents of the Catalogue it contains an exhaustive price list The Company's terms are briefly but clearly stated on the second page. The first page following the title page and frontispiece, reads as follows: "Dealers will kindly observe that we are now re-inspecting our stoves before shipment, as a precaution against possible shortage, breaks, or misfits. Although this is an additional cost to us, it will be satisfactory to customers to know our stoves can be relied upon to be perfect in every respect We are also taking increased precautions to improve the quality of our goods, so as to maintain our pre-eminence in the stove trade. There are more of McClary Famous Stoves made and sold annually than any other make, and the demand is always increasing. By recent addition to our premises we hope to keep the supply up to the demand."

THE KEMP MANUFACTURING CO., Toronto, introduces its Onyx Enameled Steel Ware upon the market just when the trade is casting about for something superior in that line. Onyx ware is well calculated to fit the gap that awaited it. Its excellence and cheapness should secure it a large place in popular favor. It is being brought before the attention of the trade by a dainty little book issued by the Kemp Manufacturing Co., a little book so tastefully got up that it is sure to make an impression upon one's sense of beauty, and to awaken curiosity as to its contents. Onyx enameled ware could not have a more elegant usher. The ware is well illustrated, classified and quoted as to price. The line includes coffee biggins, milk and rice boilers, wash bowls, water buckets, chambers, drinking cups, coffee cups, dippers, soap dishes, tea kettles, preserving kettles, and various dishes and pans.

M. & L. Samuel, Benjamin & Co. are the agents for Ontario for Hull's Improved Weatherstrip. It is gaining a strong foothold on the western market, having become well established in the Eastern Townships and in Montreal. It keeps out cold, snow, dust, wind, rain, and prevents rattling of windows.

THE ALERT AND ACTIVE.

The man who sits down quietly and expects that fortune will smile on him without any effort of his own, is just the very man to grumble and growl at the conditions of society and mankind. Fortune never smiles on him, fortune never comes to him, but he sees it coming to others and wonders why it is that he was born under an unlucky planet.

There is another man who is always up and doing. He is full of activity, of energy and of thought. He is always in action. He may not succeed at first; he may have a hard road to pull, but he pulls it and ultimately gets there. When the world is black and his fortune is at its lowest ebb, then is the time that he spits upon his hands, brushes up his thoughts, and makes up his mind that he will have success or die in the attempt to attain it. "All things come to him who waits," is the old maxim, but we would add, providing that in his waiting he does not neglect working. Truth is harder to arrive at than falsehood, and no fortune was ever made without the man seeking it. Some men do not have to seek so long as others. It is not necessary for them to search so hard for it. It comes to them as if by luck, but still they have done their share to attain it; they have had a capacity to direct their energies in fields and pastures that have given results much more quickly than they would have done had they been directed otherwise. At times we do not know that the world looks black, blank and cold, that hope deferred does really make the heart sick, but to the man who never says die must utimately come the reward of his earnest and active work. The darkest hour is just before dawn, and when the worst almost arrives then to the man of action new energy is created and success comes to him sometimes in a way that he little thought or dreamed of.

"Eternal vigilance is the price of liberty." Not only liberty politically, but liberty commercially and socially. The man of business does not have commercial liberty until he has reached that point of success which makes him perfectly independent and have the fullest liberty both in mind and in action. The merchant loaded with debt, tottering under a load he can barely carry, is practically a slave. Life to him is scarcely worth the living, but if he braces up, makes a determination that he shall command success, the chances are that he will succeed. Some men are much like cats; no matter how they are thrown down they always alight on their feet. They belong to the irrepressibles; failure with them only renews their exertions. They are truly and surely the "never say die" brigade. Men of this calibre succeed in the long run. No matter what their ups and downs may be, they never lose hope; they never lose faith in their ability to cope with anything and everything that may come along. Their activity creates opportunities, and these opportunities result somtimes in stamping them as successful men.

To the mournful and doleful merchant who is everlastingly under a black cloud, we would say it is the "alert and active" who win. Mourning never does any good. It never created a brilliant thought since the would commenced. It is useless, and one of the poorest sentimentalisms that humanity is afflicted with. The world is, to a very great extent, what we make it. Some men can carry trouble and worry much easier than others. To one man it is inspiration, to another it is destruction. It depends on yourself which of these two you are willing to choose.—Ex.

PIG IRON SITUATIONS COMPARED.

Not even yet has America quite recovered from previous excessive manufacture (of pig iron), and, as in Great Britain, so also across the Atlantic, some further time will probably have to elapse before the supply is brought down to within sufficiently close quarters to the demand to cause selling rates to yield anything like a margin of profit to furnace owners. One reason for the slowness of this process is probably to be found in the growing favor which is being accorded by the Americans to fast driving, and to consequent large yields from individual furnaces. In Great Britain the process of depletion of stocks has undoubtedly of late been also a necessity, since quotations for some time past—owing to previous over-production—have been very low. In our case, however, the necessary depletion has been assisted to a large extent in an artificial manner by the three months' stoppage of the fuel supply in consequence of the Durham miners' strike.

How great an effect this has had will be seen when we point out that the stocks of pig iron in the United Kingdom on June 30 last were nearly 46 per cent. less in quantity than a year before that date, they having been reduced from 1,295,572 tons down to 7000,450 tons; whilst the total make of British pig iron was less by 25 per cent. in the first six months of this year than in the corresponding period of 1891. * * * Even a month after the Durham strike had closed there were only 316 furnaces working, or 72 less than a year previously, and this 316 was the enormous number of 444 less than the total number of British furnaces built. Although, therefore, the pig iron producers in the United Kingdom have had their business seriously interfered with by the Durham strike, yet their condition with regard to stocks has not been what was expected. It pas been improved, and to this extent they are proportionately better off than their American colleagues, and may probably with confidence anticipate a correspondingly earlier return to profitable prices than their neighbors over the water.—Colliery Guardian.

SLOW MINING OF RICH MINES.

Mr. S. J. Ritchie, of Akron, Ohio, says of the Sudbury mines: "They are the finest in the world, but instead of 500 there should be 10,000 men working at them. It's a disgrace that so little is being done." "Whose is the fault?" he was asked. "Ah, perhaps all cannot be said that might be said! Call it incapacity and it may do in the paper. But there is another and harsher word which might be employed, and that would be the right one. Still it might not be prudent to utter that word. All the experiments have been perfect, and there is no real reason why the work should not go on with ten times the push and energy which are being shown. Now, here is the showing of the Spanish mines in which I am interested, and which are pyrites formations, carrying only 3 per cent. of copper and worth about only one-fourth as much per ton as the Sudbury ores, and yet look what they are doing: Rio Tinto, capital stock, $33,386,000, market value of property, $46,000,000, dividends paid, £2,100,000; Mason & Barry mine, capital stock, $9,258,200, dividends paid, £340,000; Tharsis mine, capital stock, $7,472,310, market value of property, $13,000,000, dividends paid, £1,197,000.

The Rio Tinto, the Mason & Barry and the Tharsis are the three Spanish copper mines. They are located in the southwestern part of Spain, these shipping docks being located at Huelva, just across the Tinto River from the little town of Palos, from which Columbus sailed on his voyage of discovery 400 years ago. The old convent, La Rabida, is directly opposite the docks of the Rio Tinto Company, and is under charge of this company. It was at this convent that Columbus lived during a number of years, and the shelter of which he sought as a beggar when reduced to that extremity.

"I spent several days there," said Mr. Ritchie, and you may be sure I found it a wonderfully interesting spot. There it is, just as it was all these centuries. Modern life has not touched the scene. The figures of these mines will be interesting in contrast with the work at Sudbury. Remember, I do not blame your people, but rather our own."

CONFIDENCE IN BUSINESS.

A great deal in this world has to be taken on faith and it is best to have just as much faith as possible in men. It may be a pretty hard thing to have faith in some, but still the rule will generally be applicable.

A young man starts out in business. He has energy, ability, and the chances are that if he is given encouragement he will make a success of his undertaking. Only one thing is lacking, and that is sufficient capital to put in the business. Now, is that young man to keep out of business for that reason? By no means. There are plenty of wholesale houses who will give him credit if they are looking out for their own interests solely.

When a young man starts out with such qualifications he is to be trusted ahead of some merchants who have been in business for years. They may get slack in their accounts, but the young business man has his way to make and he is going to come "up to the scratch" every time and make his payments promptly.

There are exceptions, of course, to all rules, but it is not always the young man's fault if he is unable to meet his bills on time. If he is economical and tries to do all in his power to succeed, it would be very poor policy to mistrust him, for it might do him untold injury.

Does any man like to be looked upon with suspicion? Not one. If a man finds that people are suspicious of him he may become despondent and do something he had never thought himself capable of doing. It is like a school boy and the rules. He tries to see how many he can break, just because he is forbidden to do things. If a man thinks he is regarded as a scoundrel he will be all the more tempted to do what people try to make out that he does do.

On the other hand a man that is given to understand that he will be trusted implicitly will do all in his power to keep up the faith that is felt in him. A boy who is told that he is trusted will be all the more likely to make the most of himself for the sake of those who believe in him.

Men fail in business who have always been upright in their dealings, and the misfortune has come upon them by no fault of their own. It ought to be in the province of the wholesale dealer to trust that man again, for the man who has failed under such circumstances will be a faithful worker to get back his former prosperity.

But still how often we see men failing in business and their so-called friends deserting them. It makes men very bitter against the world when they are treated in this manner and they may not try to do anything again just because they think people have lost confidence in them.

Here is a clerk in a store. He is told at the beginning that he will be trusted and will be well treated so long as he shows himself to be trustworthy. A clerk is very foolish to abuse this trust in him and become underhanded in his ways of doing business. He will naturally do all in his power to keep the good opinion which has been imposed in him. He will seek to make his employer's interests his own interests and will constantly stand high in the estimation of his eployer.

But take the case of a young man who goes into a store to work and who is not given any encouragement to start with. He feels that he is being closely watched all the time and he don't care whether his employer succeeds or not. Finally on account of the watch that he feels is upon him, he becomes sly in his ways and takes advantage of his employer at every opportunity. It is human nature to act that way, and the rule works either way it is tried.

In large establishments business men at the head have to practice confidence. They have to leave important transactions in the hands of their ordinates. It is a good thing for both, as the business man gets broader views and the employe feels that he is called upon to fill an important place, no matter though it may be a small one, in the mechanism of the house. He feels that he is a part of it and that the whole movement may be accelerated or retarded by him.

It is a good thing for a young man to have responsibility thrown upon him, providing it is not too much. It will make a much better business man of him if he is trusted from the start. It will give him confidence in himself and will give him still more confidence in those about him. Confidence plays a great part in the success or failure of many a man.—Stoves and Hardware Reporter.

LUBRICATION.

As is well understood, friction means loss of time, and not infrequently loss of power, loss of fuel, loss of speed, of life and property caused by fire from undue friction. Besides, there is the annoyance resulting from stoppages, and likewise a substantial item to go into the general calculation in the shape of cost for repairs.

Taking, in the first place, the human or animal frame, we find there is not a joint, having either one or both parts moving in contact with each other, that has not a fluid or substance interposed between the two to obviate friction and facilitate motion. This fluid, whether oil or grease, plays the most important part in the life and operation of the joint. Should this lubrication cease, then the action of the joint would cease. A more forcible illustration of proper lubrication for pressure, speed and durability cannot be obtained.

As to the causes of friction, I have, to my satisfaction, after many years of practice and extensive experiments, says C. Vermiaud, M. E., determined them to be two in number; 1. When a journal fits so closely into its bearings, or by its weight, that the contact is so close as to expel the lubricant from between the journal and bearings while in motion, it will assuredly cause friction, and this will be followed by heat. Heat will cause expansion of the metal, and the uneven expansion of parts will cause, accordingly, increase of heat; then comes the loss, as above stated. Engineers and mechanics are well aware that two metallic surfaces can be so fitted that they will of themselves make an impenetrable and perfect joint. Knowing these facts, common sense teaches us that in a journal or joint where a motion is required, the journal should be so adjusted that it will revolve freely and yet without any perceptible play. This will allow the lubricant room to enter between both the journal and the bearing. The lubricant will then form a cushion, avoiding friction and ensuring safety and smooth running. 2. Friction and heat are also accounted for in journals and their bearings from the latter having too much play, as it is generally termed, and the shafting either being out of line or subjected to severe pressure; or by reason of belt strain causing concussion. The surfaces of both the journal and bearings receiving the full force of the shock will surely become heated if not destroyed. For example, hammering a piece of wire or metal will cause it to heat; try it and feel it.

In regard to waste, it is a positive fact that there are ten barels of oil wasted where there is one properly used; for, in most instances, where the oil can is mostly used, the oil

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holes or openings on the journal boxes are generally filled until they run over; and it is not uncommon to see engines where the oil is dipped out of the frame under the crank and also from the flywheel pit, and the waste oil thrown on to the coal pile, where, on the other hand, if the proper cups and lubricants were employed, the waste and dirt would be entirely done away with.

In regard to materials used in the construction of journals and bearings, it is an admitted fact that both parts should not be of the same metal. Should both be made of the same material they would grip, as their affinities to each other would be in direct connection, and the surfaces of both soon be destroyed should no lubrication exist between them. Lubrication is nothing more than the introduction of a suitable body between one or two revolving or sliding parts of a machine, etc., for the sole purpose of forming a cushion between the two to reduce friction. This cushioning is the key to good lubrication. For example, oil is a good lubricant and makes a good cushion where the journal or moving parts are not subjected to great weights or strains. But, on the other hand, should the journal or parts be of ponderous weight and designed to perform work at intervals at each revolution of the journal or under heavy belt strains, then oil often times proves to be too light to form a cushion, as shown by its displacement from between the two. Consequently the cushioning must be in accordance with the work, whether it involves oils, grease or minerals.

Some writers claim that lubrication by oils is due to the molecular action and the small globules of oil, which keep the frictional surfaces apart, and form a cushion protecting to a certain degree the bearing surfaces from injury. No one will deny that oil as a lubricant will answer, and does answer, in most places where pressure, speed and friction are at a minimum, but as oils are easily displaced the cushioning materially decreases, and in many instances when the flow of oil ceases hot journals and bearings are the result.

Dry lubrication has also attracted the attention of many mechanics, and many costly experiments have been tried, but with little or no success; and up to the present time experiments and researches are still in progress to solve the problem of dry lubrication by the use of graphite, commonly called plumbago or black lead, which in its dry state is a good lubricant, provided it is free from grit. This grit question seems to be the most hurtful as to the article's qualities as a lubricant.

Graphite, plumbago or black lead, when mixed with oils or grease, loses its lubricating qualities, and is but little better than lampblack or soot mixed with oil or grease as a lubricant; and when applied in a dry state it accumulates on the journal and bearing, and becomes by friction ground up into a dead black powder that sticks to the journal and bearing, which would, if allowed to run any length of time, ruin both journal and bearing. After graphite has lost its lustre, either by being compounded with oil or grease or by pressure, its lubricating qualities are destroyed.—Chicago Journal of Commerce.

THE TIN PLATE FRAUD.

1. The annual consumption of tin in this country is 680,000,000 lbs.

2. We produced no tin plate in this country prior to the passage of the McKinley tariff.

3. The official report from the Treasury Department for the year ending June 30th, 1892, gives the production of American tin as follows: For the three months ending Sept. 30th, 1891, 826,922 lbs.; for the next three months, 1,409,821 lbs.; and for the next three months ending March 31st, 1892, 3,004,087 lbs.

4. The total production of tin plate in this country for the nine months since its alleged manufacture in the United States was 5,240,830 lbs. The American consumption of tin is about 2,260,000 lbs. per day of eight hours, and the American product of nine months would supply the American market less than three days.

5. The tariff tax on the tin consumed in the nine months under the McKinley bill was about $11,220,000, all of which was paid by the American consumer. The tariff tax to protect American tin, estimated on the nine months' American product, amounted to about $2 per pound on what we produced.

6. It is impossible to estimate the number of people employed in American tin establishments. The N. & G. Taylor & Co. of this city reports to the Treasury Department that, with the latest improvements, two boys can make 70 boxes of tin plate per day. At that estimate, 580 boys could produce our entire annual consumption, and allowing each boy to earn $400 per year, the total wages would aggregate $232,000, while the tax on the people would be about $16,000,000.

7. How the tin plate industry progresses after it is established under the inspiration of a direct tax of $16,000,000 on the people may be learned by the official Treasury reports. The first summary for Sept. 1st, 1891, shows that Cronmeyer produced 139,000 lbs. the first quarter, 161,000 lbs. the second, and 120,000 lbs. the third. The Pittsburg Electroplating Co. produced 550,000 lbs. the first quarter, 255,00 lbs. the second, and 98,000 lbs. the third. Marshall Bros. produced 450,000 lbs. the first quarter, 259,000 lbs. the second and none the the third. The second summary to Dec. 31st, 1891, shows that William P. Simpson produced 7,500 lbs. the second quarter and 995 lbs. the third. Fleming & Hamilton produced 225,000 lbs. the second quarter and none the third. The Apollo Iron Co., Apollo, Pa., produced 31,000 lbs. the second quarter and none the third. The McKinley Tin Plate Co. of Pittsburg advertised samples of tin plate in May last, and a month thereafter Dun's Mercantile Agency of June 4th announced that the corporation had "dissolved on a vote of the stockholders."

8. Not only nearly or quite all the plates used in the alleged manufacture of American tin plate are imported, but the pig tin is imported and the skilled workmen are all imported. So-called American tin is, therefore, as a rule simply foreign black plates imported; foreign tin imported; foreign workmen imported, foreign tin dipping pots imported, and all the American industry about it is the dipping shed, and for that luxury the people are taxed some $16,000,000 a year on their dinner pails, kitchen ware, roofs, fruit cans, etc. It is not an American industry at all; it is a palpable, flagrant fraud, and simply oppressive taxation on all without compensation to any.—Philadelphia Times.

SHOOTING OIL WELLS.

Quite a few old wells have been shot the last few weeks with very good results. Few more hazardous occupations can be named than that of a well shooter in our oil fields. A stranger would naturally expect to find these men, whose lives are at the mercy of the smallest accident and who are daily in danger of death for hours at a time, more or less gloomy or morose, but in actual fact a more jolly lot of fellows could hardly be found.

A well shooter is always in the employ of some firm that manufactures explosives, and his business is to load long tin tubes with nitro-glycerine, lower them to the bottom of a gas or oil well and there explode them. The shock loosens the limestone rock, the porous strata in which the oil is found in our field, and causes an increased flow. Sometimes a well which is almost worthless becomes productive and profitable after being shot, and the stimulus lasts usually for months.

There are two firms in Petrolia who employ men to follow this dangerous business. A shot is sometimes as little as eight quarts, but more often fifteen or twenty is used. Imagine, if you can, what a terrific shock that would cause if exploded at the surface. Even near five hundred feet below it makes the earth tremble and throws a large quantity of broken rock and debris out of the well and not infrequently high above the derrick. The men engaged in this hazardous work seem utterly oblivious to the danger. They have become accustomed to the continual risk and only think enough about it to be careful. It may be said that they never feel the apprehension their business excites in strangers, and if they do it usually results in their nervousness costing them their lives.

So true is this that these men have a superstition that the fearless man is perfectly safe and the fearful one certain of death.—Petrolia Advertiser.

TOUGH CUSTOMERS.

Some people are very hard to please and the country merchant has a good deal of trouble with them sometimes. They "want the earth with a fence around it," and if they got that I suppose they would be reaching out after the moon or Mars.

A dealer can do all in his power to please these people and then they are not satisfied. He may treat them better than any other customers and still they think they are the most abused mortals on the face of the earth.

One fad of theirs is to be getting or trying to get something for nothing. They think that they are in great luck if they only get an article they have not come by legitimately. If they can beat a dealer out of his "eye teeth" they seem to be perfectly happy. But there are few dealers who are hoodwinked so easily. They are usually on their guard when the tough customer comes around.

Another class think a merchant is always lying to them and even if goods are just what they want and give the best of satisfaction they always have something bad to say about them. I had one woman who was always playing off in that way so I thought I'd try a little scheme. She had a tendency always to buy the opposite of what I recommended, so I thought I'd recommend the opposite from what I wanted her to take. This worked all right and she would come around and talk about her knowing what was good and what was not. It seemed to please her because she thought she was beating me. All went well until one day she so far forgot herself as to take something I recommended, and then perhaps I didn't catch it. I had to take to the woods and have not tried deception of that sort since.

A farmer living out in the country about three miles bought a mower of me last spring and he thought he would get all he could out of me in the line of repairs. I stood it all well enough for a while but I thought that machine was not half so bad as he was trying to make out. I furnished some minor repairs and even got some new teeth for his sickle when he had tried to mow down all the hazel brush on the side of his field with disastrous results. I told him I had got tired of paying for his recklessness, but that didn't make any difference.

One day he sent a boy in to say that he had broken the cutter-bar and I had to supply another one. I went to inquiring into the thing and the boy finally told me that the man had left the team which was a little "skittish" out in the middle of the field. They got tired of standing and started off on their own hook. They did not cut any grass as the machine was not in gear but they brought the cutter-bar up against a stump with so much force that it was broken. It's a wonder to me that the whole machine was not ruined.

Well, I told the boy I should not order the cutter-bar unless I was assured of the money for it. Will you believe it? that farmer held off for three weeks and paid someone else to do his mowing because I would not furnish that bar free! He finally had to pay for a new one for I had had experience enough with him to know how to hold on to my decision.

To show how much sense some people have, there was one of my customers who came in and bought a fine hollow ground razor. That man took it home and one-day because he did not have a knife handy he attempted to make some shavings with it. Of course it was broken and that man had the face to come back and demand a new razor because the one he bought was "warranted." I told him it was warranted, but it was not made to cut cord wood and consequently he would not get a new razor in its place. He was mad enough to shoot me but I was inexorable.

A woman purchased a porcelain kettle of me sometime ago, and then through carelessness burned it so badly as to ruin it. She brought it back and wanted me to give her a new one, and when I said I could not she was very indignant and said she would not trade with such a mean man again. I would not have felt very badly if she had held to her threat.

It is quite true that women are hard to suit in many cases but I've had just about as much trouble with men. They are quite as unreasonable in their demands as the women when they get an opinion fixed in their head.

Nearly all dealers, it is safe to say, have had some very tough customers to deal with, and it's pretty hard to tell just how to get along with them too. I've not discovered a rule that will fit all cases, but it is about as well to keep cool and be as independent as the circumstances will allow.—Jeremiah Banks, in Stoves and Hardware Reporter.

ARE GOODS TOO CHEAP.

It has been said in public and private, as a matter of national and individual self congratulation that "things were never so cheap as they are now." Such is probably the fact but there are certain other facts which should be considered before we settle down into comfortable enjoyment of existing state of things. In the first place then are we not as a nation sacrificing true economy to a false standard to low prices? and does not this tendency show itself to be the almost universal and most prominent feature of the retail competition? All dealers as a rule represent their goods to be what they appear, but "low prices," "lower than the lowest," "paralyzers," etc., etc., are the general burden of the daily bulletin of the enterprising, retailer in every line.

But what can be the social and economical condition of the producers of such trash. If the material has been sedulously deprived of every ingredient of true value, except mere fashion and deceptive finish, what must be the living plane of those who labor on the innumerable variety of cheap goods offered in every line of industry and trade? What is the moral standard of the workman and manufacturer who knows their worthless and fraudulency? What can be the utmost thought of the dealer who knowingly sells them, except something of self-rebuke and pitying contempt for his deluded customers. Indeed is not the very narrow margin of profit to producer, workman, manufacturer, jobber and retailer tending every day to intensify ruinous competition and lower wages, and injure the health, mortality and general prosperity of the people. The retail merchant of to-day should devote his energies to the increase of his trade in honest, unsophisticated and standard goods which give fair wages to the workman, a reasonable profit to the dealer and good service to the buyer. If he can induce his customers to appreciate such goods he can defy the department store, and snap his fingers at the "cutter," "auction fiend," and "fire sale" fakir. The retail trade, and especially the man of small capital and restricted trade should "think of these things," and become an advocate of good weights, full measure and honest goods.—Hardware Trade.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."

BRITISH SHEET GLASS
P.B.

These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

From $1.80 per cask upwards.

FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

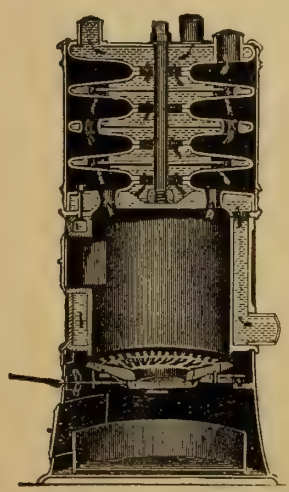
Thos. Firth & Sons, Ld.,

Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,

Bessemer Steel,
Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.



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"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
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TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
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Wire Cloth.

Galvanized Wire Cloth
For Apple Drying, 24, 30 and 36 inches wide in stock.

Cinder Sifter Cloth
30 inches wide in stock.

Hardware Grade Cloth
For Fanning Mill repairs, etc., 18, 21, 24, and 30 inches wide in stock.

THE B. GREENING WIRE CO., Ltd., Hamilton, Canada.

THE SPELTER OUTLOOK.

Reviewing the situation in relation to the outlook for spelter the Mining Journal, a London publication, says :

For a considerable time past the spelter market has been placed in the happy condition of those nations which have no history. Its course has been one of steady prosperity without adverse fluctuations of any moment. Now, however, the mutability which marks all things earthly appears to have decended, upon the spelter market, and it appears likely that producers, will have seriously to consider the policy of their present arrangements in their application to the altered circumstances. That they will have wrested from them the control of the market altogether does not seem probable, but it will in all likelihood become necessary to modify the stringency of the regulations by which it is maintained. The chief new element in this modification of the position is the growth of spelter production in the United States, and too irreconcilable an attitude amongst the European mine owners must needs afford a strong stimulus to this formidable antagonist. At present the German producers show no signs of "backing down" from the lofty vantage ground which they have occupied for the past few years, and their obstinacy may have the effect of prejudicing the future of the metal. The proprietors of the spelter mines in Rhenish-Westphalia and Selesia are clinging to £23 10s. as their minimum price, and for the past six months they have entirely withheld supplies from England in order to force the hand of the consumers. That this policy has not entirely failed is proved by the advance of £2 per ton in the course of that period, but at the same time it has resulted in developing the trade in the American metal, and in thus introducing a formidable factor in the future course of prices. It is not easy to give the exact tonnage of spelter imported during the past half-year from the United States, but it has certainly been considerable, and the trade is bound to be a progressive one. The fact that this new source of supply has been found is a most important one, and it ought to teach the Continental producers the value of a wise moderation. It is to be remembered that the galvanized iron trade—the chief consumer of spelter—is in a very depressed state at present, and improvement is not to be expected in this direction until a decided revival takes place in the general trade of the South American and Australian markets. The German producers are those only who have carried the syndicate idea to the length of fixing a minimum price, the Britlsh and Belgians having confined themselves to the simple use of the organization for the purpose of keeping production within a reasonable level. The figure at which the output has been fixed for some time past is an increase of 15 per cent. upon the output of 1884. If this output, in face of the decreased consumption, is to be supplemented by considerable supplies from America, it is obvious that a further restriction will either have to be placed upon the Europeau production or a fall in price suggested. That the latter course will not be followed yet awhile seems clearly indicated by the recent action of the Silesian and Westphalian producers. When the British and Belgian smelters accepted a heavy fall in rates at the commencement of 1892 the Germans, as we have said, stopped supplies. They will probably feel inclined, in face of the rise in prices which this step provoked, to re-declare at the forthcoming half-yearly fixing of prices the minimum of £23 10s. The present tone of the market to a certain extent warrants this course, since the British galvanizers do not seem able to carry on their business without recourse to Germany with the American output at its present dimensions. It must not be forgotten, however, that American spelter mining at present is quite an infant industry, and is likely to make gigantic strides under the influence of inflated quotations. Too severe an insistance upon their pound of flesh by the Silesian producers may prove in the end a short-sighted and suicidal policy.

STRICTNESS IN COLLECTIONS.

It will soon come to pass by united action of the banking interests that the "three days' grace" hitherto allowed for the payment of promissory notes will become a thing of the past. A vote to this effect was put and carried at the national convention of American bankers, which was held in San Francisco this week. Hereafter the cash to meet obligations of this character will have to be on deposit when notes mature. The convenient breathing spell which so often proves a boon to the business man who happens to be pressed for ready funds, or whose memory is too short to enable him to keep advised of the days of reckoning, will no longer be permitted, so the men of funds have resolved. The pitiless recourse to protest will doubtless be availed of more frequently in the future and the new order will create inconvenience in many quarters. At the same time there is no reason to suppose that the change of system will seriously affect those who follow strict business methods. Men who bind themselves to meet payments at a specific date, be it near or remote in the future, should be satisfied that their financial condition will be such that they can take up their paper at maturity. A respite from commercial disaster so precarious as three days of grace is a boon of questionable value to the man who is hopelessly embarrassed. To the business man who enjoys prosperity its abolition can do no harm. The many who are between the two conditions may be materially benefited by being taught the necessity for a more careful attention to business in order that they may not meet the unpleasant consequences which come with dishonored paper.—American Artisan.

THE SUPERIORITY OF SOME HORSE NAILS OVER OTHERS.

Says Henry Traffard in The Blacksmith and Wheelwright : " There is not an article made in the wide world that should have more attention than the nail that we use to put the shoes on horses' feet with, as a poor nail has been known a great many times to make the most valuable animal a worthless thing to its owner.

A horse nail should be made of the best and toughest material produced in the line of iron, and at the same time be such as will stand wear. It should not be so soft as to render it incapable of wear, nor so hard as to make it apt to break; it must be soft enough to be tough, and hard enough to stand wear.

I have driven nails that would not stand being withdrawn if by chance they were driven too high or too low in the foot. This is due to a lack of toughness, and such nails are very dangerous, as a portion of the nail might easily be left in the foot and soon work into the sensitive laminae of the foot and cause serious trouble to the animal. I have also driven nails so stiff that it was almost impossible to clinch them. This is very injurious, as the foot is a broken mass by the time the clinching is finished, therefore the nail must be soft enough to admit of clinching without this trouble.

Another great and undoubtedly one of the most common troubles with a great many nails is a lack of uniformity; one nail driven may go in and come out all right, while the next one driven may not come out at all, and all the pulling with the pinchers to get it started will result in the nail breaking, a portion of it remaining somewhere in the foot; it cannot be located, and there is no way to get the piece out. The result is the animal's foot pains him so he finally dies with lockjaw or some other terrible ailment.

Uniformity is a matter of vital importance in the making of horse nails. They should have points uniform, shape uniform, heads uniform, and the general make-up so nearly alike that no difference in them could be detected when used.

I find in my experience in driving horse nails that a uniform nail is a source of great convenience. In the first place, I have confidence to drive such a nail. When I set the nail in the foot I do not feel as though I was about to do some damage at every blow of the hammer. When you find a nail that is tough, strong, good to wear, uniform, easy to drive and easy to clinch you might as well stick to it, for you will never find a better one.

THE ONTARIO TACK CO
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton, Ontario.
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PURE PREPARED PAINTS

FLOOR PAINTS.

FOR HOUSE USE.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

I. H. CAMERON, 10 Front St. E.



BROWN & CO.,

Manufacturers of

Square and Hexagon

HOT PRESSED NUTS.

PARIS, ONT.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
Edward Still.
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TORONTO, ONT.



See That Seal?



It Means Something



It means that wherever you find it in green on a package of Paint, Oil, Varnish, or Glass, the contents of that package is of pure quality and the highest possible grade.

Walter H. Cottingham & CO.,

Sole Proprietors of the Green Seal Registered Trade Mark.

MONTREAL.

-- FALL SPECIALTIES --

We are now prepared to qnote lowest prices on :

Coal Hods, Lanterns,
Copper Kettles, Patent Stove Pipes.
Dampers, Stove Shovels.
Elbows, 1, 4 and 6 piece, Stove Boards.
Etc., Etc.

Write us for Prices and Special Fall Catalogue.

JAMES ROBERTSON & CO.,

KING ST. WEST, TORONTO.

The Whitman & Barnes Mfg. Co.



Canadian Branch :

ST. CATHARINES, ONT.

MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES :

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

Some of the Kingston merchants are talking of getting up a mammoth merchants' picnic.

Robbers entered the market building at Windsor early Monday morning and stole some fruit. The hardware store of Neveux, Clinton & Baxter was also visited and a number of revolvers taken.

The Trades and Labor Congress meeting in this city approved of the bill for the early closing of stores and other business places presented at the last session of the Quebec Legislature.

Dumoulin Bros., manufacturers of firearms, Liege, Belgium, represented in Canada by Painchand, Squire & Co., have been awarded a contract for three hundred thousand new rifles for the Belgian Government.

McGillivray & Co. intend starting up the machinery of their steel works on the Island. They have secured the contract for the hydraulic pipes for the Abbott syndicate, and a pile of other work.—Vancouver News-Advertiser.

The B. C. Iron Works Co., New Westminster, B. C., intend re-organizing and re-building as soon as possible. They have already a large force of carpenters at work preparing lumber for their new buildings, and nearly all the ruins and debris of their former shops has been cleared away.

A lamp exploded in the cellar of Grant's hardware store at the head of O'Connor's wharf, Halifax, the other morning, causing an alarm from box 36. The flames were soon extinguished. There was considerable damage by water and fire. One of the employees, who was working around oil at the time, was badly burned about the hands.

F. Codere started in the hardware business in Sherbrooke, Que., over 30 years ago, and will in about ten days move into a handsome stone block which he has built directly opposite his present premises, a fine structure, which will long bear the name, F. Codere. The present firm, Codere, Sons & Co., do a large jobbing trade throughout the townships. They carry full lines of hardware, carriage goods and tinware.

Partly as an outcome of recent discussions, one of the leading Montreal banks has issued a circular to its agents instructing them to receive at par all U. S. silver dollars and silver certificates and forward them promptly to the head office, from whence they will be shipped in the course of business to the United States branches. Other banks, it is understood, are following the same course, the general effect of which will be to reduce to a minimum the volume of inferior foreign currency afloat in the country. The move is one that, so long as silver and gold dollars are on a par in the United States, will entail but a slight charge, on the whole, there being times, indeed, when the state of the exchange market makes the process one of small profit.

The following are the principal Montreal creditors of the insolvent firm of Beaudet, Lefebyre & Garneau, Quebec: P. D. Drolet & Co., $5,642.35; Montreal Rolling Mills Co., $2,258; Charles Chisholm, $1,724.08; E. Heuser & Co., $1,396.67; Hermann H. Wolfe & Co., $1,225.92; Thomas Davidson & Co., $907.53; the Canadian Paint Co., $667.70; J. Rattray & Co., $592; H. R. Ives & Co., $515.70; Joseph Robertson, $492.60; Pillow Hersey Manufacturing Co., $339.69; and McCamill, Dougall & Co., $206.09.

The Western Ontario Commercial Travellers' Association, at a meeting held at their rooms in London, Ont., on Saturday evening, decided to ask the Toronto Association to join them in having a Provincial sanitary inspector for hotels appointed. The travellers complain that some of the accommodations provided at hotels, particularly in small places, are disgraceful. The association adopted a report of the Board of Management, which recommends that the advice of a first-class insurance actuary be obtained in the matter of revising the accident insurance and mortuary benefit schemes of the association at a cost not to exceed $100, and that a committee be appointed to act with the board in considering such report, and advise a general meeting to be held Oct. 1. The committee appointed comprises Messrs. W. J. Reid, S. N. Sterling, J. M. Dillon, J. Marr, S. Screaton, C. E. Perry, Wm. Gray and W. S. Case.

The Diamond Glass Works, formerly known as the Burlington Glass Works, Hamilton, were burned on the 7th inst. The fire was caused by sparks from the furnace falling on and igniting some of the dry wood in the blow house. The fire made a clean sweep and totally destroyed the works and outbuildings, which occupied more than half the block and included the blowing department, engine and boiler houses, machine shop, store houses and offices. About $10,000 worth of stock in the storehouses was destroyed, and the total loss is estimated about $35,000. The insurance of $37,000 will fully cover the loss, and as soon as the insurance is adjusted the works will be immediately rebuilt. The works have been shut down for the regulation two months and were to open again in about a week, and it was expected the full complement of 300 men and boys would be at work.

COPPER CASTINGS.

Mr. T. D. Bottome, of New York, has patented an invention which produces refined copper castings, having all the properties of rough fibrous copper of high specific gravity and free from blow holes or other defects inherent in the ordinary cast copper as hitherto produced. The copper castings are also tempered by this invention so as to impart to them a degree of hardness whereby they may be easily worked. These objects are obtained by introducing small quantities of metallic sodium into molten copper, by which all the dissolved gases are eliminated and the copper has a certain degree of hardness imparted to it. The necessary quantity to produce a marked improvement in the specimen of copper need not exceed 1-10 of 1 per cent. of its weight. Potassium and lithium, as well as others of the alkaline group, have this property to a certain extent, but sodium is more applicable, on account of its cheapness and the ease with which it can be handled. In melting the copper it is preferred to use a covering or flux composed essentially of about 1 part of sodium carbonate, 2 parts of powdered anthracite coal, and a small quantity of common salt. This flux melts, and floats on the surface of the copper, and the requisite amount of sodium alloy is then put under the surface of the copper and the whole stirred until thoroughly mixed. The copper is then ready to be placed in the molds. When the copper is very impure it is refined before being tempered.—American Manufacturer.

BUSINESS FOR SALE.

GOOD HARDWARE BUSINESS FOR SALE—in a western town: good stand and stock; present proprietor retiring; a splendid chance; stock about $5.000 or $6.000. Address A. B., care of HARDWARE. q

What's This?

Counter Check Books

That don't require the Carbon paper to make sure an exact copy. That's what it is and J. K. Cranston, Galt, is the wholesale Canadian Agent for them. Send for samples and price list of them and the Perfection Black Leaf or Carter and Grip's books. Read the following:

J. W. CRANSTON, Galt.

DEAR SIR,—Enclosed please find amount of account. I am well pleased with check books, they are greatly ahead of the old black leaf system.

Yours truly,

Orton, Aug., 29, '92. WM. MCKEE.

Telegraph order to J. K. Cranston. Galt. Sample was sent Aug. 8th. "Send one hundred Happy Thought Check Books C. O. D. Express."

W. H. DUNKIN.

Cornwall, Aug. 10th.

Everybody likes the idea. Send for samples.

DIRECT IMPORTERS AND DEALERS IN

SCOTCH FIRE CLAY-BRICK



DRAIN AND WATER PIPES.

Double strength for railway culverts, etc.

Sewer Bottoms or Invert Blocks, Cement.

NOTE.—Only pure SCOTCH unglazed Fire Clay Linings and pipes are kept in stock; and other quality is worthless for resisting heat and frost. Correspondence invited. Quotations promptly furnished.

OFFICE: 31 Wellington St., Montreal.

FALL GOODS FOR HARDWARE DEALERS.

Guns, Rifles, Ammunition and Decoys

Agency for the Ithaca Gun.

—o— CATALOGUE READY —o—

H. P. Davies & Co.

81 YONGE STREET.
TORONTO.

W. J. REID & CO.

IMPORTERS AND DECORATORS OF

Crockery China and Glass.

LAMPS A SPECIALTY.

All glass, Vase, and Library Lamps, in every hue and design.
Our travellers will call upon you shortly with samples.
LONDON AND BELLEVILLE.

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SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S

Butcher Knives

and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade ◇ Mark.



ELECTRICAL
HOUSE -:- FURNISHINGS.

Bells,
Batteries,
Push Buttons.

See our Exhibit at the Toronto Exhibition.

T. W. NESS,
749 Craig St., MONTREAL.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

We have dropped the "Gilbertson's Old Method" brand of roofing plates, therefore we now WITHDRAW our GUARANTEE from same.

Our reasons are as plain as A, B, C.

A We could not act in good faith with our customers had we accepted the propositions made to us by the maker with a view to equalize the increased cost brought about by the advanced duty.

B Numerous complaints and letters received by us from our customers, positively assert that the quality of this Brand is not now what it used to be.

C After careful investigations we find we can make a much BETTER and a HEAVIER and more EVENLY-COATED plate IN OUR OWN WORKS in Philadelphia, than we have ever imported.

Hence, our heaviest coated, guaranteed Roofing Plate will now be the **"Merchant's Old Method"**

Made and Guaranteed by yours respectfully,

MERCHANT & CO., Philadelphia, July 8th, 1892.
NEW YORK. CHICAGO. LONDON.

WHY

Climax Tubular Lanterns

ARE THE BEST IN THE MARKET.

BECAUSE- -The Tubes are the Strongest. The GUARD is a positive protection against breakage of the Globes.
Any make BURNER or GLOBE will fit. All combine to make the CLIMAX SQUARE TUBE LIFT AND HINGE LANTERNS Superior to all others.

Manufactured by

WALTER GROSE, Agent, Montreal.

THE ONTARIO LANTERN CO., Hamilton, Ont.

WRITE FOR PRICES.

MARKETS

MONTREAL MARKETS.

MONTREAL, Sept. 16, 1892.

HARDWARE.

The state of the iron and heavy material market is pretty much the same as it was last week. There has been fair removals of pig iron, and quite a few orders have been placed for October delivery. Bar and scrap have their usual call, while all the lines of plates are dull and quiet. Chemicals are in a little better demand owing to their being used more or less as disinfectants. Bleaching soda is up sky high, and dealers here think it likely to go still higher before long. The cement trade this season has been very unsatisfactory, and all the dealers are complaining about prices each blaming the other for the cutting but just who started it is not known. Petroleum has advanced and is in better demand, while naval stores are still quiet with only a small hand to mouth trade doing.

PIG IRON.

Business in pig iron has shown no improvement over last week's business. Warrents are about the same on the other side and our local market is the same. Makers brands are still scarce owing to large removals out of store. We have to note several sales of Summerlee and equal brands during the amount of which was several hundred tons at $19.50 ex wharf. We quote Summerlee October delivery $20.00 100 ex wharf. We quote Summerlee and equal brands at $19.50 ex-wharf, $20.00 ex.store; Eglinton $18.50, and Carnbroe $18,00. Those are best figures.

BAR IRON.

The usual fair jobbing trade is being done in bar iron. Mills here say the output is about as good as at this period last year and that on the whole business is good. We quote $1.85 from makers and $1.90 in an ordinary jobbing way.

SCRAP IRON.

Scrap iron has met with a few small jobbing dickers during the week, which were principally in wrought. Cast iron is of such inferior quality that the mills here will not touch it. Prices are unchanged. We quote wrought scrap $15.50 to $16, cast $13 to $14.

TERNE AND MERCHANT PLATES.

Terne plate is still dull and featureless. Business doing at this point is small and mostly for Western consumption. Merchants roofing have been moved into fair lots during the week, this line is also shipped west, this market taking very little of it. Prices in both lines are the same. We quote terne $7 to $7.75, and Merchants Roofing I C 20x28 $13.50, and I X $16.

TIN PLATES.

The trade doing in tin plate is small and for actual wants. We have to note the removal of a round lot of cokes ex wharf, this is the only large sale for sometime back. We quote cokes $3.30 to $3.50 and charcoals $4 $4.25. These are top prices.

CANADA PLATES.

Several small lots of this line has been sold during the past few days able for local demand. The prices brought are said to be the same as our quotations. Outside of above this line has been very quiet. We quote $2.50 to $2.60 according to quality.

COPPER, ETC.,

The same weak feeling is reported in copper and the trade doing is only a small one. Ingot tin is also weak under light business. Quotations are the same as last weeks. We quote copper 12 to 13c. and ingot tin 23 to 25c.

NAILS.

Nails have been in good demand during the week and both the mills and the wholesale trade report large sales in all sizes. We still quote the $2.35 basis with steel 10c. a keg higher in comparison. Steel wire nails are also in good demand, as all the wholesale dry goods trade use them in their packing rooms.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	.....	$3.00
9 dy to 30 dy	"	.....	3.25
8 dy	"	.....	3.50
7 dy	"	.....	3.75
6 dy	"	.....	3.75
5 dy	"	.....	4.00
4 dy	"	.....	4.25
3 dy	"	.....	5.00
3 dy fine,		.....	6.25

GENERAL HARDWARE.

The wholesale hardware merchants are all of the same opinion regarding the state of trade. They all report their men out doing a nice steady trade. It is expected that owing to the cheap railroad rates lots of out-of-town buyers will be in, now that the exhibition is about to open. The French houses say their men are doing as well as could be expected, and that all lines are moving well. Payments also are fair.

CHEMICALS.

We have to note a further advance in bleaching soda, which is now held firm at $3 to $3.50. Stocks in this line here are light, and holders are very firm in their ideas. It is thought that it will advance still further during the week, if New York advices are any criterion. Copperas, sulphur flour and sulphur roll are in good demand, and the same may be said of carbolic acid.

Bleaching powder,	$3.00	to	$3.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

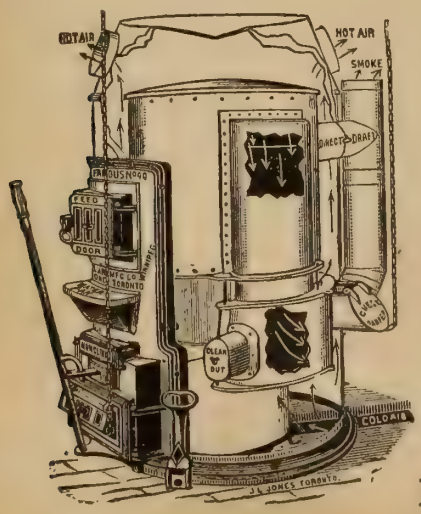
Glass still is quiet, with only a small jobbing trade doing. Prices are not as firm as they might be, and the cutting noted some time ago is still being carried on. Our quotations are about right for small lots, but round lots can be bought lower. We do not think the cutting increased trade to any extent. We quote $1.35 to $1.45 for first and second breaks per 50 feet, and $3.15 to $3.40 or thi rds and fourths.

PAINTS AND LEADS.

Paints and leads are still quiet, as this is their slack season. One of the manufacturers here says that business was good with them the past season, probably one of the best they have had for some time. We quote: Government standard, $5.50 to $6; No. 1, $5.00; No 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c.; red lead, pure, 4½c.

OILS.

There is a fair jobbing trade done in oils at unchanged prices. Cod, Newfound-



We have an experience of nearly half a century in making Stoves. They are at the head of the Trade and will be kept there. This year every Stove is re-inspected, so that the dealer may rely on their perfect order.

We have 57 varieties of Coal and Wood Hot Air Furnaces.

Our Steel Dome Low Radiator Coal Furnace is **WHAT YOU WANT.** (Shown in cut.)

IT FILLS EVERY REQUIREMENT.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MARKETS—Continued.

land 45c. steam refined 42½ to 45c.; linseed raw 54 to 55c.; linseed, boiled 57 to 58c.; castor oil 8 to 10c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.20; turpentine, 46 to 47c. Less 3 per cent. 30 days.

NAVAL STORES.

The same dull business is still reported by the ship-chandlers, and they have given up all hope of it improving this season. One of our largest firms say this has been the worst season they have had for years, the cause of which he attributes to the ships bringing their stores with them in most cases. The following are the quotations: Turpentine 46 to 47c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 12½c. for 7-16 and upwards, and 13½c. for smaller sizes.

CEMENT AND FIRE BRICK.

The demand for cement during the week has been small, only a few small lots going to the west. Our local dealers say the profits made in cement this season anyone could hold in their one hand. If this is the case who is to blame? Firebricks are in good demand at steady prices. Wequote:—English brands at $2.05 to $2.15; Belgian $2 to $2.10, ex-wharf. Fire bricks are in good demand, $15 to $21 ex-ship.

PETROLEUM

The demand for both Canadian and American petroleum is steadily improving. Another good feature is the higher prices for Canadian, which is now quoted at 12½c. We have to note the sales of quite a few lots of Canadian at the above figure. We quote as follows:—Canadian, 12½c in shed at Montreal for round lots and 13½ to 14c. for small quantities. Benzine is quoted at 11c. Petrolea, and 13½ to 14c. Montreal. American petroleum, 19⅞c. in car lots, 20½c. in 10-barrel lots, 20¾c- in 5-barrel lots, and 21¼c. for single barrels, 2 per cent. off for cash; American benzine, 23 to 25c.

TORONTO MARKETS.

TORONTO, Sept. 16, 1892.

HARDWARE.

The Exhibition has not caused any cessation of the activity that ruled last week. On the contrary trade has increased. The visitors have been numerous and their orders many and in some cases substantial. Of course small parcels predominated, as they necessarily must in a sorting-up business, which is all the merchants are yet preparing for. The purchase of lines for future delivery they leave off for the most part till the time is at hand when the goods will be needed, and they can buy as satisfactorily from the road salesmen as they can from the house salesmen. The travellers have all been in since the Exhibition got well started. The tendency of prices is believed to be upwards. While fair hopes are entertained as to the fall trade, the low prices of farm produce check any over-sanguine feeling, and it is realized that even the crops are not uniformly good all over this province. In some districts they are reported to thresh out disappointingly. The far west trade is dull and buyers are hard up. The cholera scare will probably adversely affect the trade in German goods, such as cutlery, tools, glass, wire, fancy lines, etc., in which importations are likely to be cut down until the plague has passed. Axes, axehandles, saws and other winter lines are selling now, and some other goods which are dated ahead. Current consumption is developing a good trade in ammunition. There is no line which calls for individual comment.

METALS.

No appreciable gain is to be noted in the the metal business. It is fairly active, as it was a week ago, but is not causing any great stir in the warehouses. Prices are rather depressed.

PIG IRON - Some big sales are reported, but they are isolated transactions. One, a purchase of 1000 tons of Sangloan at a rather low figure, not quoted, but made under an offer of a corresponding grade of American iron, is among the most notable. The sales of American brands at various furnaces in the east is also notable, as in that quarter British irons held the supremacy. The fact that the same selling concerns can supply all the varieties necessary to make a good blend is telling in favor of American iron. The stiffer freights keep Carnbroe at $20.75 and Gartsherrie at $21.75.

Rogers, Brown & Co., Buffalo, N. Y., report the Toronto market as follows: Preliminary reports show an estimated reduction in stocks in furnace yards of 32,000 tons during the month of August. This however is the only encouraging feature at present to be seen. Prices are firm only because they are as low as cost of production, at the strongest and most favorably located furnaces, will allow, and not from any strength in the tone of the general market. The demaud from Canada is a little below the average but is well distributed and indicates considerable activity. Prices remain unchanged, and we quore for cash f.o.b. cars Toronto, in bond: 1X Foundry Strong Coke Iron Lake Superior ore, $16.20; 2X Foundry Strong Coke Iron Lake Superior ore, $15.20; 2 Foundry Strong Coke Iron Lake Superior ore, $14.70; Jackson County Silvery, 1 $18.25; Jackson County Silvery, 2, $17.75; Lake Superior Charcoal, $17.20; Tennesse Charcoal, $17.20; Southern Soft, 1, $14.10; Southern Soft, 2, $13.60.

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co.
MANUFACTURERS TORONTO

FINISHED IRON AND STEEL—Some fair-sized purchases of bar iron at 2c. are among the week's transactions. The boiler makers are busy. A big sale of boiler tubes for the street railway boilers was made early in the week. American tubes are running Scotch tubes close now, owing to the advantage the former have in conditions favoring early delivery.

ANTIMONY—The market is steady at 13¼ to 13½c. for Cookson's and 12¾ to 13¼c. for other grades.

CANADA PLATES—Importers say this year's shipments are generally better than last fall's, complaint of the unsatisfactory quality of the latter having been general. Prices are steady at $2.75 to $3 20, the latter for Bright's.

COPPER—This metal does not recover from the state of dulness in which it has lain so long. Casting brands are 12½c., ingots 13¾c.

GALVANIZED IRON—The price is moderately firm at from 5¼c. upwards, and business is fairly active.

ZINC—Is 6⅜c, in cask lots and ¼c. more in broken lots.

SPELTER—Is in fair demand and easier at 4½ to 5½c.

INGOT TIN—The market continues downward. New York prices are as low as $20.45 on the market. Here, Lamb and Flag is 23c., Straits tin 22½c. Wednesday's Daily Metal Market Report (New York) says:—Tin for shipment from the East Indies sold on Monday to the extent of 50 tons at £92 15s., equivalent to buying at 20.20c. per pound cash, against documents for January delivery at present rates of exchange.

THOS. DAVIDSON & CO.

STOVE BOARDS

"Elegant" and "Embossed Crystal."

See our samples before buying, they are the best in the market.

Lanterns,
Coal Hods,
Fire Shovels,
Cover Lifters.
Dampers.
Stove Pipe Collars,
One Piece Elbows,
Four Piece Elbows,
Six Piece Elbows,
Japanned Tea Trays,

If our traveller does not call upon you, let us know and we will put you "on the list."

MONTREAL, QUE.

MARKETS.—Continued

Should, however, exchange decline to 4.85c., which is not impossible, this tin would not cost the purchasers over 20.10c.

TIN PLATE—The consumers' demand is falling off and business is quiet.

LEAD—Is quiet and low-priced, 3½c. being that most commonly realized.

OILS, PAINTS AND COLORS.

Trade has not waned, and contrary to expectations spirits of turpentine is still quoted 46½c. delivered, the market having rallied. Linseed oil is steady at former quotation, i.e., 57½c. for raw and 60½c. for boiled in 1 to 3 barrel lots. Two cents is allowed off these prices in Toronto, Hamilton, London and Guelph. On larger lots the quotation is ½c. lower. No change is to be noted in paints.

PETROLEUM

A considerable volume of business is transacted these days at 14 to 14½c. There is no change in any of the conditions of the market.

The Petrolia Advertiser reports: Petrolia crude $1.26 per barrel; Oil Springs crude $1.27 per barrel. As the season advances the demand for refined oil continues to improve, and the aggregate sales, mostly of the car-load variety, amount to a very respectable number of gallons. Buyers see no reason to purchase, however, but in such quantities as their needs dictate, having, not unnaturally, a certain amount of want of confidence in any approaching violent fluctuation, The market may be called firm at 10¾ per gallon on car lots F. O. B, here. Apropos of the matter of any change of prices, it would not occasion very much surprise if another slight advance should occur. At the same time it is believed in some well informed quarters that if any appreciation should be determined upon, it is likely to happen in a comparatively short space of time. The crude market has continued to attract little or no particular attention to either buyers or sellers the past week, with the exception of a few odd deals at our last quotation, $1.26½. There seems at present to be no external force at work and prices sag along at about the above mentioned figure.

GLASS

The base quotation is still generally $1.35, but $1.30 is also current with some jobbers. The trade is of moderate volume.

OLD MATERIAL.

No new feature has come to the surface in the old material market. It holds its own and promises to improve, if not in prices at least in the limits of the demand. We qnote: No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms,8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, SKINS, WOOL, TALLOW.

HIDES—No. 1 green cows', are 4½c., and the same grade of green steers' is 5c. Cured are ½c. more in each case.

SKINS—Lambskins and pelts are 55c. Calfskins, 5 to 7c.

WOOL—Fleeces are 17c. for clothing grades and 19 to 20c. for combing. Pulled is 22c. for super, 25 to 26c. for extra super

TALLOW—Is 2c.; rendered is bought at 5c., and sold at 5¼ to 5½c.

AMERICAN MARKET.

NEW YORK, Sept. 16, 1892

The local market for iron and steel remains in a spiritless condition, and such news as come to this quarter indicate that the situation in other centres is not a great deal more flattering. Mills engaged on some lines of finished iron and steel are fairly well employed and the output of foundries in certain sections represented as being fully up to the average for the season. Still complaints of tardiness and smallness of orders are by no means few, and the experience of manufacturers is decidedly uneven, showing altogether, a somewhat unenviable condition of affairs. Prices are no lower, except possibly in the case of soft steel products for future delivery, but the general undertone is easy, not only in the manufactured goods line, but in other than that strictly high grade pig iron.

There have been further sales of "outside lots of Pennsylvania pig iron at prices on the basis of $14.50 to $14.75 for No. 1 X foundry, and good Southern brands have changed hands at as low as $14.00 for No. 1 X delivered. Those figures represent the extreme low prices at the moment. For recognized standard brands the old line of prices prevails. Business does not come up to the expectations in volume, however, and the market still presents a soft appearance. Current quotations on Northern brands are as follows: $14.50 to $15.00 for No. 1 X foundry, $13.50 to $14.00 for No. 2 X foundry, and $13.25 to $13.50 for grey forge. Southern brands are quoted at $14.25 to $15.00 for No. 1, $13.50 to $14.00 for No. 2 and No. 1 soft, $13.00 to $13.50 for No. 2 soft, $12.50 to $13.00 for grey forge.

For old material there has been a fair demand, but the prices bid prove to be too low for business in most instances, and the actual turnover of stock figures up comparatively small in the aggregate amount. Current quotations are about $16.00 to $16.50 for No. 1 wrought scrap, $17 to $17.50 for iron tee rails, and $14.00 to $14.50 for steel rails, all f. o. b. cars at Jersey City.

Prices for steel rails, track material, structural steel, etc., remain unchanged. There is no radical movement in values of soft steel either, and business all along the line continues on a moderate scale.

Copper remains dull and weak. There is little, if any demand at present, except for small quantities needed to tide over immediate wants, and, although some of the larger producers make no change in their "nominal" prices, some business is being done on a rather lower level of price. Current quotations 11 1-4 to 11 3-8c. for Lake Superior ingot, 10 3-4 to 10 7-8c. for electrolytic, and 10 1-4 to 10 3-8c. for common casting brands. In the London market prices for merchant bars have remained at about £44 2s. 6d. for prompt and £44 15s. for future delivery.

Pig tin prices have ruled somewhat lower in response to advices by wire of lower figures on the London market. On the decline probably 100 tons have changed hands, but purchases for consumption and jobbing continue on a moderate scale. Last sales were at 20 1-4c for current month delivery,and 20.15c. for sellers' option the balance of the year. Last London quotations by cable were £92 prompt and £92 7s. 6d. for future delivery.

Pig lead has remained quite steady in price at 4 1-8 to 4.15c. as to size of lot, with sales to the extent of about 300 tons reported for the past few days. Spelter moves very slowly in this quarter, and 4.65 to 4.70c. stands as full value for Western brands.

Business in tin plate has undergone no further improvement, and the market at present is slow, with prices standing just about as they were last week.

BRITISH MARKETS.

A. G. Kidston & Co., Glasgow, says: The condition of the iron and metal markets remains without alteration. In nearly every branch of the iron and allied industries business is dull, and there is not much in the outlook to inspire the hope of any speedy improvement.

Pig iron.—Since our last issue a fair amount of business has been transacted daily in Scotch warrants. An advance of 6d. per ton was at one time current, but this has since been lost. Makers of special brands have advanced their quotations on account of the supply being extremely limitited, the approaching close of the shipping accentuating the demand. Cleveland and Hematite iron have also advanced in value on account of the steady reduction in stocks and the pressure for prompt delivery. Stocks at this date are: Scotch, 395,700; Cleveland, 16,077; and Hematite, 38,-160 tons, being a decrease during the fortnight of 8,936, 2,078, and 2,773 tons respectively.

Manufactured Iron.—The stronger tone in the price of pig iron has had the effect of calling out orders rather more freely; but there being considerable competition for business among the makers, prices for finished iron cannot be said to be any firmer. If, however, as is probable, the value of the raw material be maintained, manufactured iron may advance, as it is generally understood that makers are working on a narrow margin of profit.

Steel.—There is no improvement in the demand to be reported. The shipbuilding industry is becoming more and more paralyzed as the vessels under construction are being put into the water. Prices of plates and angles have been again shaded, and are now £6 and £5 2s. 6d. respectively. Several large orders for rails are in the market, and a contract for India has recently been taken at or near 85s. per ton.

Copper.—The market for this metal has been dull and featureless, and no very great volume of business has been transacted. Prices have been steady, though any tendency to alteration has been towards lower values. The consumptive demand is small, and it is not anticipated that the next return of stocks will show any improvement in the statistical position.

Tin has been fluctuating between £93 and £94 per ton, but only a few warrants have daily changed hands. Its value to-day is £10 per ton less than it was a few weeks ago. If £103 was

deemed an inflated price, £93 may on the other hand be considered to be an unduly depressed one. Freed from the speculative influences by which the market is so easily affected, the price, we think, would be likely to advance.

Lead remains fairly steady. We quote foreign £10 5s. ex warehouse London, and English shipping brands 5s. per ton dearer for f. o. b. delivery.

Tinplates.—There have been suggestions as to desirability of a combination among makers to reduce production and regulate prices, but nothing definite has been arranged. Such action has never proved very successful in the past, but the present position of the tinplate trade is most unsatisfactory. Current quotations are at or under cost, and it is generally felt that something must be tried to improve the situation.

Spelter has weakened considerably, and sheet zinc has been reduced 10s. per ton.

THE MARKET VALUE OF CHARACTER.

There is nothing in modern business life that is so striking as the dependence of men on each other. Young men who are entering upon a business career and who set out with the idea that every transaction must be covered with a material guarantee, are surprised to see how much they are expected to trust their fellow-men. They discover that the basis of business is confidence, or the assurance which each man has that his neighbor means to do the right thing, and that to the best of his ability he is doing it. And they find that this confidence is generally justified, although there are recognized limits in which the old theory that every man must take care of himself is still in force. As a rule, the man who is trusted responds to the trust, and the great machine of business moves forward so evenly because each human wheel is doing its part with faithfulness.

This is especially noteworthy in the banking system of modern times. A bank exists to supply the instruments of production and exchange by converting this mutual confidence into forms which furnish the ways and means of payment. The currency issues of the banks, in well nigh every system are guaranteed in this way. No bank is supposed to keep on hand coin enough to redeem all its paper currency. If it had to do this it would not be worth its while to make such issues. People use the bank note because they have confidence in the bank management and in the wisdom and honesty of its relations to the business community, for whom it supplies the instrument of exchange.

This is still more strikingly true of the great volume of credits, technically called "discounts and deposits," which stand on the ledgers of our banks, and which, as Stephen Colwell showed, are money in as true a sense as is coin or paper. These are created on the basis of mutual confidence, and are employed to carry on the wholesale trade of the country, which otherwise would require an amount of coin and paper far beyond what the country possesses. These credits seem the least material of possessions; and yet in practice they are the solid ground on which the whole world of business rests and moves.

Behind all this confidence lies character, which really is the most valuable of all our social possessions, and the one which enables us to utilize the rest to the best advantage. Scotland, for instance, in the absence of either coin, commerce, or considerable manufactures, established a banking system on the basis of mutual confidence preceded by mutual examination of affairs, which has lifted her to the level of the most prosperous countries. It is because men show themselves worthy of trust that they do trust each other, and the business fabric does not fall to the ground. At times, indeed, the fabric seems prostrate. Confidence vanishes and panic takes possession of the public mind. But even these cries show how well most men deserve the confidence which is withdrawn for the time. It is said that in the panic of 1873 there were at least ten thousand outstanding contracts for the sale and delivery of stocks, which could not be enforced by law, and which were ruinous to one party or the other; yet in all but a few dozen instances those contracts were honored.

While character in certain forms is recognized as worth so much, it is strange that the business world is so indifferent to its value in other directions. Thus even in the matter of truthfulness, men who would sacrifice their all rather than fail to fulfill an explicit contract will leave their neighbor to "look out for himself" in the matter of the quality of the goods with which they fill up an order, or of the materials and the workmanship which they employ on a job done for him. In fact, the most curious and conventional limits of obligations are recognized in the business world today, and these are just as injurious to business as they are to morals. When men everywhere are more eager to avoid injuring their neighbor than to keep him from injuring them, there will be a double gain to commerce and to the commercial class.

Another notable limitation is the failure to appreciate the business importance of other virtues than veracity. We justly censure the man who loses self-control in a burning audience room, and makes his way to the door by brute force, over the bodies of women and children. When it was said of a prominent man that he had saved his life in a steamboat fire in a fashion which showed the most callous indifference to the safety of his fellow passengers, he was very prompt and urgent in contradiction; and with reason. Panic fear is no excuse for the cowardice which imperils the lives of others. Yet in a business panic there is hardly any blame attached to the abject terror which leads a business man to "save himself" by any means at hand, to the heightening of the general alarm and severe suffering of other business men. Cowardice is just as much a vice as lying. Fear is natural, and the truest courage is the victory of a disciplined will over natural fear. Cowardice is the failure of the will to do its part. And until we add the virtue of courage to the virtue of veracity in the moral code of business, these periodic prostrations of confidence will continue, to the great injury of both wealth and character. At present our business methods are really more moral than our characters.

Another defect in our business morals is the failure to recognize fully the right relation of service to profit, or use to gain. It is recognized to a certain extent. The lottery has been put down. The gambling table has been made illegal, and gambling hides itself behind closed shutters and drawn blinds. But a root evil of gambling is that it seeks to make a gain without rendering a service. It is therefore the purest illustration of covetousness; that is, the desire to enrich one's self at the expense of one's neighbor.

Is it not true, however, that a very large part of business reaches no higher moral level than this? Is there even a desire to serve any use while accomplishing a gain? It would be presumptuous to pronounce upon many transactions of a speculative nature, as to whether or not they come under this censure. There are often services in such transactions which do not appear on the surface. But there are also many transactions, considered perfectly legitimate, in which it is hard to trace even the suggestion of a service to the other party, and which, therefore, must come under the condemnation of the Tenth Commandment.

No gain without a use, no profit without a service, is really a part of the moral code of honest business.—Sunday School Times.

A GERMAN VIEW OF AMERICAN ADVERTISING.

It is pleasant sometimes, and profitable as well, to see oursel's as ithers see us. The tourist hitherward from Europe very often gives us this chance; but he is most frequently an Englishman or a Frenchman. Very recently, though a well-known German has taken our country in hand, and has written of what he saw here in the monthly called Nord and Sud. The writer is Dr. Paul Lindau, the editor of the magazine referred to; and, being an editor, he has been especially observant of the style in which we advertise.

What impressed him mainly in our announcements of things for sale was the intensity of the advertising descriptions. Everything here seems to him to be in the superlative. Nothing our dealers offer is merely good, or good enough; it is al "absolutely good." But his comments refer mainly to the Northwestern States, and his most vivid examples were picked up in Seattle. In every new article we put upon the market he finds our first plan is to obtain for it a very "conspicuous" or else a most astounding name. The name must "show at once that it would be impossible to surpass the article's good qualities."

"There are 'standard tooth brushes,' 'standard writing machines,' 'standard' everything."

This word "standard" was first, and I think has been longest, applied to Webster's dictionary, with which Dr. Lindau does not seem to connect it. But he goes on:

"Another variety is 'elite shoe blacking,' 'palace insect powder,' etc. Many shops have as part of their device the letters 'I X L,' to be interpreted as 'I excel.' The newspapers furnish most frightful wood cuts of butch-

ers, piano tuners, etc., while posters which are often the work of skilled artists, and are not badly printed in colors, assume such dimensions that it is impossible in Europe to form any idea of them. Whole scenes of sensational dramas are frequently represented, with figures of twelve persons more in life size.

Our habit of putting up posters and advertisements everywhere was offensive to Dr. Lindau.

They are seen "in every conceivable and inconceivable place"—on "buildings in course of erection, bridges, railings, heaps of building stone, temporarily standing somewhere," etc. In the midst of the Western forests he did not escape seeing them. "On the road between Vancouver and New Westminster the trunks of trees are made to announce the excellent qualities of certain tooth washes, digestion pastilles, etc., while in the new towns advertisements are chalked in large type on tall, black posts."

He found that even the dogs were utilized somewhere in the West—which, as it is certainly exceptional even here, may be worth further attention. Those he saw were white dogs and bore on their backs "the address in black of a hat manufacturer." As the whole country is vexed with useless curs, perhaps this fashion, when it is better known, may be further adopted to make them useful, while an accompanying muzzle makes them harmless. (This is cur-sorily, not dog-matically suggested.)

The doctor was struck also with the carriages he met bearing gigantic placards. In some were bands of music; in some a flag-bearer holding up the banner on which was printed the advertisem,ent in large type. To advertise some toilet specific which had a name containing seven letters, he says "seven black fellows in grotesque costumes paraded the streets as sandwich men, each bearing a single letter of the name in large, black type o nthe front of a tall and narrow snow-white hat." Another letter appeared on the back—white on the coat's black ground—and the two were so fixed that the toilet article could be read in two ways. The particular sandwich men, the doctor said, stopped a little too often on their route, and, later in the day, were found reeling away from the proper orthography and mixing their letters terribly.

The hint for this style of advertising was no doubt taken from the method of a certain soap manufacturer who, when dudeism was first satirized here, employed two good-looking young colored men to dress as extreme dudes, with collars, however, very greatly exaggerated in the rear—to the size very nearly of a dashboard. These mimics had to walk over a certain part of New York, covering Fifth Avenue, Broadway and Union Square, in part; and in other towns the same animated advertisement prevailed. The advertisement was: "Use ——'s Soap"; and it was to be read on the back of the huge collar. As no one met these dude sandwiches without looking a second time after they passed, everybody saw the advertisement.

The tooth soap "surpassing all superlatives" amused Dr. Lindau, and so did the girls who display their long hair to show off a hair wash. But his main objection to all these things is want of good taste. He says: "The idea that there could be such a thing as bad taste in the matter of advertising never crosses the American mind. A certain chocolate manufacturer, for instance, guaranteed a good income to the family of a notorious criminal who was under sentence of death because he (the criminal), immediately before his execution, uttered as his last words into the phonograph: 'The best chocolate is that of Mr. ——. It has been my last solace on earth.'"—Printers' Ink.

ALUMINIUM BOATS.

Fifty years ago the introduction of iron as a building material created a revolution in the science and art of shipbuilding. It is now certain that in the very near future an even more important revolution will be created by the introduction of aluminium. At present there are in existence but five small craft constructed of this metal. Three are petroleum yachts, which were built this year at Zurich. One is a Swedish lifeboat. The fifth is a yacht which is now completing for sea in this country. Until two or three years ago the high price of aluminium entirely barred the way to its general usefulness, but the metal has since become much cheaper, and to the shipbuilder it offers so many striking advantages that, even at the comparatively high price which is still charged for it, it is sure of general adoption. In strength and toughness it rivals steel, in non-reliability to corrosion it is almost as good as gold, and in lightness it stands altogether alone. Nor is this all. The hull of an old iron ship, when sold to be broken up, goes for nearly nothing. The hull of an old aluminium ship would, it is estimated, if disposed of as worn out metal, fetch nearly two-thirds of its original cost. This is a consideration which capitalists and investors are not likely to lose sight of. To the naval constructor aluminium comes, of course, as precisely the material of which he is mostly in need. His great problem of late years has been to reduce to the lowest possible dimensions what may be called the inevitable weights of his vessels. It is computed that, by using aluminium instead of steel, he may, without sacrifice of strength, reduce the weight of a ship's hull by fully one-half.—Iron and Steel Trades Journal.

POINTS FOR RETAILERS.

First consult wisely, then resolve firmly, and then execute your purpose with inflexible perseverance.

Leave politics alone. Politics is the bnsiness of the state; fair dealing is the business of the merchant or storekeeper.

The welfare of a small trader depends largely upon the frequency with which his limited stock is cleared out, and replaced by fresh supplies.

Some merchants have an easy, offhand way of calling attention to articles, which is very pleasing to customers.

The store is the place wherein to practice that which is taught in the place of worship but it is not the place to traffic under the cloak of a religious reputation.

In localities where competition abounds, there is one element by which the small trader can usually outstrip his more powerful rival—and that element is civility.

A merchant should make himself agreeable alike to rich and poor, and should never resort to mean subterfuge and deception to gain approbation and support

It is said that there are retail establishments in some of our large cities, where the prevailing manner seems to say: "Hurry and come to the point; buy and get out of the way."

A merchant of taste will have no difficulty while the goods are fresh and his fittings are new in making an attractive show with a moderate asortment in each line which he carries.

The sole reliance of the merchant should be the integrity of his transactions, and in the kindness and civility of his demeanor. He should make it to interest and the pleasure of the customer to come to his store.

A merchant about starting business, should consider well the nature of the trade he purposes to carry on; the population, wants and habits of the locality; and the extent to which they are already supplied.

Buyers in the aggregate, think very little about sellers, and will rarely move much out of their way to make a purchase at their friend's, provided they can get the article they want equally cheap and equally good in the immediate neighborhood where they may chance to be.—Ex.

A competition for a long time been carried on among the English ironmasters as to the degree of thinness to which cold iron could be rolled. In one case the sheets have been rolled to an average thickness or thinness of the eighteen-hundredth part of an inch, in other words, 1,800 of these sheets of this iron piled one upon another would measure only an inch in thickness. And this marvelous fineness of work may be more readily understood when the facf is borne in mind that the great number of 1,200 sheets of thinnest tissue paper measures a slight fraction over an inch. It also appears that these wonderful iron sheets were perfectly smooth and easy to write upon, notwithstanding the fact of their being porous when held up in a strong light.

It is a well recognised fact that no business establishment is complete without some cash carrier system. Attention is called to the Whiting Cash and Parcel Carrier. It seems in it impossible for anything to get out of order, as there are no cords or springs. Merchants throughout the country, who give it a trial, may satisfy themselves of its merits, feeling satisfied that where once introduced it would never be parted with.

SARNIA, Ont., June 8, 1892.

H. E. WHITING, ESQ, London:

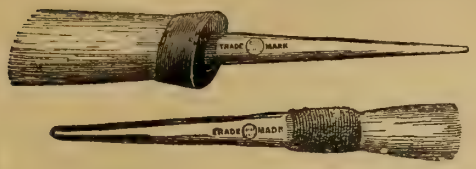
DEAR SIR,—I have been using your Cash Carriers for a long time, and must say they fill the bill in every particular, especially as to their keeping in order. It seems to me that they could hardly be improved on.

I remain, yours truly,

(Signed) JOHN LEYS,
Late Leys & Morrison.

This carrier has been in use two years and six months. adv.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

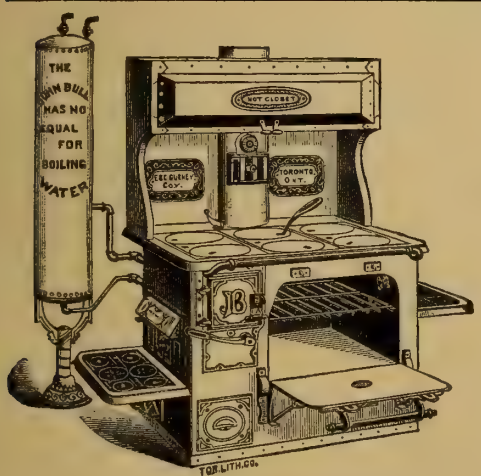
BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11 :

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY. The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern ; so that we have the somewhat singular sight of a combine reducing prices."



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.
—Made only by—
Pigou, Wilks & Laurence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.

Painters' Brushes.

With FLEXIBLE BRIDLES attached. Specially designed to supersede the old-fashioned Twine Bridles.

TWINE, MONEY AND LABOR SAVED.

CHAS. BOECKH & SONS, Manufacturers,
TORONTO.

For sale by all leading Hardware, Paint and Oil Trade.

H. R. IVES & CO.

The Montreal Herald in its special trade issue has the following to say:

The firm of H. R. Ives & Co. started in 1859 as a foundry and hardware manufactory. It was the first in the country to manufacture small hardware. The struggle to find a market for this was hard and prolonged, but the company persevered and at last achieved success. About 1868 business operations were entered upon on a more extensive scale by the manufacture of stoves. This has grown to an enormous extent, and promises to be one of the great enterprises of the future. The ability of the firm to do good work was shown by the magnificent wrought iron gates and iron railing which it made to enclose the Parliamentary buildings at Ottawa. For beauty and strength these are unequalled by any such work in the Dominion, if not on the continent. In 1880 a new branch of business was undertaken in the manufacture of barbed wire fencing, which promises to become an important industry. The factory turns out nearly 1,000 tons per year. Some two hundred men find employement in the Montreal workshops. So immensely has the business expanded that in 1881 new buildings were erected in Longeuil,in which more than a hundred men find employment.

CATERING TO THE PUBLIC.

Human nature in some respects is the same in each and every individual. While men may in a general way be entirely opposite to each other in habits, mode of life, likes and dislikes, nevertheless there are some characteristics that are found in 999 men out of 1,000. Curiosity is one trait that extends very generally throughout the human race. From the ancients to the present time, curiosity has been a plane upon which all men have met as brothers and this, statement may be verified by any one taking the trouble to look over a crowd surrounding a toy peddler or a man known in common parlance as a "fakir." A new puzzle or toy will attract and hold a crowd—banker, bootblack, white man and negro, gray hairs and youth, all pushing and striving for a favorable position, and what is the motive? Curiosity.

Stop in a crowded thoroughfare and look up at any elevated point, and in ten minutes a crowd of people will collect and stare, wonder and question with their neighbors as to the matter of interest. Curiosity governs the crowd. Everyone will admit that the foregoing is true, not only in this country, but throughout the civilized world, and, in fact, the uncivilized as well.

To a certain extent this fact may be utilized in business, and a safe statement is: Every firm that caters to the public, and by so doing has achieved success, has attained the same to a certain extent by playing on the curiosity of the public. Another fact not to be overlooked is this: The average man has certain ideas concerning certain things. Opinions are formed from impressions given by a certain thing. The majority of ideas formed from the same impression will be very similar; therefore when making statements do so in such a way as to cause a man to say "That's so." In making a display work upon the chord that may be struck in the average man. If a person stops to view your display, the exhibit should be at once pleasing and at the same time of such a character as to demand a future recollection.

Business to-day is done by notifying the public that you are in business, and by placing before it such goods as will please and make a lasting impression.

A successful business man must be either a student of human nature or a man with the ability to appreciate the fact that he is not, and have the foresight to engage a man who is. Advertising and window dressing in the present day is done by men who make the work a study, and who are particularly suited to the work.

In the hardware business the opportunity for attractive display and interesting advertising is unusually extended. In many other lines of business the goods relate, more or less, to the season, while in the hardware business some goods are sold which are seasonable in any season. Then, again, in the line of goods which comprise the hardware business, there are many things particularly interesting at certain seasons. As an instance of this the line of sporting goods is always one which will interest, and at any time of the year. The average man has a weak point which tends toward sport of some variety. This fact should be borne in mind.

When dressing a window it is al ways well to have a certain space devoted to sporting goods. A pair of bamboo rods, one or two guns and revolvers are always drawing cards. Then a few pocket knives partly opened and neatly arranged. There are any number of brightly finished tools which will appeal to some particular class, which may be tastefully arranged. The little things or novelties are the ones that attract attention. It is foolish in the extreme to use good display room for staple goods. Every person knows that the hardware store is supplied with hammers, planes, axe handles, etc., etc., but people do not know of all the new things constantly being put on the market, unless they see them displayed. A good expenditure of time may be made in keeping the window glass clean and well polished. Some say a highly polished plate glass window becomes a looking-glass and that the glance does not go further; if you can attract any one by having a looking glass, well and good; a very desirable state of affairs, in fact. The idea of a person seeing no further than the glass is a myth. Black velvet is the best covering for the bottom of the window. "But it would soon be covered with dust," some one may say. Yes, so it will, and your window and tools will become covered with fly specks, cobwebs and dust if they are not attended to, and the balance sheet will show a sum on the wrong side. Displays should be changed frequently. If tools become a little worn or speckled, sell the samples and put out new samples from stock.

A certain amount of attention should be paid to the events of the times. For instance, if a large bicycle race is to take place, put a wheel in the window. If the race is won on a make of wheel carried in stock, state the fact on a neatly-written card. If not, find out from the manufacturers of your wheel whether or not any event of moment has taken place in which your wheel has been used. If fishing be the topic of discussion, decorate the window with fishermen's goods; if the notice of the public be brought to agricultural matters, display some vegetables grown from seeds sold by you. In other words, be up with the times and in touch with the public.

Inside your store the same rule, generally speaking, holds good. The front of the store should be devoted to attractive, showy goods, while the staples and heavy matter should be kept upstairs, downstairs, or in the bac kpart of the store. Show cases should contain the small wares which are highly polished and susceptible to dampness. The cases should be trimmed in black. For inside trimming white is advocated by some, but experience has proven that black is the best background. A rule that applies to show case and window is: Don't try to get all your line in at once, but keep changing the display and in this way exhibit your entire line. The mistake of crowding is so common that it is hard to appreciate the fact that a few pieces are much more effective. A card of description is often very desirable. If you wish to use a notice don't print it yourself, unless you are an artist, but get it done artistically. A "home made" notice looks cheap and hurts you. So much for store display. Now for the general display made by your advertisement.

Advertisement writing is an art and that it is but imperfectly understood by the average man is evidenced by the pages of the daily and trade papers. The following rules may be generally followed in advertising.

Do not go into details; make all sentences short and to the point. Write your "ad," and then cut out every word you can and still retain the sense. Don't use a dozen different styles of type. Use one type for the head or catch line, one type for the body of the "ad.," and, if desired, another for the firm name. If your "ad." goes on a page full of cuts, don't use a cut; your "ad." should be distinct; use plain type, such as you saw in your primer at school, and vice versa. Talk about your goods, not about your firm. When you were established and how long you have been in business are facts that do not interest the public. Talk about your goods. Don't try to talk about the entire line at once. Take a certain article suited to the season, the class of trade, and thoughts of the public. Advertise that article. The object of an "ad." is to attract people to your place of business. When you get them you can go into details. If you have a cut for a trade mark don't try to tell all the story on this cut. If you do, the chances are it will blot; if it does not blot, people will not read it anyway. Have everything which acts as a medium between yourself and the people distinctive. Don't be just like some one else. Cater to human nature and success will follow.—W. H. B. in Iron Age.



OUR SWING STROP No 26

Is so constructed that the razor cannot cut the edges. The Leather and Webbing are made specially for this strop. The best value ever offered in Canada.

The Hemming Bros.' Co., Ltd.,
76 York St., Toronto.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

TO CARRIAGE HARDWAREMEN



The season for Horse Shoe Vises is at hand. It will pay you to get samples now.

A. B. JARDINE & CO.,
HESPELER, ONT.

The Toronto Silver Plate Co.,



Manufacturers of
Sterling Silver
—AND—
Electro Silver Plated Wares.
A large line of Novelties suitable for
CHRISTMAS TRADE.

We have now in our Printer's hands, a catalogue, illustrating a number of Staple lines, a copy of which we shall be pleased to send the TRADE on application.

Bear in mind that all Silver Ware Stamped **Toronto Silver Plate Co., is Guaranteed.**

Factories and Salesrooms,
TORONTO, CANADA.

E. G. GOODERHAM,
Manager.
JNO. C. COPP,
Sec.-Treas.

We solicit enquiries for quotations on the following goods for immediate or fall shipment :

Large Brass and Copper Preserving Kettles, American Hudson and Little Star Apple Parers, Peach Parers, Fruit Presses, Meat Cutters, Sausage Stuffers, Cow Ties, Rope Halters, etc.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: **SAMUEL, SONS & BENJAMIN,**
164 Fenchurch St., London, E.C.

Business Changes

SALES MADE OR PENDING.

F. B. Hugg, general merchant, Carman, Man., has sold out to Richardson & Mullen.

Boulton & Co., general merchants, Russell, Man., have sold out to Brown, Smellie & Co

J. F. Truswell, general merchant, Huntingdon, Que., has been succeeded by Stella Truswell.

The general store stock in the estate of S. Fournier, Sudburg, Ont., is advertised for sale by tender.

REMOVALS AND DEATHS.

Williams & Co., stoves and tinware merchants, Nelson, B. C., are going out of business.

PARTNERSHIPS FORMED AND DISSOLVED.

The Cape Breton Foundry & Machine Co., Sydney, N. S., have dissolved.

Wortman & Ward Mfg. Co., founders, London, Ont., have dissolved, Wm. W. Wortman and A. B. McKay continuing.

Melvin & Co., hardware merchants, Halifax, have registered co-partnership with Arthur L. Melvin the sole member of the firm.

G. A. Fraser & Co., ship chandlers, Vancouver, B. C., have dissolved, G. A. Fraser retiring. The business is continued under unchanged style by the remaining partners.

Booth & Son, coppersmiths and manufacturers of and dealers in plumbers' supplies. Toronto, have dissolved. The brass finishing and plumbers' supply department is continued by J. O. Parker under the style J. O. Parker & Co. The coppersmith business is continued by George Booth under the style The Booth Copper Co.

FIRES.

The British Columbia Iron Work Co., Vancouver, B. C., is burnt out. Partially insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Axford Bros., general merchants, Belmont, Ont., have assigned.

J. F. Shillington, general merchant, Hartney, Man., has assigned.

Henry Hilker, general merchant, Underwood, Ont., has assigned.

Amos J. Bourque, general merchant, Cape Bald, N.B., has assigned.

Thomas Villenenve, general merchant, L'Ansean Foin, Que., has assigned.

Jean Gauthier, general merchant, St. Jerome (Chicoutimi, Co.), has assigned.

Ruby & Hilker, general and grain merchants, Port Elgin, Ont., have assigned.

W. R. McKay, general merchant, Strathroy, Ont., has assigned to Thos. W. Nash.

Geo. W. Berney, tinsmith, Caledon East, Ont., has assigned to Agustus Sanderson.

The French Syndicate, general merchants, Northfield, B.C., have given a chattel mortgage for $2,000.

Demand of assignment has been made upon Baudet, Lefebvre & Garneau, wholesale hardware merchants, Que.

H. A. Bedard has been appointed provisional guardian in the estate of A. H. Bernier, general merchant, Isle Verte, Que.

THE MOLDER'S ART.

Molding is an art not attainable by every man, while as a matter of fact its appreciation is not on par with its merits. The molding of castings to a casual observer is not suggestive of much more than the mechanical act of emptying a ladle, and apparently as innocent of skill as filling a teacup with its fluid allowance of Hyson and Oolong. The composition of the liquid metal, its graded temperature, the dexterity of touch essential to its even deposit, and the necessary accuracy of the mold in which the iron formulates are non-observable to the untrained eye, whereas they involve a degree of skill of which the general surroundings are seldom suggestive. The molding department in many foundries is the least decent or attractive of any; others may be models of excellence in the way of improved tools and comfort and convenience of workmen, while the foundry is of the old antiquated type, with a debris of broken flasks, general untidiness and the usual ventilation of fractured windows. These environments are, however, deceptive, as reflecting on the technical and commercial aspects of the molder's art. The one is more than a manual act, and the other than a pecadillo. The success or failure of the manufacturer of iron products has in many cases had its initial in the foundry. It is there the first money is made, and the reputation for reliable work on which success in business so largely depends has been established.

Molding as an art has hitherto been difficult to formulate or reduce to a system. It is an exception to many branches of industry, in which the senses of touch and sight are always amenable to the judgment of the operator. In the making of a machine errors can be detected and corrected as soon as made and the construction perfected if by piece-meal. It is not so in the molders art. The stereotyping of casting is complete with or without an error, while some of the essentials of good work and perfect formation are beyond the immediate control of the molder. The conditions that cannot be foreseen are numerous. There may be carelessness in the melter, an error in the amount of metal put in the mold, or a delinquency in the core, for which the molder is not directly responsible, but which in spite of the highest skill, may result in an imperfect or useless casting. In the case of machine molding, we have mechanical exactness with the same chances of error operative with the volition or instinct of the hand molder absent. In certain classes or types of casting the machine molder is a success, but must from the causes named be more or less limited in scope. The power machine is but a national evolution, and has perhaps been arrested in its development by more or less of prejudice on the part of workmen to so radical an innovation on time honored methods. The economics of the question are after all its vital factors. Product varies with the machine as with the molder, and the estimate of a fair day's work is yet comparatively diffusive and undetermined. In a very thorough and able article on this question by Harris Tabor, in Cassier's Magazine of recent date we find the following, that is pertinent to the matter of production:

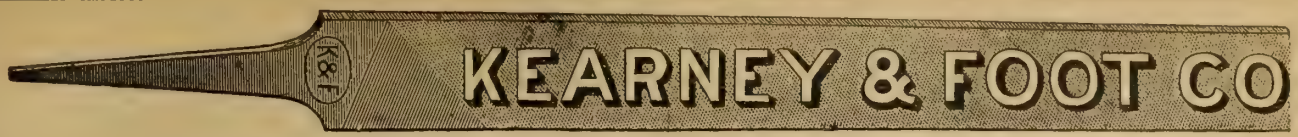
A machine that will mold 175 flasks, 16 x 16 x 10 inches deep, with two men to operate it, in one foundry, would, under precisely the same conditions, mold 250 in another. One manager may surround his machine with little conveniences for handling work and thus increase his product, while another would compel the machine men to work under disadvantages. The treasurer and practical shop man of a foundry were observing the operation of an automatic machine, with watch in hand; a complete half mold in 16-inch nowel, or as they would say out West, drag, 5 inches deep, had just been made and turned on the floor for inspection in ten seconds after the sand was put in the flask, when the treasurer asked the question, "How many molds can be made in a day?" Before the writer could reply the shop man said, "That is not the question; the question is, How many molds can we take care of?" A better answer could not have been given.

It is perhaps but a question of time, when in the molder's art, as in all others, mechanical aids will revolutionize some of the old and time-worn methods.—Age of Steel.



ALONZO W. SPOONER,
PORT HOPE.

OFFICES: 100-102 Reade St., New York, U.S.A.



WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

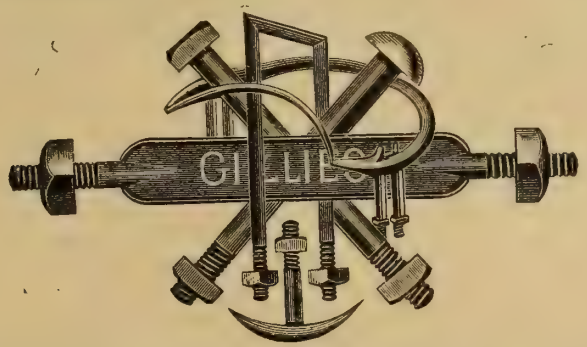
--GLASS--

WINDOW GLASS,
COLORED GLASS,
ENAMELLED GLASS,
ROLLED GLASS.

See Latest Designs in
Fancy Imperial and Mechanical Embossed.

A. RAMSAY & SON,
Established 1842.
MONTREAL.

BOLTS, FORGINGS. GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.
GEO. GILLIES, Gananoque, Ont.

The E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.

MAMMOTH WORKS AT HULL, CANADA.

Fencing Wire.

Annealed and Oiled and Galvanized Wire in stock of the famous "Whitecross" brand. Get our prices before buying.

A. C. LESLIE & CO., Agents,
445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"
PORTLAND CEMENT.
BEST ENGLISH BRAND MADE.

Canadian Consignees :
McRAE & Co.,
Ottawa and Toronto.

New Wrought Iron Pipe Bedsteads

Strength, Durability, and Comfort Combined. No wood about their construction. Proof against disease germs, and vermin.

J. & C. Hodgson
Wrought Iron Pipe Manufacturers,
MONTREAL.

H. D. SIMMONS,
74 York St., Toronto,
Western Representative.
SEE SAMPLE AND GET PRICES.



Excellent Quality! Reasonable Price



ADAMS-MARS BEST.
GALVANIZED SHEET IRON. SP

Canadian White Enamel Sign Co.
All kinds White Enamel Letters and Numbers.
GEO. BENGOUGH, Mgr.,
10-12 Adelaide St. East,
Agents Wanted. TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
Bradley M.L.S.		
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 50	8 75
D.C., 12½ x 17	4 00	4 25
D.X.,	5 00	5 25
D.X.X. "	6 00	6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 00	8 25
I.X. Terne Tin	10 00	10 25
Old process I.C.		13 00
" " I.X.		16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6¾
26 "	7	7¼
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2½, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3½
28 "	, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 62½ to 65 p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¾ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4¾ 4¾
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¼
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ¼ to ¾ in	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 05½ 0 05¾
Domestic "	0 05 0 05¼

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06¾

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.c cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 57½
Boiled "	0 60 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 46½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, one shipment 17½ per cent.

Wads.—Baldwin's.

	per 1 lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45

Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb . 0 25 0 37

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests, Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc. Prices Low. Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   Basis—50 to 60 dy..... 2 30
   40dy..... 2 35
   30 dy..... 2 40
   20, 16 & 12 dy..... 2 45
   10 dy..... 2 50
   8 & 9 dy..... 2 55
   6 & 7 dy..... 2 70
2. American Pattern Only
   from 4 to 5 dy 2 90
   3 dy. (lath)..... 3 30
3. Canada Pattern Only
   from 4 to 5 dy 2 80
   3 dy. (lath)..... 3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian, dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9½ 9¾	11 11½
¼, 5-16, ⅜ in.....	10½ 10¾	11½ 11¾
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ¼ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 25 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
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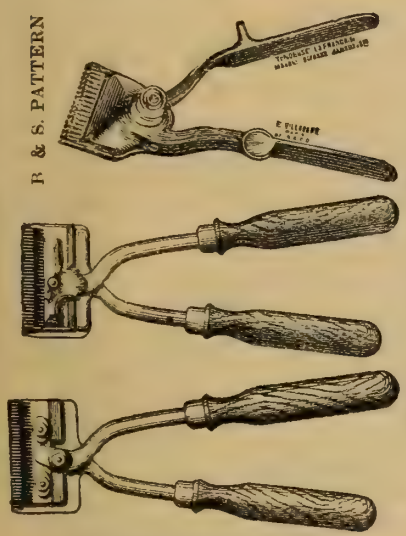
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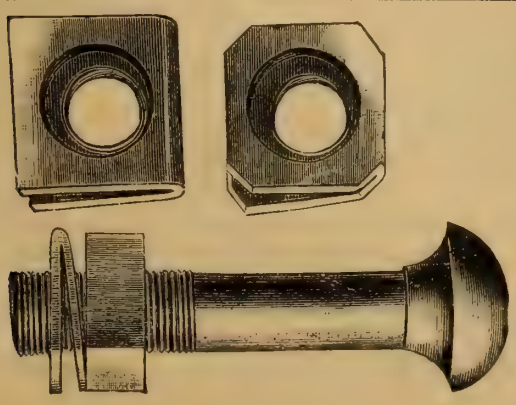
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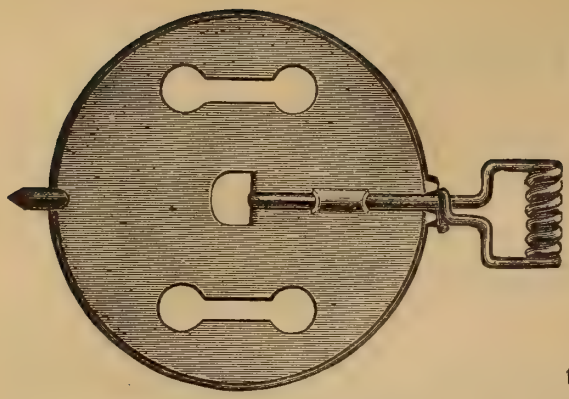
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VOL. IV. TORONTO, SEPTEMBER 24, 1892. No. 39.

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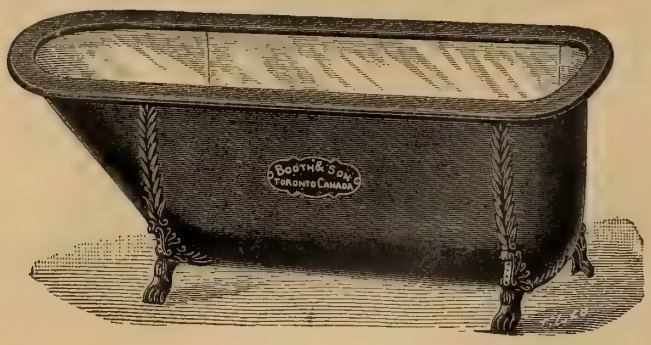
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Vol. 4. TORONTO, SEPTEMBER 24, 1892 No. 39

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

This is the time of year when the casual familiar shop-loafer and the absent-minded customer innocently toy with the shot in the trader's open sample case on the counter, and inadvertently scoop handfuls out of one compartment and pour them into another. The merchant is usually all-unconscious of this mixing up process, and only discovers that it has been going on for some time when a sharp-eyed Nimrod comes in to select a few grades for different purposes. Then he finds out that his assortments are alike, inasmuch as they are all very miscellaneous. People blacken their hands and confuse sizes out of mere idleness, and because they rather like the fresh feeling of the solid spheres as they move freely against each other, and glide like quicksilver off the inclined palm of the hand. They do not suppose they are in mischief when they are thus engaged, and would be surprised to see how wrathy the result of their labors makes the gentle shopkeeper. A glass cover should separate the samples from those mischievous fingers.

* * *

Shot is exasperating in another way. It is a difficult thing to tie up, and a pound makes a small parcel, though one that must be securely tied. It is not so bad since paper bags came into general use. But in the old days, when shot had to be tied up in a sheet of paper, five or six pounds of it was not easily imprisoned by the salesman. All beginners must remember their first experience in tying up a parcel of shot, how they had to chase fugitive grains all over the counter, how from each little opening the unruly pellets gushed out and pursued each other all over the counter, and how when one end of the parcel had been successfully closed a little violence broke the paper and freed them again. Learners were wont to do the tying up in the scale pan, from which the shot could not escape entirely beyond control. Even yet bags do not always answer the purpose, as they are not heavy enough to hold in more than a few pounds, and have to be wrapped in another covering. Shot is still hard to handle, and it would be well if the retailer would make it a rule not to sell less than two or three pounds at once. This would enable him to have parcels made up and tied ready for the purchaser, and obviate any delay that might otherwise be occasioned.

* * *

The cholera scare has its effect upon certain lines handled by the hardware merchant. Glass, for example, though quoted no higher, is firmer, and only lacks the stimulus of a strong demand to take a sharp advance. The fall shipments should have begun to arrive about a fortnight ago, and the first of them would have reached this market before the middle of the month but for quarantine detention. The Wandrahm, which has been lying off Montreal for above a week, and which came past Quebec in defiance of provincial prohibition, has a large quantity of Belgian glass on board. Other boats will be delayed in the same way. It happens this fall that the trade can stand some delay in the receipt of their new glass, but cannot prevent prices from hardening perceptibly. Sheet zinc, a great part of which is shipped from the port of Antwerp, is likely to be considerably higher, on account of obstacles that cholera precautions put in the way of its transit. A very strong tone now characterizes the market, and as the demand is active an advance appears to be imminent. The imports of Russian iron just caught timely delivery, or they would have been debarred for probably a fortnight or more. Coming from a plague-stricken part of Europe, and wrapped in canvas, a medium in which contagion might lurk, Russian iron would have been certain to be excluded until there was every assurance of its harmlessness. The many lines of fancy hardware, cutlery, tools, wire, etc., which are imported from Germany every fall, will probably fall off very greatly in volume this season, as a consequence of the dread of cholera infection.

* * *

Discount for cash pays better than reduction for quantity, and is even better by itself than along with the other, unless the magnitude of the trader's business puts him on a footing to get the full benefit of both. It does not pay a man who does a small business to reach out after advantages that are intended to fit a big one. The temptation to buy a large lot of goods because the price changes in inverse proportion to the size of the purchase, is often greater than at first sight it would appear. The exigencies of competition aggravate the temptation, as the trader aims to buy at prices that will enable him to sell at least on a parity with his price-cutting opponent. But he ought to measure the saturating power of his custom, and to remember also that cheapness stimulates the buying capacity but little for hardware lines. In a given time, say the time during which payment is maturing, only a certain volume of stock can be sold. Whatever remains of a purchase after that, represents money for

which the trader has to pay interest, either directly, or indirectly by subtracting from profits. This has a corroding effect on the fractional gain that purchasing in round lots is intended to catch. The large purchase pays only the large seller. On the other hand discount for cash is an advantage. Moderate sized purchases made for ready money are the backbone of trade. A trader can handle a small lot where he could not handle a large one; he gets discount for cash and so can bear the friction on profits that competition induces; he has his own money, instead of some one else's, in the business and will husband his resources accordingly, not waste them in needless cutting reckless credit, dead stock, etc. But to pay money down for a great quantity of goods that it will take four or five times the credit term to sell, is rash, no matter how low the price is. It is like to the case of a man who writes about two a letters a month buying 500 envelopes and a corresponding quantity of writing paper, because the round lot came rather cheap. A friend who had some business in him ironically advised the investor to lay out $15 at once for the necessary stamps to post all the letters in which the material was to be consumed.

* * *

Some of the manufacturers of Canada plate are evidently taking too little account of the consumer and are producing inferior stock. This was a subject of complaint last year as well. Importers complain that in some brands the finish is very bad, some having a deep border around the whole plate, of a different color from the rest. This has led to a refusal on the part of importers to guarantee stock of these brands. It is very short-sighted of the manufacturers to send such material in fulfilment of import orders. The plates that turned out badly last year injured the Canadian trade of their manufacturers. New sinners this year will be new sufferers next. The plate comes in free of duty. The manufacturer has no motive in our tariff therefore for descending to a low standard of quality for the purpose of keeping price down. Manufacturers of poor plate are just working into the hands of their competitors who maintain the quality, as it is the latter who will soon have control of the demand. There has been a considerable amount of complaining on the part of United States importers on account of the inferior quality of tin plate sent from Welsh mills since the stiff tariff was put on. Cheap manufacture, necessitated by the United States tariff, may have produced results that will be felt in all markets and upon other as well as tinned plate.

* * *

Upon a closer view the prospect of the fall trade becomes clearer and at the same time more cheering. This year the number of merchants who attended the Exhibition was larger than ever. That itself is an indication of an easy state of mind as to the early future. But more significant of mercantile hopefulness was the general tenor of the remarks the visitors let fall in the salesrooms. A still more convincing sign that a good feeling just now pervades the trade was the volume of business done by the retailers while they were in the city. They are usually very stinted of their orders thus early in the season. There appears to be fair warrant for this evidence of confidence among the retailers. The crops, while not so large as those of a year ago, are good, and have been housed in good condition. The general average of yield, taking one part of the country with another, is high. Prices are likely to be low, but as this is apparent to everybody there will be less of false hope abroad this year than there was last, to mislead farmers into holding on for a rise. To some extent they are becoming reconciled to low prices, and are gradually taking to the course that low prices have forced upon nearly all other classes of producers, namely, the cutting down of expenses. Rents have been lowered, the rate of interest is lower, implements grow cheaper every year, store accounts have been generally smaller, and purchases have been kept down. The last fact is proved by the business done by merchants since last fall. Labor, the farmer cannot depress, as it leaves the farm as soon as it becomes unremunerative. The farmers had to adjust themselves to a new condition that has been at work for the last two years. The duty which the United States tariff imposed on barley, and which has been in operation for that time, has driven barley-growing pretty well out of our agriculture for the time being. With it went an important source of early fall revenue, as barley was the grain upon which the farmer depended for his first harvest returns. The money to pay for it began to move from the banks in September, and was soon in circulation all over the country, toning up trade and converting book debts into cash. The decline of that staple grain caused a disturbance that was sorely felt, not only by the farmers but also by the merchants. Farmers are beginning to open their eyes to the necessity of doing without the revenue from barley, at all events until it has been demonstrated that they can raise two-rowed barley economically for the English market. In the meantime they must get money to meet their engagements and make their necessary purchases early in the fall. The marketing of wheat is therefore likely to be not so long or at least so largely deferred. If that is the case this fall, business will be brisker. The crop is large enough to set a large amount of money moving, even if prices are to be low. Nobody looks for anything extraordinary in the fall trade, but a higher degree of activity than we had in the fall of either 1890 or 1891 is expected.

* * *

If the creditor would strike the iron when it is hot he should push collection at the time it is due. At that time he will usually find the debtor in a favorable frame of mind. Not many men in debt view with indifference the near approach of the day when the money is expected. It has a disturbing effect, has the sense of swiftly maturing debt, and the man it disturbs feels at no other time so serious as when prompt notice comes that the money must be ready by the time agreed upon. Indulgence banishes care, and if the creditor obligingly refrains from an urgent or direct call for the money, he weakens this sense and correspondingly loses control over the debt. Any one who undertakes collection after maturity will realize this. That explains the secret of failure of repeated duns. The dun that comes at the critical time, that holds on and does not take "no" for an answer, that keeps the water hot right about the time of maturity, will get money if there is any. The easiness of some collectors defeats their purpose. They leave an impression on the mind of the debtor that they are not in want of the money, and would rather go without it than urge its payment. Of course he then feels that it is unnecessary for him to part with spare money upon so weak an appeal, and either replies or does not reply, but sends no money. The key-note of the tone of all replies is taken from the letter of the creditor or collector, and is earnest or apologetic according as the dunning letter is. You must ask if you would receive. There may be a little embarrassment avoided this fall if that be kept in mind.

OUR LONDON LETTER.

London, Sept. 9, 1892.

There are a few of the leading engineering firms in and around Manchester which keep fairly well employed, but it is questionable whether they have any weight of work far ahead. Taking the condition of the engineering trade generally throughout Lancashire, the outlook continues most unsatisfactory. Orders are being finished, and no new ones—or, not a sufficient number—are coming in to take their places. In Sheffield, makers of specialties for agricultural machinery and implements have had a fairly good season. Some good orders have been received for machine tools from abroad, and makers of agricultural and domestic machinery in Canada and Australia are still good customers for the cutting and other parts, and upon their orders some local firms depend for much of their work. In Birmingham there is a limited amount of business doing in the iron and hardware industries, and buying is of a hand-to-mouth character. There is much complaining about prices. Competition among local makers, as well as from the Germans, is very keen, and the few orders offering are much sought after. The London autumn trade is opening very quietly. St. John's, Newfoundland, is a very good market just now. The manufactured iron and steel trades in Middlesborough continue to be in a very depressed state, and there is a serious lack of orders. Matters in Newport are no better, and the tendency has been towards further depression. Reports in regard to all the principal industries of this central district are discouraging. In my previous letters I have pointed out the almost certainty that the tin plate industry would take root in the United States if properly looked after. My statements are borne out by constantly recurring facts. Only last Saturday a party of emigrants left England for the States to work in tin-plate factories there. They were some of the skilled workers of South Wales. Several parties of emigrants have gone before. Our Welsh tin-plate workers are recognizing the fact that the trade is destined to pass into the hands of the Americans, and are now making up their minds that if they cannot keep the trade at home they will set up works in the States and keep the industry as much as possible in their own hands. At the present time there are 60 tin-plate works idle in South Wales, and 10,000 men out of employment. Of course these men will naturally emigrate to the States as work is offered them there by tin-plate manufacturers. As regards trade generally, there is a prevailing impression that matters will get worse before they are better. Men are being discharged from the Clyde shipbuilding yards in large numbers. The conditions of trade is not nearly so good as it was three months ago, and we shall no doubt see further depression before the winter is over.

ENGLISH WORKMEN AND THE DEPRESSION.

Every sensible person must regret the unreasonable attitude taken up by the operatives in the Sheffield cutlery trade in the matter of accepting a small reduction of wages to enable their employers to successfully compete with foreign makers in such keenly contested markets as India offers. Many of the cutlery houses engaged in this particular market are complaining of the lack of co-operation shown by their employes in their efforts to retain the Indian trade. The McKinley tariff has closed the American market to British goods, except a certain sort of high-class cutlery, and has also shut it to the German manufactures, who have naturally turned their attention to the Indian market, where they have been able to place their cheaper wares to the detriment of the more reliable, although dearer English make. One old established cutlery manufacturer who has been in the habit of doing a very good business for many years past with India, found his orders falling off from this cause, and tried to come to an arrangement with his men, by which they should assist him, by conceding a reduction in wages of 5 per cent. This was refused point blank, with the result that the men are loafing about doing nothing, and the Germans are left with a free hand to do all the business. Bombay merchants are continually sending home for lower quotations, enclosing the price lists of German manufacturers, and adding, "Unless you can supply at these figures, it is no use sending," and as the men won't meet the masters, they cannot supply, and they don't send. A somewhat similar case has occurred recently in the same town, at the well-known firm of J. Rodgers, also on a question of wages. The firm required a reduction of 5 per cent. on goods made for stock. The men's trade union refused this, and ordered the men out on strike. Some of them obeyed, but many remained in. Even with this concession the firm will have quite enough to do to keep their hold on this market. It does seem foolish, and something more than that, that at times like these workmen's unions should advise a dogged resistance to a scheme for keeping the trade in English hands. Their cry is, "We are not going to have wages lowered whatever happens." There are signs that the men are resisting the tyranny of the unions. Taking a ballot on any important question shows that these bodies are not fully trusted, and this procedure if often followed now.

LAST MONTH'S HOME AND FOREIGN TRADE.

The official returns for August show a decline in the exports at the rate of 3 per cent. compared with August of 1891, but really the decrease is 7 per cent., because the past month included only four Sundays, whereas August, 1891, included five Sundays, and, therefore, one less working day than the past month. And then again the August of last year showed a heavy decrease as compared with August, 1890. But it is something if we don't exceed the decline of 11 per cent, which has been usual of late months. The decrease is mainly confined to yarn and textile fabrics, but there is a fall of £109,860 for machinery and mill work. We are now over fifteen million pounds behind 1891 in our exports, mainly due to metals (5 1-2 millions), and textiles (4 millions). We bought more goods last month as compared with August, 1891, by two millions, mainly articles of food and drink.

The month's trade with the Dominion, as regards metals and hardware, has been quite normal. The only point worth noting is the heavy decline in shipments of iron for railroad purposes as per the following figures:

August, 1890—27,797 tons, £145,427.
August, 1891—13,638 tons, £65,192.
August, 1892—14,399 tons, £64,084.

Instead of devoting attention to the trade between Canada and England during the past month, I shall do better by laying before your readers a concise statement, condensed from the official returns, giving the value of the trade between England and U.S.A. during the month of August, 1890, 1891, and 1892. McKinley was going to do us a terrible amount of damage, but our returns show that we can come up quite smiling after it all. Exports last month were only £300,000 behind those in August, 1890, when many exporters were beginning to anticipate the McKinley Act.

EXPORTS TO U.S.A. IN AUGUST.

	1890.	1891.	1892.
	£	£	£
Live animals	17,000	7,000	31,000
Beer and Ale	18,000	11,000	14,000
Salt	10,000	7,000	8,000
Wool, British	27,000	43.000	37,000
Cottons piece goods	72,000	84,000	99,000
Jute yarns	9,000	3,000	2,000
Linen yarns	3,000	2,000	2,000
Linen goods	151,000	149,000	212,000
Wollen yarns	19,000	4,000	1,000
Silk goods	101,000	56,000	40,000
Woollen goods	78,000	78,000	75,000
Worsted goods	374,000	194,000	247,000
Carpets, not rugs	25,000	17,000	14,000
Hardware	27,000	18,000	24,000
Iron, pig	48,000	16 000	16,000
Iron, bar, etc	14,000	8,000	8,000
Iron, railroad	11,000		
Iron, hoops, etc	22,000	4,000	14,000
Iron, tinplates	415,000	80,000	315,000
Iron, cast, etc	21,000	19,000	11,000
Steel	22,000	27,000	27,000
Lead and tin	5,000	1,000	1,000
Machinery	49,000	65,000	82,000
Apparel	24,000	16,000	11,000
Haberdashery	23,000	16,000	14,000
Alkali	108,000	89,000	98,000
Cement	45,000	48,000	31,000
Earthenware	63,000	74,000	94,000
Stationery	11,000	13,000	11,000
Furs, etc	96,000	89,000	67,000
Total	£1,908,000	£1,238,000	£1,606,000

COMBINING DRY GOODS WITH HARDWARE.

I notice as I journey round London and the big provincial towns, that the more important hardware shopkeepers are adding a stock of dry goods to their wares. One may often see a smart brass tipped fender placed within a couple of yards of a roll of cretonne or dress material. Fancy flower pots and ferns abound in such windows. It is becoming customary in all large stores which have a fairly good window space, to set out a furnished room—carpet, furniture, ornaments, and so forth. Of course, the several articles look much better when placed in such positions, and the intending buyer can obtain an accurate idea as to their fitness, appearance, etc. A nicely made lamp will have quite a different appearance in a well furnished room to what it will look like in a store among hundreds of similar lamps. There is no reason why hardware men should not sell dry goods, as one is a counterpart of the other. So far as I see in London, the tendency is to concentrate all goods in one store. The big stores, such as the Army and Navy, the Civil Service Co-operative store, and others, set the example, and sell practically everything; indeed, Mr. Whiteby, the universal provider, boasts that he can supply wives to would-be bridegrooms. That, however, is not so difficult as it would appear, for in this country there are quite six women to every man.

GOODLY EXHIBITS AT THE INDUSTRIAL.

The Industrial Exhibition of 1892 is now a thing of the past. Praise, therefore, which the old saw admonishes us to withhold from a fine day till we get to the end of it, is not at all events premature, and is certainly not undeserved. The great Fair was never better than it was this year. The magnificent assemblage of Canada's finest natural and industrial products spoke up for the country as no other organ can speak. Our various official departments, bureaus, commissions, our press and orators, cannot sketch a picture that will impress as the grand exhibits of the Industrial Fair impress all beholders. It makes for the progress of Canada,by advertistising her resources and indicating the pssibilities open to all who choose Canada for their home. It awakens the national pride, and thereby stimulates patriotism.

The exhibitors did their part to make the Fair a success. The emulation to excel each other in spectacular effect is one of the most valuable influences that could be called into play. The taste and originality thus enlisted in the separate exhibits make a compsite spectacle that is very imposing. Sameness has no chance to creep in and cause monotony, since each displayer has too much independence to imitate ideas that he sees embodied in other exhibits. Thus the rivalry of displayers is not confined to lines of the same kind, where trade rivalry exists, but runs through the whole Exhibition. Reference is made below to some leading exhibits :

CHOWN & CUNNINGHAM.

Messrs. Chown and Cunningham, of Kingston, exhibited a large number of their leading varieties of stoves. Their name is well known to the trade, and their stoves are justly celebrated. Two new stoves are specially worthy of mention. The Kitchen Favorite is a new range of very neat design, and is possessed of all the latest improvements, including the duplex grate. The Favorite Triumph is another new range, which has a portable steel oven which can be drawn out when it is desired to clean out the flues of the stove. It is a smaller range than the former one, but is nevertheless a fair sized and convenient range, and is very handsome in appearance. These two lines have been much admired by persons who have examined them, and competent stove men pronounce them the best ranges that have been put on the market for some time. Other ranges and parlor stoves were shown, all being striking in design and finish, and the firm were justly proud of their display.

CLARE BROS.

The largest exhibit of stoves and furnaces at the Exhibition was that of the Preston Stove Foundry, which is controlled by the energetic Clare Bros. This foundry was established in 1853, and their stoves and furnaces have always been handled by the leading stove men throughout the Dominion. Their furnaces are designed especially for the Canadian trade, and the severity of our winters is taken into consideration. Their furnaces have been designed so as to generate the largest amount of heat from the smallest amount of fuel. Their heaters combine all the requisites which can be necessary to flood rooms with fresh warm air, free from all poisonous gases, and also clear of destructive dust. The old cast iron furnaces have been replaced by combination steel plate and cast iron furnaces. They are sole owners of the patent fused joint, which is the best means of joining steel plate with cast iron without using bolts, rivets, or cement. This gives their furnaces a superiority over all other furnaces on the market in regard to this feature. All their steel body furnaces are fitted with the draw centre anti-clinker dumping and shaking grates, which is very simple in construction and action, as well as more durable than other grates. Their leading furnaces are the Pleasant Home, a tubular furnace for coal or wood; the Marvel, a steel plate furnace, for coal or wood; and the Steel Dome, with radiator. Besides these they manufacture many other varieties suitable for any sized house, church, schoolroom or other building. One of the latest additions to their line of stoves is the Favorite Diamond Range, which is specially designed and constructed so as to do even cooking, by a perfect distribution of heat over all sides of the oven, as well as by having the oven ventilated with both hot and cold fresh air, thus producing most perfect results. This range has four cooking holes, and the firm also manufacture four-holed cook stoves, which have the advantages mentioned in the range which bear the same name—Favorite Diamond. All stove dealers would do well to examine the favorite Diamond ranges and stoves, as well as the many other varieties manufactured by this company.

COPPERINE.

Every hardware merchant is familiar with the different brands of babbit metal, and all know of copperine. This metal is manufactured by Alonzo W. Spooner, Port Hope, Ont., who is also the manufacturer of Phenyle, the great disinfectant. Copperine is too well known in Canada to need any description in these columns. The purity of the material employed in its manufacture, and the superior quality of the article is well and favorably known, and this superiority has to a very great extent caused the displacement of all other compositions. As the cream rises to the top of the milk, so the best article of a number rises to the top in public favor..

WILLIAM BROWN.

One of the most interesting displays in the carriage hall was a display of carriage hardware by William Brown, of 44 Wellington street west, Toronto. This gentleman also carries a large stock of paints and varnishes. In paints, a full assortment of Johnston's and Valentine's colors are always in stock; in varnishes, the leading lines are Valentine's, Noble & Hoare's, McKenzie's and Harland's. In carriage hardware they are especially well able to supply everything that can be needed with the best quality of goods and in the most speedy manner. Their carriage lamps are shown in many beautiful varieties, and enamelled top and dash leathers are a special thing with them. They carry various kinds of patent wheels, felloes, spokes, hubs, shafts, rubber and enamelled cloth, springs, axles, moss, curled hair, tops, trimmings and furnishings. This firm make a specialty of this class of goods, and carry only the best, seeking only the best trade. Their goods are well known among hardware merchants.

CANADIAN RUBBER CO.

The Canadian Rubber Co., of Montreal made a good showing at the Exhibition, both in the main building and in the machinery hall. Attention is at once attracted to the latter by a section of the largest rubber belt ever made in Canada. It is of 12 ply, and is six feet nine inches in width, 366 1-2 feet long. The company has recently added some of the most expensive machinery ever made, specially adapted for the manufacture of large elevator belts, and they can now turn out belts of any thickness or number of plies desired. They have supplied these elevator belts to such large concerns as the Canadian Pacific, Grand Trunk and Intercolonial Railways, Montreal Warehousing Company, Montreal Elevating Company, Gooderham & Worts, etc. Forsyth's seamless belting in all etc. Forsyth's seamless belting in all sizes is shown, and their steam hose is said to be the very best made, owing to the fact that it is seamless. All the belting made by the company is made of extra heavy cotton duck, made especially for the purpose, and coated with the best of rubber. It is patent stretched and finished with a smooth metallic rubber surface. It is unaffected by heat, cold or moisture, and is said to be superior to leather or any other material for use in elevators, paper, saw, and flour mills, dye and print works, bleacheries, agricultural machines, and for every purpose where belting is required.

Great improvements have been made in the manufacture of vulcanized rubber hose, so as to secure strength, firmness and flexibility. Hose is made specially to order for steam fire engines and steam pumps, where unusual strength is required.

The demand for the endless threshing belts made by the company has been so great that the factory has been hard pressed to meet the demand, working part of the season 24 hours a day.

The factory at Montreal is one of the largest industries in Canada. The Toronto warehouse is at the corner of Front and Yonge streets, Mr. J. H. Walker being the general manager for the west. The exhibit is in charge of Mr. Robert J. Johnston, traveller for the company. The growth of the business recently necessitated the opening of a branch house in Winnipeg, and the western trade is extended largely in consequence.

METALLIC ROOFING CO.

The Metallic Roofing Co. made a nice display of their goods at the Exhibition. But what is a greater recommendation for their fire-proof steel shingles is the fact that twelve buildings belonging to the Exhibition have been roofed with these shingles by order of the architect, which includes the new grand stand erected this year. This shows that after practical tests running over several years, the architect has decided that no better roof-

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

"Schultze" Smokeless and American "Dead Shot" Gunpowders

THE BEST OF THEIR KINDS.

Cartridges, Cartridge Cases, Wadding, Shot, etc.

ing material exists than that manufactured by this company. They also manufacture Hayes' patent steel lathing, which holds the mortar keyed back and front, and which has been used on the best buildings in the city, including the University, Confederation Life, Freehold Loan Co., Board of Trade, Dominion Bank, and others. This is a recommendation which cannot be surpassed. This lathing, as well as their steel shingles, and their steel siding plates, is fire-proof, and hence effects a great saving in insurance, a strong consideration with most business men. Among other articles that they manufacture is a new Spanish tile in copper. This is being patented in Canada, and will no doubt be much in favor for roofing the better buildings and covering church spires. Their goods have been on the market for eight years, and are well known all over the Dominion. Their factory is at 84 to 90 Yonge street, and J. O. Thom is the manager of this thriving company.

READY MIXED PAINTS.

The handsome display of ready mixed paints made by the well-known firm of James Robertson & Co., on the ground floor of the main building was one of the finest ever made at the Toronto Ehxibition. It was much admired, not only by those interested in the trade, but by others. This firm's goods are in great demand throughout the Dominion, their high standing being known by every hardware dealer. A first-class business or a business of any status cannot afford to be without them. James Robetrson & Co. also manufacture a choice line of coach paints, and have a large output of white lead. All their products sell solely on their merits, the policy of the company being to keep up quality to an exacting standard of their own. Their lines of manufacture in other departments are equally well reputed, and in favor among the trade. Of those lines the following are now seasonable: Coal hods, copper kettles, dampers, elbows, lanterns, patent stove pipe, stove shovels, stove boards, etc.

A. Hobbs, hardware merchant, Tilsonburg, Ont., was married last week to Miss Elsie Hillman, eldest daughter of John Hillman, a former resident of Tilsonburg.

VALUE OF BICYCLES IN HOT WEATHER.

I have never been so impressed with the value of a wheel as during the extreme heat of the past 10 days, says a writer in Hardware. To the man who is shut up within four walls and to whom heat becomes of added force because of the oppressive and confined situation, the evening comes as a relief and blessing when he has a wheel. No matter how hot; no matter how the sun shines down in the middle of the day, he can find relief at night and regain the lost comfort.

Take it when the hours have passed on feet of molten lava, when the mercury has climbed and then climbed again, and when the hour hands of the office clock have moved with provoking slowness, and when the night has come at last, leaving you worn and weary, hot and tired and exhausted, and when, without the wheel you must either worry yourself to get aboard a boat or street car, or sit with the "porchers" on your front steps or veranda and fight mosquitoes and perspire and wish for bed-time, which, when it has come, retires you to a hot and stuffy room, there to lie and swelter and toss, without rest or sleep.

But, having a wheel, the case is different. After tea, and this will be more grateful on a hot day if the tea is hot, you change your daily garments for your riding rig, taking a cool sponge bath as you do so, and then, when the sun has sunk behind the trees, mount your steed, and away to where you make your own breeze and where your poor tired brain finds change and rest and peace.

The motion gives you air and comfort; you ride just fast enough to send the blood through your veins, but not fast enough to heat you immoderately, and thus pass down the shaded streets as the stars come up one by one, and flee from the city's heat and discomfort and breathe in the country air and find relaxation and satisfaction. You are not driving a horse and thus compelled to give constant thought to its welfare; your wheel will not repine nor grow weary if you urge it fast, nor grow lazy if you ride slowly; the world is yours, and you have a mortgage on the blue sky above.

Thus you pass in and out among the leafy shades and dark, cool, inviting avenues, and wheel along, at peace with mankind and loving life better than would have seemed possible when the sun beat hot and pitilessly on your windows when the day was alive.

You grow leg-weary at last and turn your wheel toward home and with no horse to unhitch nor water, but simply having to turn your wheel into the stable, you pass to the parlor, sit and smoke a pipe mayhap, and then, when cool and rested, take another sponge bath and go to bed and to sleep in peace and quiet, and to rest, awaking in the morning refreshed and equipped for another day of battle with ninety-four in the shade.

THE TRAVELLING SALESMAN.

When George L. McGrew, National President of the Travellers' Protective PAssociation of America, speaks of matters pertaining to the traveling salesmen, his utterances are worthy of close attention. Mr. McGrew is an old travelling man, has been a success from the outset of his career as such, and practises exactly what he preaches in the following remarks about the consideration of a successful salesman.

I have known hundreds of commercial travellers in my time, but I have never known one to make a success on the road, or even to remain on it for any length of time, unless he worked as hard for his employer as he would for himself.

I will say even more, and that is, that I never knew a narrow-minded or bigoted salesman to succeed. The requirements made upon a salesman can never be appreciated until one becomes a salesman himself. The successful salesman cannot be ignorant, because the dealer will find it out at the very start; he cannot be insolent, because his insolence will be resented; he cannot be too smart, because there is many a small country dealer just as smart as he is.

He must be well informed, earnest, courteous, gentlemanly at all times, and I am glad to say, while speaking on the subject, that the old style salesman that we used to read about when we were boys is gone. The idea of the "drummer" 25 years ago implied a man dressed in the flashiest style of clothes, of loud demeanor, who demanded and got the best of everything, everywhere he went, and who

regarded ordinary mortals as only of secondary consideration. The people, a quarter of a century ago, thought the drummer could not be successful unless he got on an occasional "tear."

A much higher code now obtains as far as outward behavior is concerned, and the commercial traveller and the newspaper man are no longer regarded as Philistines or roysterers to be sedulously avoided.

The modern commercial agent is essentially a gentleman in all that the word means. He must be a gentleman in conduct as well as in appearance. No bumming and no tearing around is tolerated for one moment by a reputable house. In short, the salesman is a perambulating merchant; he travels from place to place representing his house,and he stands for his house wherever he goes. The better class of salesmen will not associate with nor excuse the drummer who thinks it is his duty to get drunk or act smart wherever he goes. Go where you will, I doubt if you can find a more intelligent, a more moral, or a more trustworthy class of men than you will find in the ranks of the travelling salesmen."—National Harness Review.

THE "AGREEABLE" TRAVELLER.

It's the easiest thing in the world to make yourself agreeable on the cars, says The Pointer to travelling salesmen, that is, if you can be so anywhere, and it's just as easy to appear intelligent, though you may be as innocent of it as a kid. You don't know how many people there are in the car who don't know anything about the road they are travelling over, and some of them have to look at their tickets to tell where they are going. You may not be very well posted yourself, but that don't matter; not one in a hundred of your fellow passengers will ever find it out. Don't be afraid to tell the names of rivers and lakes as you pass them; you may not guess it right every time, but whatever name you give will answer the purpose just as well as the right one. The conductor won't correct you, and the trainmen can't. Just say "that's Duck river," or "that's Silver lake," and you'll hit in nine times out of ten; or you may change off to Stony river and Clear lake occasionally, and you will be gratified to see the look of satisfaction in your listener's face, mingled with admiration at your apparent intelligence. Don't be bashful in disseminating knowledge. It don't matter whether Stony river has any stones in it or not; it may be a hundred fathoms deep, and Clear lake may be chock-full of muddy water, but the names will go every time. As to hills, they are just too easy for anything. Oak Mountain or Hickory Hill are good names to stand by, with an occasional variating to Bear Mountain and Rocky Hill if the topography suits; and if there's a high cliff anywhere you can use the Maiden's Leap formula, or the Lover's Leap—either will do—and ring in the standard Indian legend of the chief's daughter who would not wed at her pa's bidding, but chose to leap if she could not choose her husband, and was probably better off for her choice. This legend story works immensely, and if you will will watch the effect you can hear your unmittigated lie worked off on the unsuspecting passengers all over the train. Your exhibition of intelligence need not be confined to the scenery; you can extend it to general knowledge of machinery and train-moving. If the train stops longer than you think it should, or between stations, you can get out and walk around a few minutes—up towards the engine better—then come back and tell the passengers all about it. Don't be afraid that the trainmen will contradict you; they never tell anything. You can say, "the engine has slipped an eccentric," or "has broken a spring hanger," 'cause there isn't one man in a million that ever heard of an eccentric as applied to a locomotive, though they may have run across one or two in the coaches, eccentrics that it was impossible to slip; and as to spring hangers, the passengers do not know whether they are part of the whistle or cowcatcher. Or, if everything is all right on the engine, you can say, "we are waiting on No. 3," or "we are blocked." Anything you tell will be all right, no matter if some other fellow tells a different story; the passengers will believe either or both of them, because neither is important; they can't get to the end of the road till the train does. Never tell a passenger you don't know. Tell 'em something; if it's wrong it won't do any harm; if anybody corrects you, tell them that was the name of the river the last trip you were over the road. This will create the impression that you have been there before, whether you have or not, and the other fellow won't be in it at all.

AN OPEN LETTER TO TRAVELLING SALESMEN.

There seems to have grown up among travelling salesmen an idea that it is not the quite honorable thing to report cases of cutting prices on articles which are known as "limited goods." Those salesmen who try to maintain prices, are constantly writing to their employers that this and that article on which it is understood prices are to be maintained, is being cut. They seem to think that the house they represent ought to stop this, and yet they are unwilling to give any information which would enable the house to do so. Either they think it is dishonorable to give names, dates and facts, or else they regard it as not being good policy. Probably the latter is the better explanation. They are afraid to offend customers by reporting the information they get. This view of the matter is entirely wrong. Those salesmen who cut prices on goods which they are morally bound to sell at certain fixed figures, are acting in bad faith to their fellow salesmen and to the house they represent, and it is the duty of every other salesman who is trying to obey orders and maintain prices to report every such cases. All traveling salesmen who are under orders from their respectative houses to sell certain goods at certain prices, ought to have an understanding with each other that they will faithfully and promptly report every case of this kind with full particulars, and make affidavits to the facts if necessary. As matters now stand, those salesmen who try to carry out their instructions (and no doubt the majority do) are handicapped by others who feel no moral obligation to obey the orders of their employers, and who resort to questionable methods to gain trade. In self-defense, as well as in a moral point of view, the right course to pursue is to report every case, and every salesman who is endeavoring to act conscientiously in this matter ought to resolve to do all in his power to put a stop to the custom of giving rebates on limited goods by reporting every case he learns of, and by inducing other salesmen to do so also.—Ex.

ELECTRIC WIRING SPECIFICATIONS

The growing stringency of insurance rules for the installation of electric light wires, and the demand for sightly and thoroughly efficient work, would be a matter of less concern to electric light contractors if architects and builders would recognize, or be brought to realize, what important factors they are in the matter. As it is, very rare instances do architects' plans and specifications contain any of the provisions that would not only lessen the difficulties of the electrical contractor, but would enable him at the same time to execute a job in exact accordance with the spirit of insurance rules and in a workmanlike, instead of in a necessarily makeshift and unsightly manner. As a rule, says the Electrical World, the builder seems to think running the wires is merely a question of somehow getting them in place; and unless a close watch is constantly kept, the electrical contractor finds himself left on the outside of finished work with a quarrel on hand as to who is to stand the expense of renewing the work after the wires are installed. While the matter of channeling the walls for risers, providing hollow cornices, distributing closets and a few other details might not be beyond the reach of some architects, upon the whole the quantity of details to make a satisfactory installation is such that the services of a specialist are necessary when the work is at all important in extent or character. The logical solution of the difficulty is to employ an electrical engineer to draw up the wiring plans and specifications, and for the architect in turn to provide for the conveniences these call for. The contractor would thus find his path less rugged mechanically, his apprehensions on the score of the insurance inspector less quieting, and, moreover, have the support of the architect in retaining the "previousness" and the hostility of the builder. It is to be feared that this idea would not be viewed with favor by many all-sufficient architects, but the enterprising electrical engineer, by bringing it to the attention of the owners at an early stage of the work, would not only benefit himself but the profession at large, and should receive the indorsement of underwriters' associations in his endeavors.—Chicago Journal of Commerce.

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PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

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BRITISH SHEET GLASS
P.B.

These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

From $1.80 per cask upwards.
FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
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And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

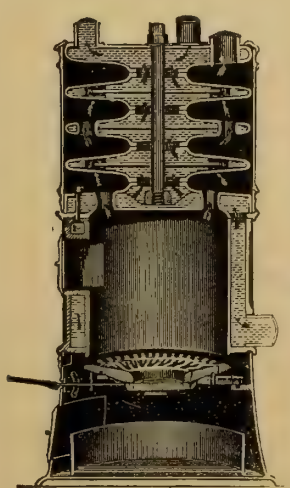
Thos. Firth & Sons, Ld.,

Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,

Bessemer Steel,
Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST.
H. D. SIMMONS,
AGENT.



Wire Cloth.

Galvanized Wire Cloth
For Apple Drying, 24, 30 and 36 inches wide in stock.

Cinder Sifter Cloth
30 inches wide in stock.

Hardware Grade Cloth
For Fanning Mill repairs, etc, 18, 21, 24, and 30 inches wide in stock.

THE B. GREENING WIRE CO., Ltd., Hamilton, Canada.

PUTTING UP STOVES.

We do not remember the exact date of the invention of stoves, but it was some years since. Since then mankind has been tormented once a year by the difficulties that beset the task of putting them up and getting the pipes fixed. With all our Yankee ingenuity no American has ever invented any method by which the labor of putting up stoves can be lessened. The job is as severe and vexatious as humanity can possibly endure, and gets more so every day.

Men always put their stoves up on a rainy day. Why, we know not, but we never heard of any exception to this rule. The first step to be taken is to put on a very old and ragged coat, under the impression that when he gets his mouth full of plaster it will keep the shirt bosom clean. Next, the operator gets his hand inside the place where the pipe ought to go, and blacks his fingers, and then he carefully makes a black mark down the side of his nose. It is impossible to make any advance in doing this work until this mark is made down the side of the nose. Having got his face properly marked, the victim is ready properly marked, the victim is ready to begin the ceremony.

The head of the family—who is the big goose of the sacrifice—grasps one side of the bottom of the stove, and his wife and hired girl take hold of the other side. In this way the load is started from the woodshed toward the parlor.

Going through the door, the head of the family will carefully swing his side of the stove around and jamb his thumb nail against the door post. This part of the ceremony is never omitted. Having got the family comfort in place, the next thing is to find the legs. Two of these are left inside since the spring before, the other two must be hunted after for 25 minutes. They are usually found under the coal. Then the head of the family holds up one side of the stove, while his wife puts two of the legs in place, and next he holds up the other while the two are fixed, and one of the first falls out. By the time the stove is on its legs he gets reckless and takes off his coat, regardless of his linen.

Then he goes for the pipe and gets two cinders in his eye. It don't make any difference how well the pipe was put up last year, it will always be found a little too short or a little to long. The head of the family jams his hat over his eyes, and taking a pipe under each arm goes to the tin shop to have it fixed. When he gets back, he steps upon one of the best parlor chairs to see if the pipe fits, and his wife makes him get down for fear he will scratch the varnish off from the chair with the nails of his boot heel. In getting down he will surely step on the cat, and may thank his stars that it is not the baby. Then he gets an old chair and climbs up to the chimney again, to find that in cutting the pipe off, the end has been left too big for the hole in the chimney. So he goes to the woodshed and splits one side of the end of the pipe with an old axe, and squeezes it in his hands to make it smaller.

Finally he gets the pipe in shape and finds the stove does not stand true. Then himself and wife and the hired girl move the stove to the left, and the legs fall out again. Next it is to move to the right. More difficulty now with the legs. Move to the front a little. Elbow not even with the hole in the chimney, and the head of the family goes again to the woodshed after some little blocks. While putting the blocks under the legs, the pipe comes out of the chimney. That remedied, the elbow keeps tipping over, to the great alarm of the wife. Head of the family gets the dinner table out, puts the old chair on it, gets his wife to hold the chair, and balances himself on it to drive some nails into ceiling. Drops the hammer on wife's head. At last he gets the nails driven, makes a wire swing to hold the pipe, hammers a little here, pulls a little there, takes a long breath, and announces the ceremony concluded. Job never put up any stoves. It would have ruined his reputation if he had.

The above programme, with unimportant variations, will be carried out in many respectable families during the next six weeks.—Mark Twain.

CONDITIONAL SALE OF GOODS.

It would seem that the sale of goods upon conditions which are clearly expressed and fully understood could involve no complications out of which any serious litigation would be likely to grow. And yet the reports of the courts show that this assumption is not well founded.

One of the most universal conditions attached to the sale of goods is the agreement that when they are delivered they shall be of a specified grade. Sometimes the agreement is that they shall be "satisfactory" to the buyer. This is a very advantageous contract for him, but sometimes a disastrous one for the seller, for it leaves him entirely at the buyer's mercy. He need not be suited unless he wants to be, and, as a matter of law, under such a stipulation without further condition, he is not bound in refusing the goods to give any reason why they are not "satisfactory." If he is not "satisfied" the condition is broken.

A more general condition is the sale of goods upon a specified representation, and sent for approval. In such a case, if the goods have been bought subject to the condition that they are of the quality represented, if they are, in fact, of that quality, the sale becomes absolute, and the buyer can only return them and rescind the sale upon showing that they are not as represented, and the burden of showing this rests upon him.

It frequently happens, in certain lines of trade, that goods are sold on trial. Under such a contract, if the contract limits a time within which the buyer must decide whether or not the goods shall be returned, he is strictly bound by that limitation. If the contract makes no such limitation, the law imposes upon the buyer the duty of making the trial freely, fairly and expeditiously. What is a reasonable time must, of course, depend largely upon the nature of the merchandise. Some things would require only examination, some would require a test, while others might demand extended use. When the parties themselves do not stipulate as to this condition, the law takes all the circumstances of the case into consideration, and requires, as nearly as it may be ascertained, the exercise of good faith between the parties. And if the buyer has failed to exercise this, he is deprived of the benefit of the condition.

There are some conditions which the law imposes on every sale, independent of the contract between the parties. Where goods are sold by sample, for instance, although there be no specific agreement to that effect, the law implies the condition that the goods delivered shall be equal to the sample. The law also imposes upon every seller the implied warranty that he has good title and lawful right to sell the goods, and for failure of title the sale becomes void. When goods are sold for a specified purpose, the seller knows the use which the buyer intends to make of them, the law also imposes upon the seller the condition that they shall be fit for the use for which they are intended.

But there is another phase of the question of conditional sale which is the cause of many commercial complications. That is the question as to when the title in goods sold on condition passes from the buyer to the seller. The importance of this question arises in two cases—when the goods are destroyed or lost by no fault of the buyer, and when the rights of third parties intervene. It is a rule of law, under the statutes of frauds, that possession of personal property imparts title unless the reservation of title be in writing, and under the recording acts, such reservation must be recorded to affect third persons. Under this state of facts, if the goods are destroyed by fire before the conditions have been fulfilled upon which the title was to have passed, the loss is upon the seller, unless it was through the fault or neglect of the buyer that the conditions had not been fulfilled or the goods returned, and this is so whether the contract reserving title had been recorded or not. But where the rights of third parties intervene, it is necessary that the reservation of title should have been recorded. A judgment creditor who levies upon the property of his debtor is entiteld to levy upon any personal property which he may find in the hands of the latter, and unless the absolute and unconditional title to it can be shown to be in someone else, he may hold it. If the debtor has put any of his money into it he may hold it, unless reservation of title is recorded so as to be constructive notice to him. The attention of merchants to these suggestions regarding such sales would doubtless save much commercial friction.—Metal worker.

THE ONTARIO TACK CO
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton, Ontario.
SP

PURE PREPARED PAINTS

FLOOR PAINTS.

FOR HOUSE USE.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED

14 to 20 PEARL STREET, TORONTO.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

I. H. CAMERON, 10 Front St. E.



BROWN & CO.,

Manufacturers of

Square and Hexagon

HOT PRESSED NUTS.

PARIS, ONT.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
Edward Still.
John F. Helliwell.

TORONTO, ONT.



See That Seal?



It Means Something



It means that wherever you find it in green on a package of Paint, Oil, Varnish, or Glass, the contents of that package is of pure quality and the highest possible grade.

Walter H. Cottingham & CO.,

Sole Proprietors of the Green Seal Registered Trade Mark.

MONTREAL.

-- FALL SPECIALTIES --

We are now prepared to qnote lowest prices on :

Coal Hods, Lanterns,
Copper Kettles, Patent Stove Pipes.
Dampers, Stove Shovels.
Elbows, 1, 4 and 6 piece, Stove Boards.
Etc., Etc.

Write us for Prices and Special Fall Catalogue.

JAMES ROBERTSON & CO.,

KING ST. WEST, TORONTO.

The Whitman & Barnes Mfg. Co.



Canadian Branch :

ST. CATHARINES, ONT.

MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES :

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

Fourter's foundry at Calgary was destroyed by fire on Saturday.

W. H. Hufner, late of Waterloo county, is opening a general hardware store at Boissevain, Man.

Work has commenced on the farmers' binder twine and implement factory in Brantford. It is to be rushed through to speedy completion.

J. H. Taylor, superintendent of the Kingston foundry, has left on a trip across the continent, and will visit British Columbia and California.

W. G. Scott & Co., Mount Forest, put in the plate glass in Wm. Tasker's fine new brick store, which, when completed, will be one of the finest stores in that town.

W. H. Evans, of the Canada Paint Co., Montreal and Toronto, has been "down by the sea" for some time. He has just returned from St. John's, Newfoundland, and is once more in Western Ontario, amongst his old time customers.

The new patent process for rope making just acquired by the National Cordage Co. in the United States, is said to have cost $200,000. The new process is for making rope from straw and hemp, at a cost of two cents per pound.

The National Cordage Co. is to have a competitor in a corporation that has secured the old Baumgardner & Woodward works at Bristol, and will engage in the manufacture of binder twine. The company has been capitalized at $250,000, of which $100,000 is 8 per cent. preferred stock, and the capital has been raised in New York.

The errand boy and an apprentice in our shop were set to work sorting out two sorts of nails which had got mixed, the pile, about 28 pounds in all, lying on a counter between them. Each took a different kind, and they were busily sorting out into the two piles, when the boy exclaimed, "O! say! If you finish picking out yours first, you might come round and help me."—Ironmongery.

D. Findlay has severed his connection with M. & L. Samuel, Benjamin & Co., to accept a position on the travelling staff of L. S. Starrett, manufacturer of fine edge tools, Athol, Mass. Mr. Findlay's route will lie in the Western States. Being a young man of energy, and bent on excelling in his vocation, there is little doubt that he will succeed in his new field of labor. He has HARDWARE'S best hopes and wishes.

NEVER DECEIVE YOURSELF.

Be honest with yourself, in whatever position in life you fill. If you're a buyer don't imagine you're the only man who buys goods cheap. Misrepresentation in selling sometimes accomplishes a sale that could not be made otherwise; but in the end loses ten times as many sales. Just treatment to employes returns the largest percentage and insures in almost every instance faithful service. Promptness, industry, integrity and politeness often enables employes to become employers. Whatever your situation don't imagine that you're always right. And never imagine that you are indispensable.—Commercial Enquirer.

QUALITIES OF LITHO-CARBON.

Litho-carbon, which is a mineral somewhat resembling asphalt, is the most remarkable mineral of its class known. It is claimed that it makes a perfect insulator; that as a paint it will resist heat or gases of any kind; that it is capable of being rolled into a tissue free from odor, and practicably indestructible when employed in the production of mackintoshes, canvas belting, waterproof tents, etc. It is belting, waterproof tents, etc. It possesses peculiar powers, enabling it to enter and fill the pores of iron and steel, rendering these metals impervious to acids, etc. It is also said by Iron to make common leather waterproof, and it can be applied to wood pulp for the transformation of that material into what looks and acts like ebony or horn. The saturation of a ship's plates with hot litho-carbon frustrates the attack of barnacles, and the plate will neither rust nor foul. A portion of the smokestack of the steamer Dean Richmond, where the heat, through the use of a blower, rises to 800 degrees Fahrenheit, was painted with litho-carbon several months ago, and remains undisturbed and unblistered, while other parts of the vessel have necessarily been painted many times. A piece of sheet iron covered with litho-carbon japan is stated to have been subject to an actual heat of 415 degrees Fahrenheit without crack or blister, and remained so tenacious that the iron could be bent at an angle without disturbing the glossy surface. For varnishing railway and private carriages, painting iron bridges, roofs, steamships, houses, etc., this material acts as an insulator, and it is reported that it will neither crack nor blister under any known admospheric temperature. At great heat litho-carbon will soften, but it will not take fire at any point. If all that we hear of this mineral be true it will form one of the most widely useful substances of its class known.—Chicago Journal of Commerce.

STRENGTH OF NICKEL STEEL BARS

The statement is sometimes made that owing to the homogeneity of steel a bar of this metal with a surface crack or nick in one of its edges is liable to fail by the gradual spreading of the nick, and thns break under a very much smaller load than a sound bar. With iron, it is contended that this does not occur, as the latter metal has a fibrous structure. Even the late Sir William Siemens supported this theory, and likened a bar of steel to one of india-rubber, which, as every one knows, is greatly weakened by a nick in one of its edges. Sir Benjamin Baker has, however, shown that this theory, at least so far as statical stress is concerned, is opposed to facts, as he purposely made nicks in specimens of the mild steel used in the Forth Bridge, but found that the tensile strength of the whole was thus reduced by only about 1 ton per square inch of section. This settled the matter so far as statical stresses are concerned, and some experiments have now been carried out by the Union Bridge Company, in which a full-sized steel counter bar, with screw-turned buckle connection, was tested under a heavy statical stress, and at the same time a weight of 1040 lb. was allowed to drop on it from various heights. The bar was first broken by ordinary statical strain, and showed an ultimate breaking stress of 66,800 lb. per square inch, with an elongation of 29.17 per cent. on 12 inches. The reduction of area at fracture was 52.4 per cent. The longer of the broken parts was then placed in the machine and put under the following loads, while a weight, as already mentioned, was dropped on it from various heights at a distance of 5 feet from the sleeve nut of the turn buckle as shown below: Stress in lb. per square inch, 50,000, 55,000, 60,000, 63,000, 65,000; height of fall, 2 feet 1 inch, 2 feet 6 inches, 3 feet, 4 feet, 5 feet. The weight was then shifted so as to fall directly on the sleeve nut, and the test proceeded as follows: Stress on specimen in lb. per square inch, 65,350, 65,350, 68,800, height of fall, 3 feet, 4 feet, 6 feet. It will be seen that under this severe trial the bar actually carried more than when originally tested statically, showing that the nicking of the bar by screwing had not appreciably weakened its power of resisting shocks.—Iron.

The recent tests of welding street railway rails by electricity with a view to dispensiug with fish plates have been entirely successful. The tests have proved that the necessity of joints to provide for contraction and expansion is not so imperative as engineers have supposed; but the data upon which the result is based have not yet been made public. It was found possible to weld electrically two pieces of steel of 25 square inches section, and therefore a solid rail four or five miles long can be produced if required.

A novelty in the shape of a window dresser, called the "Perpetual Motion Exhibitor," has been devised. The "exhibitor" consists of an arrangement whereby the shelves are carried steadily and slowly up and down the windows, thus bringing everything prominently into view. The mechanism is simply and easily worked, and is said to effect a saving of time in window dressing.—Chicago Journal of Commerce.

A die for cutting off and pointing pieces of wire has been patented in Canada by the American Screw Company, and has been assigned to the Canada Screw Company, Hamilton, Ont. This invention consists first in feeding the wire some distance ahead, shearing a piece therefrom, moving it laterally, thus forming a concave groove across the end of the standing wire, then shearing or pinching off the surplus metal to form a point. An eye is then formed by binding a portion of the wire to form a loop, the grooved end of the wire fitting and overlapping the shank. An enlarged screw thread is then rolled upon the shank.

FALL GOODS FOR HARDWARE DEALERS.

Guns, Rifles, Ammunition and Decoys

Agency for the Ithaca Gun.

—o— CATALOGUE READY —o—

H. P. Davies & Co.

81 YONGE STREET.
TORONTO.

SITUATION WANTED.

WANTED—SITUATION AS HARDWARE salesman or traveller. Five years experience, first-class references. Address F. F. T., box 41 Sunderland. 40

BUSINESS FOR SALE.

GOOD HARDWARE BUSINESS FOR SALE—in a western town: good stand and stock; present proprietor retiring; a splendid chance; stock about $5,000 or $6,000. Address A. B., care of HARDWARE.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

What's This ?

Counter Check Books

That don't require the Carbon paper to make sure an exact copy. That's what it is and J. K. Cranston, Galt, is the wholesale Canadian Agent for them. Send for samples and price list of them and the Perfection Black Leaf or Carter and Grip's books. Read the following:

J. W. CRANSTON, Galt.

DEAR SIR,—Enclosed please find amount of account. I am well pleased with check books, they are greatly ahead of the old black leaf system.

Yours truly,
Orton, Aug., 29, '92. WM. MCKEE.

Telegraph order to J. K. Cranston. Galt. Sample was sent Aug. 8th. "Send one hundred Happy Thought Check Books C. O. D. Express."

W. H. DUNKIN.
Cornwall, Aug. 10th.

Everybody likes the idea. Send for samples.



CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.

W. J. REID & CO.

IMPORTERS AND DECORATORS OF

Crockery China and Glass.

LAMPS A SPECIALTY.

All glass, Vase, and Library Lamps, in every hue and design.

Our travellers will call upon you shortly with samples.

LONDON AND BELLEVILLE.

Hamilton and Toronto



—AND—



CO.

HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.



ELECTRICAL
HOUSE -:- FURNISHINGS.

Bells,
Batteries,
Push Buttons.

See our Exhibit at the Toronto Exhibition.

T. W. NESS,
749 Craig St., MONTREAL.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C. I. F."** THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

TO CARRIAGE HARDWAREMEN



The season for Horse Shoe Vises is at hand. It will pay you to get samples now.

A. B. JARDINE & CO.,
HESPELER, ONT.

MARKETS

MONTREAL MARKETS.

MONTREAL, Sept. 23, 1892.

HARDWARE.

The iron market is a shade stronger in feeling owing to the firm feeling in England. Business here during the week has shown no marked improvement but on the whole it has been fair. The Exhibition is now in full swing and dealers expect to do a good trade as a lot of country buyers are in town. All lines are about the same as last week.

PIG IRON.

Pig iron has moved in fair quantities during the week both locally and for out of town demand. Large orders for makers brands have been placed to arrive in October the figure is $20.00 per ton ex wharf. Stocks in store here are light as most of the stock imported was sold ex wharf. The quantity of iron imported so far this year has not been up to last year but with the fall delivery it will about reach the old mark. We quote Summerlee and equal brands at $19.50 ex-wharf, $20.00 ex.store ; Eglinton $18.50, and Carnbroe $18,00. Those are best figures.

BAR IRON.

The movement in bar iron is about the same as usual. The mills report a fair output and dealers say the same. Prices in this line are held steady and the demand is for actual wants as no one will stock up ahead. We quote $1.85 from makers and $1.90 in an ordinary jobbing way.

SCRAP IRON.

We have to note quite a few sales in scrap this week but we think price was slightly under our quotation. The sales were mostly in wrought. We quote wrought scrap $15.50 to $16, cast $13 to $14.

TERNE AND MERCHANT PLATES.

Terne plate is still featureless, and outside of a light enquiry from western points there is not much doing. Merchants' roofing is about the same as above, and the same remarks apply in both cases. Prices in both lines are the same. We quote terne $7 to $7.75, and merchants' roofing I C, 20x28, $13.50, and IX $16.

TIN PLATES.

The demand for tin plates still continues small and for actual wants. The enquiry for this line comes principally from western points, our local consumption being very small. We quote cokes $3.30 to $3.50, and charcoals $4 to $4.25. These are top prices.

CANADA PLATES.

The Canada plate trade is about the same as noted from time to time. Several small lots have been sold on local account. This is about all there is of interest to report. We quote $2.50 to $2.60, according to quality.

COPPER, ETC.,

We have to note the same weak feeling in the copper market. Ingot tin is in about the same condition as copper. Quotations are the same as last week. We quote copper 12 to 13c. and ingot tin 23 to 25c.

NAILS.

The nail business during the week is about the same as noted previously. The price is $2.35 for ordinary 3-inch iron, stock steel 10c. a pig higher in comparison. Steel wire nails are in the same condition as reported in our last.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

GENERAL HARDWARE.

The general hardware trade has been quiet during the early part of this week, this no doubt is due to the excitement of exposition. The trade here expect to do a good trade later on as there is a lot of country buyers in town. Travellers that are out are sending in good orders. Payments are as good as usual.

CHEMICALS.

The chemical market is quiet this week in most lines, the only lines that are in good demand is sulphur, etc., these are used for disinfectives. Bleaching soda is firm under light stocks.

Bleaching powder,	$3.00	to	$3.50
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

The demand for glass is about the same, being only for actual wants The cutting is still carried on to some extent. We quote as follows :—$1.35 to $1.45 for first and second breaks per 50 feet, and $3.15 to $3 40 for thirds and fourths.

PAINTS AND LEADS.

Paints and leads are now beginning to pick up, quite a trade being done in both lines during the week. We quote :— Government standard, $5.50 to $6 ; No. 1, $5.00; No 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c. ; red lead, pure, 4½c.

OILS.

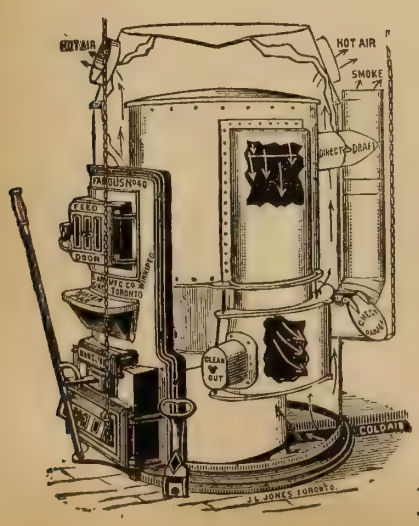
Oils are still quiet and the demand is small. Prices are unchanged in all lines. We quote as follows ;—Cod, Newfoundland 45c. steam refined 42½ to 45c.; linseed raw 54 to 55c.; linseed, boiled 57 to 58c.; castor oil 8 to 10c.; cod liver oil, Newfoundland 85 to $1; cod liver oil Norway $1.05 to $1.20 ; turpentine, 46 to 47c. Less 3 per cent. 30 days.

NAVAL STORES.

Dullness still characterizes the naval store trade. Business so far has been much below the average and as the indications point to a falling off in the amount of tonnage to this part there is no hope for improvements. The following are the quotations: Turpentine 46 to 47c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 12½c. for 7-16 and upwards, and 13½c. for smaller sizes.

CEMENT AND FIRE BRICK.

There is little or no change to report in the state of the cement market. There is a strong probability of an advance in prices, but as yet they are unchanged. The arrivals for the week were 3,000 to 4,000 bbls., prices on English brands $2.10 to $2.25, and Belgian $2 to $2.15. There is no change in fire bricks $17 to $23 per 1000 being still the range.



We have an experience of nearly half a century in making Stoves. They are at the head of the Trade and will be kept there. This year every Stove is re-inspected, so that the dealer may rely on their perfect order.

We have 57 varieties of Coal and Wood Hot Air Furnaces.

Our Steel Dome Low Radiator Coal Furnace is **WHAT YOU WANT.** (Shown in cut.)

IT FILLS EVERY REQUIREMENT.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MONTREAL MARKETS—Continued.

PETROLEUM

There has been a fair demand for both American and Canadian petroleum, and the season is now in full swing. Prices are unchanged. We quote: Canadian, 12½c. at shed in Montreal for round lots and 13½ to 14c. for small quantities. Benzine is quoted at 11c. Petrolea, and 13½ to 14c. Montreal. American petroleum, 19⅞c. in car lots, 20½c in 10-barrel lots, 20¾c- in 5-barrel lots, and 21¼c. for single barrels, 2 per cent. off for cash; American benzine, 23 to 25c.

TORONTO MARKETS.

TORONTO, Sept. 23, 1892.

HARDWARE.

The quickened movement whose initial velocity was imparted by the Fair has gathered some momentum since. This week's trade has been of liberal volume, and is voted more satisfactory than that which followed the Exhibition of last year. The feeling that the present autumn will be a good one for trade is shared by the majority of the jobbers. The cautious buying which limited business to very small parcels appears to be letting out a reef and making room for larger purchases. The demand is becoming more active among consumers, retailers are carrying light stocks, and buying goes on with less constraint. The goods going into retail hands do not run along any set lines as they do in spring. Nothing could be more unlike than the orders that now come in—as stocks are to be supplemented now in some goods, now in others. The trade is a sorting-up one. Travellers, who were off the road during the Exhibition, naturally find a larger number of wants than if they had been about their business during that time. Prices are very good. The week is not fertile of changes. Horse nails are lower, C quoting at 60 and 5 to 60 and 10 off the list, and P B and M quoting at 60 and 10 to 60 and 10 and 5. Rope for halters is now selling quite freely, and good headway is being made in fall and winter lines.

METALS.

The metal market is not by any means stagnant. It has lost rather than gained in pig iron sales, but in other metals its activity has been well maintained. In lead, spelter, copper, tin and antimony a considerable amount of business has been transacted. The boiler makers, however, have made most occasion for business, as they are just now full of orders.

PIG IRON—The price of Scotch iron is not affected by the decline in Canadian consumption. Stocks are decreasing in stores and yards, and prices are firm, the winter freight being now included in quotations, as shipment for any date before October is now hard to secure, the freight being pretty well taken up for this month. Summerlee is still unobtainable from British holders and will be this season. No. 1 Carnbroe is quoted $20.75 for delivery here. American iron has had a very good week of it.

Rogers, Brown & Co., Buffalo, N. Y., report the Toronto market for pig iron as follows: Little change is to be noted in the Canadian market. Lake Superior ore strong irons are in great favor for engine mixtures, and in many instances are bringing higher prices than Scotch irons. These irons are particularly adapted for use with Southern irons or with Scotch. We quote for cash f.o.b. Toronto in bond:—1 X Foundry Strong Coke Iron Lake Superior ore, $16.20; 2 X Foundry Strong Coke Iron Lake Superior ore, $15.20; 2 Foundry Strong Coke Iron Lake Superior ore, $14.70; Jackson County Silvery 1, $18.25; Jackson County Silvery 2, $17.75; Lake Superior charcoal, $17.20; Tennessee Charcoal, $17.20; Southern Soft 1, $14.10; Southern Soft 2, $13.60.

FINISHED IRON AND STEEL—Bar iron is steady and in good demand from 2c. up. Russian iron is quoted at 10½c. Boiler makers' orders for plate and tubes are numerous and large. Iron pipe is 2½ per cent. dearer. The United States quotation on lap-welded wrought iron pipe in bond is 70 and 10 and 5 per cent. off the list on all above two-inch pipe, which is the description we import. Ten and twelve gauge sheet steel is quoted 3c. in Montreal. It is now very scarce, and orders are delayed.

ANTIMONY—The price is 13¼ to 13½c. for Cookson's, and 12¾ to 13¼c. for other brands. Type-founders and manufacturers of stereo-plate are buying freely.

CANADA PLATES—In some brands there is dissatisfaction with the sample, and this disturbs business. The improvement noted last week is confined to certain brands. The range is $2.70 to $3.10. The demand is strong.

COPPER—Manufacturers are buying quite freely. The price is unchanged, that is 12½c. for casting brands and 13¾c. for ingots.

GALVANIZED IRON—This is moving off in large parcels. It quotes from 5¼c. upwards.

ZINC—Sheets are firmer, owing to the short stocks and the quarantine that stands

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in the way of new supplies. Cask lots are 6⅜ to 6½c., broken lots ¼c. more.

SPELTER—The price of spelter is also firmer at 4½ to 5½c.

INGOT TIN—Lamb and Flag tin has taken a slight drop in England. It quotes here as before, viz., at 23c. Straits tin is 22½c. The tin market appears to be on the decline.

TIN PLATE—The demand has fallen off for canners' packages, but is kept by tinware manufacturers.

LEAD—Shows little prospect of recovering from the depression in which it has lain for so many months. For lots of any size, 3¼c. would be shaded.

OILS, PAINTS AND COLORS.

The oil market is reasonably active, but there is no change in price. It still quotes at 57½c. for raw and 60½c. for boiled in 1 to 3 barrel lots. Two cents is allowed off these prices in Toronto, Hamilton, London and Guelph. On larger lots the quotation is ½c. lower. Turpentine has taken a favorable turn in the south, and is now firm here at 46½c. delivered. The Montreal Association talks of advancing prices, which may result in a similar action here. All paints are moving out in a sorting-up way, and prices are unchanged.

PETROLEUM.

The oil market is fairly active, but is steady and unaffected in price. Consumption goes on at its autumn rate. The price remains at 14 to 14½c. at points outside the city and ½c. higher for local delivery.

The Petrolia Advertiser reports: Petrolia crude, $1.26 per barrel; Oil Springs crude, $1.27 per barrel. Since our last report the petroleum trade has gone on in the even tenor of its way, void of any excitement or startling changes. The late appreciation in arices, and the apparent fact that the market will be likely to remain solid at present figures, takes away any air of speculation that is generally to be found in the oil market.

GLASS

The glass market is firm on a uniform basis of $1.35, and nothing more is heard of $1.30. The detention of first shipments in

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"Elegant" and
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Lanterns,
Coal Hods,
Fire Shovels,
Cover Lifters
Dampers.
Stove Pipe Collars,
One Piece Elbows,
Four Piece Elbows,
Six Piece Elbows,
Japanned Tea Trays,

If our traveller does not call upon you, let us know and we will put you "on the list."

MONTREAL, QUE.

MARKETS—Continued

quarantine has affected the price generally, and will affect subsequent shipments that are on the way.

OLD MATERIAL.

The market for old material is steady in everything but rags which are firmer on account of the closing out of foreign stock. We qnote : No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms,8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, SKINS, WOOL, TALLOW.

HIDES—No. 1 green cows', are 4½c., and the same grade of green steers' is 5c. Cured are ½c. more in each case.

SKINS—Lambskins and pelts are 55c. Calfskins, 5 to 7c.

WOOL—Fleeces are 17c. for clothing grades and 19 to 20c. for combing. Pulled is 22c. for super, 25 to 26c. for extra super.

TALLOW—Is 2c.; rendered is bought at 5c., and sold at 5¼ to 5½c.

AMERICAN METAL MARKET.

NEW YORK, Sept. 23, 1892.

Agents for some of the popular Northern brands of pig iron note a rather better, yet uneven demand, and reports as to the movement of Southern brands are not as uniformly unfavorable as they have been of late. To this extent there is improvement in the situation here. Otherwise there is none, drawing the line at slight evidences of somewhat closer relation of supply and demand, due chiefly to late curtailment of production. As a rule, orders are placed in a perfunctory manner, however, and the deliveries making on old contracts appear to supply current needs in a great degree. Current quotations on Northern brands are as follows : $14 50 to $15 for No. 1 X foundry, $13.50 to $14 for No. 2 X foundry and $13.25 to $13.50 for grey forge. Southern brands are quoted at $14.25 to $15 for No. 1, $13.50, to $14 for No. 2 and No. 1 soft, $13 to 13 50 for No. 2 soft, $12.50 to 13 for grey forge.

For old material the demand continues small, and the few sales making are at practically former prices. Current quotations are about $16.00 to 16.50 for No. 1 wrought scrap, $17.00 to $17.50 for iron tee rails, and $14 to $14.50 for steel rails, all f.o.b. cars at Jersey City.

There is no improvement in the demand for steel rails. Orders are still for small quantities and few in number. For heavy sections the combine price is maintained at $30 f.o.b. mill. Forty-pound may be had at the same rate, if, indeed, not at 50c. less, but lighter sections that have latterly been selling at $31.50 are now quoted at $32.50. Prices for billets and other heavy forms of steel continue irregular and unsettled, and there is still more or less unevenness in structural material, but ordinary bars and sheets remain steady at former rates.

Outside holdings of Lake Superior ingot copper to the extent of 250,000 pounds have been taken up at 11.10 to 11.15c. Outside of that the business of the past few days makes a slender exhibit, and the demand from consumers is without visible improvement. Producers, as a rule, still quote 11¼c. for both prompt and forward deliveries. Electrolytic stands at about 10¾ to 11c. and for casting brands the range is 10¼ to 10½c. In the London market prices on merchant bars have eased off to £43 15s. for prompt, and £44 5s. for future delivery.

Operations in pig tin have been on a very moderate scale, speculative interest slumbers quietly in the absence of incentive to action, and regular trade demand, which runs very fair, is taken care of at prices very close to those ruling for round lots. October delivery has been sold at 20.15c. and December and January at 20.40. Spot prices are about 20.20 to 20¼c. cash for 10-ton lots, and 20⅜ to 20½c. for smaller quantities. Last London cables were £91 17s. 6d. for spot, £92 2s. 6d. for futures.

Pig lead has been very quiet the past few days, and the market has a soft appearance. There were sellers at 4.10c. and very few bids above 4.05c. Western spelter is more freely offered and the market is weak with good brands offered at 4.55 to 4.60c. landed here.

While slightly better than it was a week ago, the demand for tin plate continues moderate, and prices remain without important change.

AUTOBIOGRAPHY OF A RAZOR.

In my neatly fashioned case, I live a life of ease, am handled carefully, and always kept out of the way of harm. But when I think of what I have passed through, I am fairly tortured by the remembrance. I can hardly tell much about my birth, but I have a recollection of being in the mines of Sweden for a very long time; was rudely dug out; thrown into a very large furnace, with wood all around me, and set on fire. When I got through this process, I did not know which portion was myself or which was the other fellow. I was run off into shape, and then placed on a bed of charcoal, heated again, taking up a good deal of the carbon in the fuel, and then found myself steel.

The man who had me in charge seemed to think I was very fond of hot weather, and as I was not much of a talker, and not able to protest, he seized me in my rough shape and heated me again, and then gave me a brutal pounding. I thought he would pound the life out of me, but he really pounded me into shape, and when I came to my senses I found myself something like a razor—a very rough one, however.

I had form, edge and concavity, and was called "the blade." A "tang" was welded to me, being made of the former part of myself, and which gave me a back. I was next taken to the "dry stone," where I lost some of my bulk, and began to assume a dudish form. Then my tang was file-cut and pierced with a joint hole, and my maker, who had considerable vanity, stamped his name upon me just as though I had not had enough of him, without his perpetuating his memory so plainly in that way.

I was beginning to think how I should express myself to him, when he chucked me into the fire again until I glowed like a cherry, and then thinking I had enough punishment, he dipped me in a cold bath. I was after that very hard and very brittle and felt as though I would like to go to pieces. He said he would fix that temper of mine, and into the fire I went again, he varying the heat this time so that I became of a faint straw color.

He then plunged me into the water, and I feebly told him I thought I had enough. He said my temper had very much improved, and he had great hopes of me. I was then taken to a revolving stone eight inches in diameter and "wet ground." Then I was "lapped," being placed upon a wooden wheel covered with tin and lead, while emery and oil were thrown over me, then to a leather covered wheel and afterward finished off with crocus. Placed in an ivory handle, I began to look fine, was placed in a box with eleven others and packed in a case, and when the light came again I found myself in a handsome show case, and beginning to see the world. One day I was taken out, examined critically, my virtues expatiated upon, and the result was that I found myself in a handsome dressing case in a fine mansion. Here I found my proper sphere, cutting beards, and although my life is monotonous, still it is easy, and I have no desire to return to the tempestuous scenes of my childhood. One in a while the monotony of my existence is broken by one of the ladies of the household, who otherwise seem to have no use for me, taking me out to pare a corn, which I consider a degradation, but I am appeased for this when I hear afterwards the forcible language of the master of the household.

I have grown to be proud of my maker's name, and am now glad it was stamped upon me. Many a time am I taken up by a stranger who glances at the name, and puts me down saying that is a good razor. A good name goes a long ways.

I see my master growing old, but I do not change a particle, and I am told I will outlive him. Barring accidents, and if kept in use, there is no reason why I should not live to be as old as Metheusela.—N. Y. Hardware.

WHERE THE JOKE COMES IN.

'Tis now the fields and meadows sweet
Are filled with city charmers,
Who watch the farmers shock the wheat
The while they shock the farmers.
— Indianapolis Journal.

"What makes that new baby at your house cry so much, Tommy?" Tommy (indignantly)—"It doesn't cry so very much; and anyway, if all your teeth was out and your hair off and your legs so weak you couldn't even stand on them, I guess you'd feel like crying yourself."—Life.

MISREPRESENTING GOODS.

A volume might easily be written on the ethics of shop-keeping. Whether it would sell, even if it found a publisher bold enough to risk the hazard, is quite another matter. It might find buyers, for there is no doubt a certain moral satisfaction, for most of us, when reading a book of very elevated tone and feeling, that we are capable of appreciating it, but there is a great deal of what the Americans call "bounce" in this purely theoretical allegiance to business morality, which may easily take the place of the real thing in practice. In the matter of the truthful representation of goods to a customer,for example, every mans' theories are as square as the most rigid moralist could desire, but how about practice? There is a song, of a not very elevated character, which carries the refrain, "It's all right if you love the girl," and we fear there may be here and there a tradesman who sings as a lullaby to his own conscience, "It's all right if you sell the goods." But is it? Is it even all safe and prudent and good policy? This may be regarded as shifting the question to a very much lower plane,but it has the advantage of attracting more attention. One can always draw a larger crowd by proposing to show how fortunes may be made than how to live uprightly. Perhaps the chief reason is that we all know how to live uprightly, and won't, whereas we don't know how to make fortunes and wish we did. At all events, business morality has a much better chance if the odds are in favor of its paying a dividend in hard cash. Therefore, like the missionary who deprecated cannibalism on the ground that the victims would be more useful as slaves, we prefer to make converts by urging that to misrepresent goods to a customer is to throw away the kernels while harvesting the shells. "Are these goods the latest patterns?" asked a customer of an assistant. The latter was very desirous of making a sale and hesitated, but he quickly recovered, and answered, "No, sir; they are not; but they are very good patterns." "I like your candor," said his customer, "and shall trade with you in the future." Now, whether this was a dictate of honesty, or of policy, the point is that it paid. The "sharp" tradesman may catch a sprat now and then, but the big fish will find him out and avoid his net. No man will be duped twice in the same shop if he can help it, and only the fool or the tradesman who contemplates a speedy exodus to parts unknown will glory in a deception that brands him as one to be avoided.—Ironmongery.

HARDWARE MEDICINE.

Reading the account in Ironmongery of May 7, of shots being taken medicinally reminds me of a similar enquiry made of myself several years ago when living in Kent. A customer asked for shots about the size of small pills, adding that he was going to take them to keep down "heart rise." After further explanation I learned that he had been recommended to take them (probably as a joke, though he was quite serious), being troubled with so-called "heart burn." During 20 years' experience I have heard many curious enquiries for commodities usually found in an ironmonger's store, to relieve some of the many ills and pains man is subject to. I have sold pitch to make into pills as a cure for boils, brimstone as an aperient, also colza oil for the same purpose, linseed oil to administer to a child who had scalded its throat drinking hot tea, linseed to stew and make a decoction as remedy for a cough (and a good remedy too—I have had greater relief for a bad cold on the chest than from any other remedy), both turpentine and petroleum as a liniment to relieve rheumatism, and upon one occasion I supplied discs of copper and zinc to be sewn in an undergarment as a remedy for the same; have on several occasions supplied shoe magnets to be carried about the persons to relieve or prevent various aches or pains. A customer asked a fellow assistant for whitening to dredge on his arm—he was suffering from erysipelas. I now have a customer for whom upon three occasions I have procured one pound 34 G iron wire to be dissolved and dispensed for medicinal purposes. Probably one of the most ludicrous remedies on the ironmonger's record came to my notice nearly six years ago. I was an assistant in Northampton at the time. One evening a dilapidated looking customer purchased a pennyworth of gunpowder (a common occurrence, so far), but about half an hour after, a constable came in to enquire if we had supplied gunpowder to such a man; he then informed us that he had taken it into a quiet yard in a back street near, placed the powder in his mouth, and applied a lighted match. He was taken to the Northampton General Infirmary, where his injuries were pronounced not serious. The explosion had sent out a loose tooth or two, and burnt his mouth and throat. After the necessary surgical attention he was conveyed to the Workhouse hospital, his reason for this extreme remedy being that he was suffering from neuralgia, and wished either to kill or cure. I think I may say it cured, but would recommend any sufferer to try a more simple remedy first.—Ironmongery.

MR. BANKS ON CUTTING PRICES.

There is something which may be said about the practice some dealers have of cutting prices on goods simply to effect a sale.

While the practice may not be very general it is quite prevalent enough to make it a subject of serious discussion. It is not competition that I mean, but I mean the reckless cutting that is sometimes made by dealers when there is no necessity for it.

Some dealer may argue that he has to do it in order to sell his goods. That is absurd, for if a man knows he cannot do any better elsewhere he will buy, if he really wants the articles. It is not necessary to cut prices to sell staple goods. Of course, when a dealer has a lot of old stock on hand that is damaged he has no alternative but to make low prices to get rid of his goods. That is all right, especially if he represents them to be what they are.

There are merchants in the country, I'm sorry to say, who represent goods as new or in first-class condition, and then mark them down to ridiculous figures—for new goods. That is a piece of dishonesty that is going to bring trouble sooner or later. People cannot be fooled very many times in the same way, and they will not give the same dealer many chances to fool them either.

But to return to my subject, a merchant starts out in business and he wants to make an impression on customers and draw them to his store. So he lets them make almost their own price on the articles they wish to purchase. In other words, he lets them "jew down" the prices to such an extent that the profits disappear.

Does this merchant think he is going to be benefitted by this cutting down of his profits? If he does he will find himself sadly mistaken. When people find that they can "work" this dealer they will do it every time and if he attempts to hold on to the regular prices after he has made cuts once he will find it almost impossible to find any customer.

Men get too ambitious sometimes. They want to get all the trade there is and so resort to methods that will bring them in customers by the wholesale. But they will find that a course once entered upon will have to be followed out or the customers thus gained will be lost.

I believe in putting prices where they will bring in a reasonable profit, and then hold them there at all hazards. Customers respect a merchant who stands up for his own rights, but who still does his best in the way of prices to them.

I had a little experience with a neighbor merchant some years ago. He thought he would capture trade by cutting prices, and he did seem to succeed for a while. But how did he come out at last? At the little end of the horn of course. The pressure was too much for him. He made lots of sales to start out with, but his profits did not seem to pile up as fast as he wanted them to, so he attempted to put on the screws and hold prices firm. People who had been buying because they liked to get goods for nothing, left him as soon as the prices were put up, or, rather, refused to be put down.

The result was that it took a very long time to get his business on a paying basis. I paid no attention to his prices. I told my customers that I was selling as low as I felt able to sell, and if they did not want to buy at those prices they were not obliged to do so if they could do better elsewhere. A few of them went to my competitor, but after he began to get tired of his low price game they came back to me. I did not lose much by the transaction.

So I say there is no use of letting people "jew down" prices, for the minute you attempt to change your tactics after once entering on such a system, your trade will disappear. It is much better to make prices as reasonable as you can and then hold to them, for then your customers, although they may come slow, will come steadily, and you will have a well established business and good trade.

Selling goods for cash at strictly one price, with a fair living profit, is, in my estimation, the very best plan out for conducting business.—Jeremiah Banks in Stoves and Hardware Reporter.

IRONMONGERS AND CHOLERA.

The precautions taken against cholera should be of considerable service to ironmongers all over the country, and will no doubt yield a great deal of business to such members of the trade as are alive to what is going on and needed. We gather from enquiries which have reached us that many ironmongers are vendors of disinfectants, but even if we regard that branch as being rather exceptional amongst the trade as a whole, it is obvious that nearly every ironmonger should be able to benefit by the wholesome dread which exists at the present time. If they sell, or can sell, disinfectants, well and good, but if they do not take up that branch, they are vendors and fixers of scores of appliances which the leading medical and other authorities are just now prescribing as being absolutely necessary for the preservation of the public health. For personal cleanliness nothing is more essential than daily bathing, and the supply and fixing of baths is a notable feature of every ironmongery business. Even if fixed baths are not used there is abundance of room everywhere for hip and other movable baths, the demand for which is certain to be stimulated by the current dicta of the chief authorities. Then there is the vital point of drinking water. This should be boiled invariably, and also filtered. Ironmongers sell the kettles or other vessels for boiling purposes, and they are also the principal vendors of filters, the sale of which ought to reach great proportions under the circumstances. The stricter cleansing of water-cisterns should also give additional business to the trade, inasmuch as in the general overhauling of such receptacles many will be found to be defective in whole or in part. The same remark applies to the more vigorous method of dealing with the dustbins of London and other large centres of population, and on this particular point greater emphasis may be laid, seeing that in all parts of the country the sanitary authorities will be "down upon" all householders in respect of the prompt and effectual removal and destruction of refuse. The same authorities should and no doubt will, be exceedingly critical respecting public and private wells, and their action in that respect may have the result of enlarging the demand for pumps, as well as for artesian sinking appliances. In many communities where the privy or cesspool system is in force there will probably be a movement in favor of removable pails in duplicate sets, one of which will be removed daily. All these changes and improvements should be very closely watched by ironmongers all over the country, and if the particular community in which any member of the trade resides does not appear to be awake to its responsibilities, it may be possible to stimulate the local authorities. Speaking generally, the cholera scare will certainly have the effect of stirring up public bodies as well as private individuals, and that effect should give much business to our friends. Ironmongers themselves, if they are alive to the possibilities of the occasion, should cultivate their respective localities with care and energy, so as to secure all that can be had without in any way laying themselves open to the charge of being panicmongers.—The Ironmonger.

INCREASED EFFICIENCY OF GRATE FIRES.

"In times of peace, prepare for war." In the sweltering temperature of sumer, the means of keeping cool is a subject rather more congenial than that of warming our homes, though the latter must needs be considered, if only to the extent of laying in the winter's supply of fuel. The modern open grate fire, while undoubtedly one of the pleasantest and most cheerful means of heating, is also the least efficient and economical; and, except in very moderate weather, can be used only as an auxiliary to stoves, hot air furnaces or steam. That the sense of comfort is enhanced by the cheerful ruddy glow of an open fire, as well as by its warmth, all will agree. There is nothing which gives to a room so cosy and homelike an appearance on a cold winter's night, and we all enjoy the hour between daylight and lamplight, when the flicker of the flames or glow of the embers supplies the deficiency. But to those by whom the consideration of economy is a necessity —that is, the rank and file of humanity —the indulgence of using a grate fire becomes an extravagance. The question is then, need it be? Cannot an economical form of grate be devised which will place it on a par, in this respect, with an improved heating stove?

Sir William Siemens, the great English furnace engineer, did not consider the subject beneath his notice, and his invention of the regenerative gas burning grate was one of his later successes —better known in England, however, than in this country. In this device the gas and the air necessary to supply the combustion were heated, before ignition, by radiated heat from the fire place, which would not otherwise have been utilized. The flame gave perfect combustion of the gas and permeated through the interstices of a bed of hard coke, which it rendered incandescent, though from lack of oxygen there was but little combustion of the coke. The flame though intensely hot, was nearly invisible, and the appearance of the fire was very similar to that of an ordinary coke fire. As the high price of manufactured gas makes its use for this purpsoe far more costly than coal, the use of the Siemens' grate in this country is necessarily very limited. What is needed is not so much an improvement in the method of producing the heat as in utilizing a larger proportion of that which is generated by the ordinary form of grate combustion, though doubtless the latter is capable of giving much better results by the adaptation of well-known furnace principles to the purpose.

The great source of loss, which causes so low a degree of efficiency in proportion to the amount of coal burned, is the current of chimney draft from in front of the fire. That this loss is unnecessarily great in the large majority of cases, is due to the lack of any provision for adjusting the size of opening into the chimney, by which the draft might be regulated to suit the condition of the fire, and allow of only so much current as might be found necessary to carry off the smoke and gases resulting from the imperfect combustion of the coal.

As the size of the fixed flue opening must be sufficient for the maximum requirements, as of starting the fire, it is obvious that it is much too great for the average or minimum draft needed. This fact may be demonstrated in a very simple manner by merely choking down the size of chimney opening with fire brick, or, in fact, anything of suitable size and shape, of incombustible material. If the reduction in size of the opening (made, of course, after the fire has burned up smell of smoke or gas in the room, the increase in the amount of heat thrown out into the room is very perceptible, and as a matter of fact represents a large percentage of increase in efficiency from the same fuel consumption. The demonstration of this fact, then, leads to the natural deduction that an adjustable flue opening, or, in other words, the provision of a damper, should be considered an essential feature of an open grate fire place. Any one of a hundred simple and inexpensive forms of damper may be used, and their application to existing fire places as well as new ones, is entirely practicable, and will surely pay. There is, however, another method by which a large gain of economy and efficiency may be accomplished, and that is, in a radical change in the form of construction of the fire place, by which the back and side walls may be made to give out a very considerable quantity of heat, in addition to that radiated from the fire. The requirements of such a device would involve the use of an air space entirely surrounding the sides and back, and a means of admitting cold air at the bottom, with an outlet for the heated air at or near the top. The walls would require to be made comparatively thin, and of a material of high thermal conductivity, so that the transmission of heat to the air circulating through the air space would be sufficiently rapid. Of course, the damper in the flue opening to the chimney would be necessary as almost the first step in any attempted improvement.

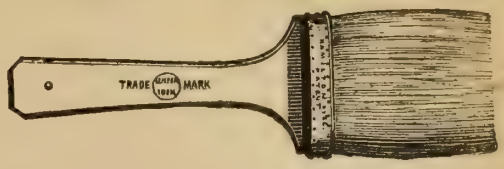
The outward appearance of a fire place embodying these devices will not require the least modification, and any desired style may be used with the same facility as in the ordinary unimproved form. Furthermore, the increased expense of such a construction need be so little over that of the latter that it would not form a valid objection to its adoption, to say nothing of the saving in cost of fuel sure to be realized from its greater economy of consumption. As the improvements in modern heating stoves consist almost entirely in the increase and better arrangement of the radiating surface, it seems no more than reasonable that the same means applied to grates would produce like results. The portable open grate stove, known in the trade as the Franklin, is built into the fire place, with an air space surrounding it, would be to some extent an illustration of the idea.—Metal Worker.

It has not yet been definitely decided whether the Canada Paint Company will locate their branch factory in Vancouver or Victoria. The barque Sabrina, which is bringing out a quantity of raw material for the company, is now 65 days out and should arrive in about two or three months. It would be well if the citizens would do everything possible to have them establish their works here, as in time it will doubtless be an important industry.—Vancouver News-Advertiser.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

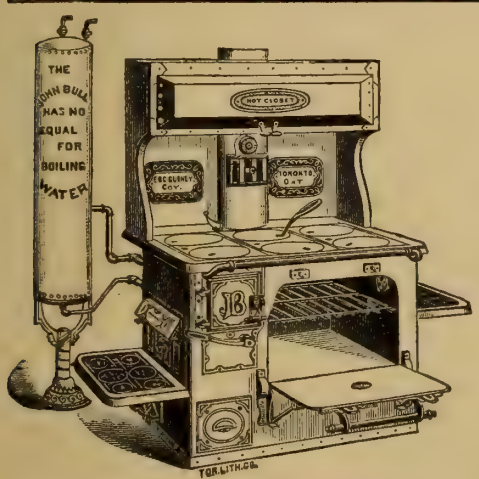
BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11 :

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY. The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern ; so that we have the somewhat singular sight of a combine reducing prices."



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.
—Made only by—
Pigou, Wilks & Laurence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.

Painters' Brushes.

With FLEXIBLE BRIDLES attached. Specially designed to supersede the old-fashioned Twine Bridles.

TWINE, MONEY AND LABOR SAVED.

CHAS. BOECKH & SONS, Manufacturers,
TORONTO.

For sale by all leading Hardware, Paint and Oil Trade.

LAMPS INCREASE PROFIT.

The enterprising hardware merchant of to-day is particularly desirous of adding to his stock new lines of goods to increase his profits and enlarge his field of opportunity. In this connection it may be a matter of considerable interest to know that within the past two or three years more money has been spent by the general public, rich and poor alike, for lamps, than was expected in any previous ten years in the history of the business.

Years ago our ancestors were accustomed to light their way with candles, or whale-oil lanterns of cumbersome construction, to be superseded later on by gas, which now again is being supplanted with that wonder of the age—the electric light.

For domestic use, however, the consumption of gas has materially decreased during the past three years, and history repeats itself by the reestablishment of oil-lamps in the popular favor.

This change has been primarily due to two causes—the great reduction in the cost of oil, and the remarkable improvements in the construction of lamps. The modern lamp in its present form is entirely distinct from the lamps of a few years ago. What the bicycle is to-day to the crude wheel of yesterday is correspondingly true of the wonderful evolution of the lamp.

This modern Aladdin is therefore a matter of live business interest to the hardware merchant, who is awake to his opportunity.

The millions of capital invested in this country in the production of lamps is a guarantee of the importance and permanence of the industry.

Another interesting feature is the fact that every household requires for its comfort from three to a dozen lamps of various grades and styles, and it therefore becomes clearly evident that the proportions of the demand for these goods is truly enormous. Out of the millions annually spent by the public for lamps, it is safe to say that scarcely 10 per cent. of the money passes through the hands of hardware dealers, simply from the fact that they have thoughtlessly allowed their more enterprising and encroaching rivals in other lines to steal a march on the sale of lamps.

No other class of trade is as well adapted from its environment to handle lamps as is the hardware trade, and it would therefore be natural to suppose that, having their attention brought to bear upon the subject, they would at once "lay pipe" to tap the consumer's pocket.

A line of lamps adds more to the appearance and attractiveness of a hardware store than any other line of goods, and it is equally true that a hundred dollars expended in this direction will yield a larger dividend than double or treble the amount invested in other standard goods.

The sole aim of business is to make money—not that we all attain the goal—and it is consequently to the individual interest of every hardware merchant to inform himself about these goods, and at least make a fair trial of the line. No risk is incurred, as lamps in general are as staple as table cutlery or carpet tacks, and one of the profitable features of the business is the subsequent demand for burners, wicks, chimneys, etc., which, while not requiring much capital, pay a very handsome profit—the "Dutchman's one per cent."

Lamps not only serve the purpose of affording light, but have an importance aside from utility, in the matter of art and home decoration; and many a parlor affords its mistress greater satisfaction from the graceful banquet or piano lamp which forms a prominent feature.

The hardware merchant's wife—she ought to be a "consulting partner" more often than is usual—knows many valuable points about lamps, and it is due to her artistic taste and inventive genius that these wonderfully constructed shades of gauze and lace and paper roses occupy so prominent a position in the charms of the domestic circle.

A practical way to make a beginning in lamps is to send a blank order to one of the many reputable makers of lamps to ship you an assortment of "ready sellers" to a certain amount, and, after stating your general idea, leave the detail of the selection to the maker's judgment and experience.

By this method no time is lost, and any manufacturer or jobber who receives an order of this kind will take especial pains to send the styles and grades best adapted to your locality and trade. A little personal experience will then easily place you in a position to intelligently understand the requirements of the line after a few weeks' trial with the first shipment, and you will be agreeably surprised at the accumulative results which follow their introduction.

Women purchase nine-tenths of the articles used in the household, and the indirect benefit of carrying a line of lamps is therefore apparent in increasing your trade in other lines.

A novel and practical method of advertising the fact that you keep lamps is to devote the entire window to their display at the start. Place in that window samples of the full line, and fill them with oil. Arrange the shorter ones in the front of the window, and at evening light the entire lot. Hang over them a sign reading: "We Light the World," "More Light With Less Oil," or any other short phrase, and the brilliancy of the display will act as a magnet to attract the buying attention of the passing public.

A lighted lamp is a sort of attraction, equally potent with human beings as with the proverbial moth, and a person who passes your store window containing a score of different lamps in polished brass and bronze, each yielding and reflecting its brilliant light, must be dull indeed if he fails to remark and remember the display.

Catch the step of moving progress while the field is open to all comers, and secure your full share of the first profits which await those who not only see the opportunity, but meet it before it is too late.—D. T. Mallett in Hardware.

We have dropped the "Gilbertson's Old Method" brand of roofing plates, therefore we now WITHDRAW our GUARANTEE from same.

Our reasons are as plain as A, B, C.

A We could not act in good faith with our customers had we accepted the propositions made to us by the maker with a view to equalize the increased cost brought about by the advanced duty.

B Numerous complaints and letters received by us from our customers, positively assert that the quality of this Brand is not now what it used to be.

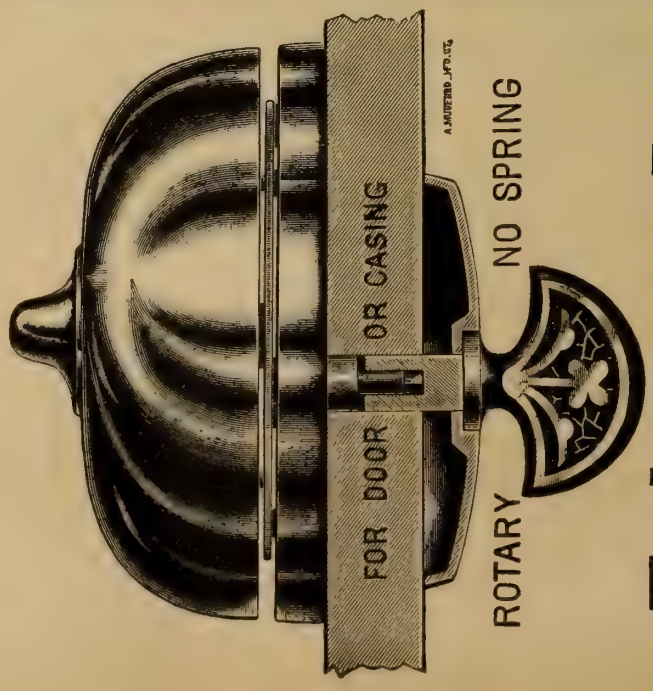
C After careful investigations we find we can make a much BETTER and a HEAVIER and more EVENLY-COATED plate IN OUR OWN WORKS in Philadelphia, than we have ever imported.

Hence, our heaviest coated, guaranteed Roofing Plate will now be the **"Merchant's Old Method"**

Made and Guaranteed by yours respectfully,

MERCHANT & CO., Philadelphia, July 6th, 1892.
NEW YORK. CHICAGO. LONDON.

NEW DEPARTURE "ROTARY" DOOR BELLS.

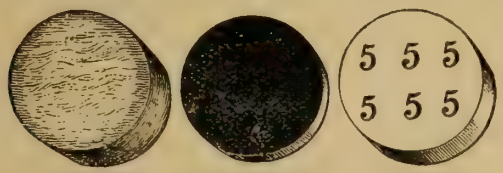


Incomparable!
NO SPRING!
Best Tone, (Sure)
Superior Finish!
Bronze Trimmings!
COMPACT!
CHEAP!

For Circulars, address
THE NEW
Departure Bell Co.,
BRISTOL, CONN.

The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

To be had of all Jobbers and Dealers in Sporting Goods.

JAMES BALDWIN & SONS,

ORIGINAL MANUFACTURERS,

Morville Street, Birmingham, Eng.

Agent:--W. H. JAGGER,

24 Front Street West, TORONTO.

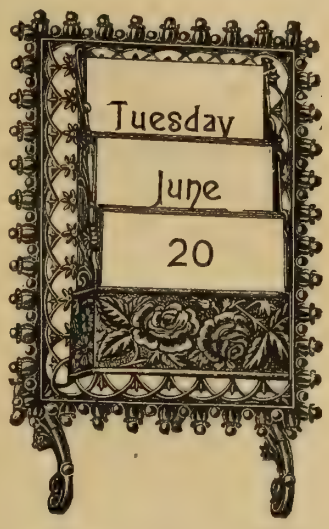
Price Lists and Samples to the Trade Only.

The Toronto Silver Plate Co.,

MANUFACTURERS OF

STERLING SILVER and

ELECTRO SILVER PLATE



A large line of Specialties and Nic-Nacks suitable for this Season's Trade.

Factories and Salesrooms:

TORONTO, CANADA.

E. G. GOODERHAM, Manager.

JNO. C. COPP, Sec-Treas.

We solicit enquiries for quotations on the following goods for immediate or fall shipment :

Large Brass and Copper Preserving Kettles, American Hudson and Little Star Apple Parers, Peach Parers, Fruit Presses, Meat Cutters, Sausage Stuffers, Cow Ties, Rope Halters, etc.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN, 164 Fenchurch St., London, E.C.



SALES MADE OR PENDING.

L. A. Agassiz, general merchant, Agassiz, B.C., has sold out.

PARTNERSHIPS FORMED AND DISSOLVED.

The Kellogg Iron Co., Toronto, is dissolved.

J. Laviolette & Co., tinsmiths, Montreal, have dissolved.

Edward Canavan and Wm. B. Arthur have registered co-partnership as W. B. Arthur & Co., hardware merchants, Halifax.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

H. A. Thompson, tinsmith, Hantsport, N. S. has assigned.

John Radigan, tinsmith, Hamilton, has assigned to T. F. Lyall.

Honore Martel, general merchant, Chicoutimi, Que., has assigned.

Guimont & Co., general merchants, St. Raymond, Que., have assigned.

Solomon G. Teal, general merchant, Broad Cove, N.S., has assigned.

Jeremiah C. Northrup, general merchant, Scotch Village, N.S., has assigned.

Beaudet, Lefaivre & Garneau, wholesale hardware merchants, Quebec, have assigned.

Stanislas Corbeil, general merchant, St. Leonard de Port Maurice, Que., has been asked to assign.

SISAL AND MANILA HEMP.

The sisal plant, "agave sisalana," so common in Yucatan, has been very little grown in this country, although the climate of the gulf states is well adapted to its cultivation. It is akin to the aloe, and needs only a little "wholesome neglect" to repeat its products after it is once established. In the Bahama. Islands there has been felt of late no little interest in the introduction of this plant, and there has been thus far no drawback on the attempt to establish its successful c ultivation In southern Florida, also some fields have been given up to it.

The principal reason why more has not been done with sisal has grown out of the difficulty of extracting the fibre from the fleshy leaves in which it is imbedded. The old plan in use a century ago of laying these leaves on a flat stone, and beating them with a billet of wood, or a huge mallet until the fibre was separated from the pulp, and then scraping away the rejected refuse with a blunt knife, was too costly a process where labor brought anything more than a nominal price. In later years the inventive genius of our time has produced machines that execute the separation of the fibre with great rapidity and complete success. But when obtained the product can only be used for cordage or coarse bagging, and hence can have only a limited sale in comparison with the finer material obtained from other plants.

Of all the varieties of hemp known to the world the manila is capable of the most extensive use, and our chief object in this article is to call the attention of our readers to the facility with which it may be cultivated. This variety is not obtained from a grass as many suppose, but is the fibre or "Musa textilis," and is of the same genus as the banana and plantain, having a similar habit of growth. It is almost a tree in size : the proper stem is small, but it is surrounded by the broad sheathing petioles of the leaves, and this part of the plant furnishes the fibre. When the stems are about to flower they are cut down and split longitudinally into four parts. The petioles are then pulled off, the outer ones, which are the coarsest and strongest being kept separate from the inner which are best adapted to other use.

The old fashioned way of separating the fibre by pounding the petioles with wooden clubs, and then scraping them with a coarse hackle, after which they are hung up to dry, is still practiced in the Phillippine Islands, of which this plant is a native, but it would require no great skill to construct a machine that would do away with most of the hand labor. For ropes and other cordage there is no better material, as the fibres are very long ahd have a remarkable tenacity and durability. The finer threads used for weaving are taken off in lengths of fifteen feet, and being tied together at the ends, are wound into a ball, after which they require no further preparation than soaking in hot water and drying in the sun. Many of our readers have doubtless seen the fairy fabrics, handkerchiefs, napkins, veils and other tissues as transparent as gossamer which are produced in the native looms from those wonderful threads. They are far more durable than the strongest linen, and are very pleasant to the touch, especially during the heat of summer.

We think that the agriculturists of Florida and of the West India Islands would do better with manila than with sisal for several reasons. It is far more easily grown and furnishes a much more valuable fibre. The plant is readily raised from either seeds or suckers, and a very small section being started it will propagate itself without further attention to any extent desired. It is a consideration for capitalists outside of the locality where it will flourish not only to call the attention of the local planters to the subject, but to furnish both the means and the facilities for its culture and preparation for market. In the heated zone enterprises of this sort do not flourish, as a rule, without a little ontside stimulus and pecuniary aid. There may not be "millions in it," but we believe there is a handsome remuneration for any one who will carry out our suggestion.—N. Y. Journal of Commerce.

THE PEDIGREE OF THE LOCK.

Since man became secretive or covetous locks and bolts have been a necessity. To keep a would-be intruder the right side of a door, and the fingers of a thief from the object of his cupidity, our ancestors improvised the wooden bar and designed the mysterious lock. The latter was of course the later product as involving mechanical skill and a knowledge of metals. The ancient Egyptians are credited with the manufacture of the original lock, which was simple in construction and by no means proof against the ingenuity of the primitive burglar. They were mostly made of wood, with an occasional example of iron or copper. The warded lock was a further evolution, and during the Middle Ages, in which so much of mechanical work was associated with sacerdotal instincts and objects the prodoct was characterized by elaboration and the highest style of finish. The religion of mechanics in those medieval times was conscience in work and faith in its thoroughness, to which in modern days we cannot honestly make so valid a claim. The result in the art of lock making was the production of specimens, of which it is said that history and antiquarians tell of no finer specimens, art and handiwork being happily combined. The tumbler lock is Mongolian, and has been in use in the Celestial Empire for centuries, the ancient Chinese being artists in mechanical devices, and by no means the blockheads so liberally scandalized on the sand lots and platforms of modern times. The combination padlock has also a venerable record, and is attributed to the genius of a French locksmith ; the opinion, however being held by antiquarians that its inception dates back to a remoter period. Be that as it may, it is evident that in locks as in everything else in pure mechanics, we are but improvers on our predecessors. Ingenuity has adapted itself to changing conditions. The lock is more a necessity than ever. It has more valuables to protect, and better educated rogues to frustrate, and we are getting eminently rich in both articles, while in the skill of the locksmith as much as in the valor of the police we place the faith that leaves no headache in our nightcaps, and keeps our bonds and ledgers safe. We have evolutionized in lock manufacture from the Egyptain article to the modern combination mystery of which, so far as burglarious intentions are concerned, there is no key bu t a deposit of giant powder, or a pinch of dynamite. It is, however, to the four types of locks named that we owe all subsequent evolutions, and are not perhaps except in improvements so far ahead of elderly skill as we sometimes assume. It is simply a matter of pedigree, and in mechanical ingenuity as in a family calendar we could as reasonably expect to be on the census roll without a grandfather, as to be where we are in manufactures without our antecedents. In the matter of locks we care more about practical protection than in making their brass and iron monumental of a canonized man or act, and in this sense we are in keeping with the age that is more anxious about its deposits than its biographies. It is however, none the less a fact that in the ingenious mechanism of the modern lock we are but simply amplifying the discoveries of our predecessors.—Age of Steel.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

Crystographs.

TO REPRESENT

Stained Glass Windows.

A new and original process easily applied.

Cheaper than any imitation stained glass windows.

A LARGE ASSORTMENT.

A. RAMSAY & SON,
Established 1842
MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

The E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.

MAMMOTH WORKS AT HULL, CANADA.

Fencing Wire.

Annealed and Oiled and Galvanized Wire in stock of the famous "Whitecross" brand. Get our prices before buying.

A. C. LESLIE & CO., Agents,
445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"
PORTLAND CEMENT.
BEST ENGLISH BRAND MADE.

Canadian Consignees:
McRAE & Co.,
Ottawa and Toronto.

New Wrought Iron Pipe Bedsteads

Strength, Durability, and Comfort Combined. No wood about their construction. Proof against disease germs, and vermin.

J. & C. Hodgson
Wrought Iron Pipe Manufacturers,
MONTREAL.

H. D. SIMMONS,
74 York St., Toronto,
Western Representative.
SEE SAMPLE AND GET PRICES.





Trade Mark.

F. LE PAGE'S
IMPROVED
Liquid Glue
The Strongest, The Best, Quality Guaranteed.

Agents for Canada,
W. L. HALDIMAND & SON,
MONTREAL.

Canadian White Enamel Sign Co.
All kinds White Enamel Letters and Numbers.
GEO. BENGOUGH, Mgr.,
10-12 Adelaide St. East,
Agents Wanted. TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—Charcoal Plates, Bright.

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7½ 7¾

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2⅝, 3
22 to 24 "	2⅝, 2⅞
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		3 00 3 10
Alloway		3 00 3 10

Iron Pipe.

Wrought 62½ to 65p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅞
" 7-16 " "	4¼ 4⅜
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¾

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 05½ 0 05¾
Domestic "	0 05 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06¾

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5¾
No. 1 Do. "	0 5
No. 2 Do. "	0 4½
No. 3 Do. "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.c wt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 57½
Boiled "	0 60 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 46½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, one shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45

Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50,50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Casters.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c;

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches				
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.

st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	0 50

Picture Glass.

Pilkington's ordinary.

1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb . 0 25 0 3

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc Prices Low. Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c.

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy..... 2 30
40dy..... 2 35
30 dy..... 2 40
20, 16 & 12 dy..... 2 45
10 dy..... 2 50
8 & 9 dy..... 2 55
6 & 7 dy..... 2 70

2. American Pattern Only

from 4 to 5 dy 2 90
3 dy. (lath)..... 3 30

3. Canada Pattern Only

from 4 to 5 dy 2 80
3 dy. (lath)..... 3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3½

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9½	9¾ 11 11½
¼, 5-16, ⅜ in.....	10½	10½ 11½ 11½
Cotton, per lb.....		22 25
Russia Deep Sea, per lb..		13½ 16
Jute ..... " ...		08 08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ½ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks..... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4¾
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 9 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

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Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
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Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
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Payson's, $2.60 to $5.00 per doz.

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Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
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Rat " 2 00 4 50

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Disston's, discount 10 p.c.
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Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

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Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
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Broom Wire 6 to 6¾c. per lb.
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Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " " } 4¼ 4¾
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
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Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

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Agricultural, 70 to 70 and 5 p.c,.
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Coe's Gen'ne, dis. 30 to 32½ p. c.
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" S., per doz..... 5 80 7 50
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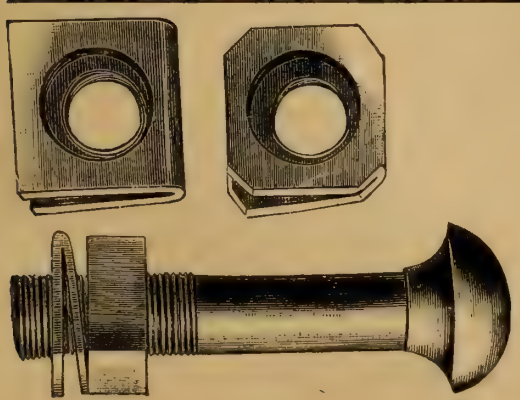
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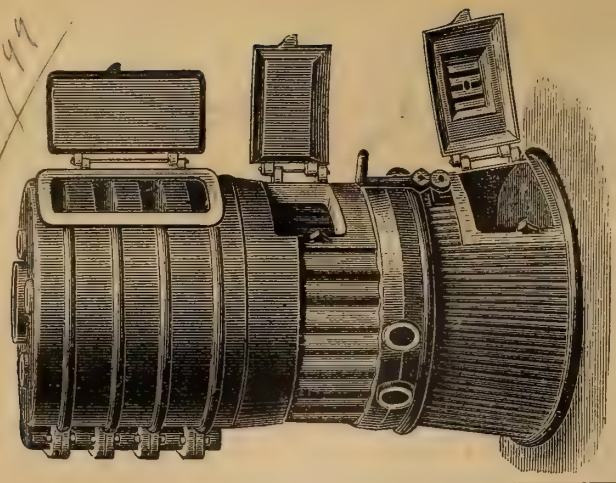
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VOL. IV. TORONTO, OCTOBER 1, 1892. No. 40.

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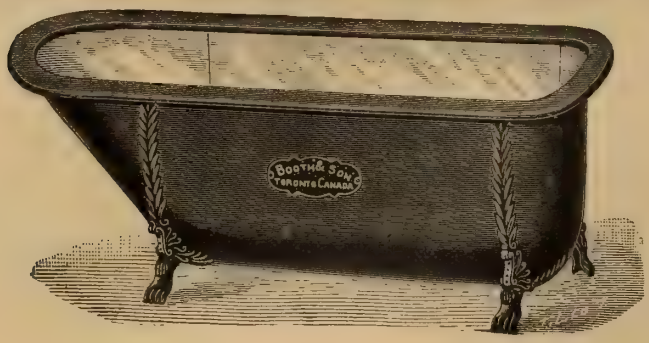
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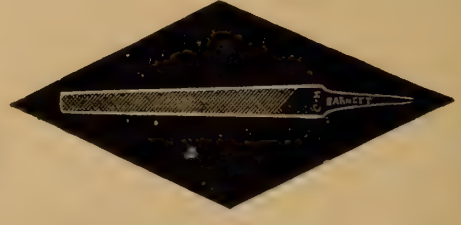
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Vol. 4. TORONTO, OCTOBER 1, 1892 No. 40

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

It is strange but nevertheless true, that, other things being equal, a bankrupt stock will generally sell for a better price under the hammer than one belonging to a perfectly solvent merchant. Auctioneers say that it would be often worth several cents in the dollar to an unencumbered stock, if it could be offered as part of a bankrupt estate. The reason is, that intending buyers are mistrustful of the bids that oppose them. They know the stock may be sold or withdrawn as the owner pleases, and they can never tell when the bids are genuine. They consequently stop soon enough, as, for all they know, they may be following a decoy, and may pass the price that would take the stock in a competition among bona fide bidders. They leave a little room for the play of possibilities, and often the stock is knocked down below what all would be willing to pay for it, the bid that took it turning out to be a genuine one. In the case of a bankrupt stock, on the other hand, the sale is known to be a forced one, and the bidders allow themselves to be led up to the price that they value it at for their purposes. There is nobody to run it up on them. Hence the bankrupt stock has an auction advantage that creditors may consider as an asset. It is better for them to sell the stock, if it is to go by auction, than it is for the merchant, unless it is well known to the buyers that he must sell. Also solvent merchants contemplating retirement from business, will do well to think of this. They had better try by private sale to see how closely they can realize their estimate of the value of their stock before they put it up to auction.

* * *

A merchant is often judged by his correspondence. An unguarded phrase, or a too manifest indifference as to the price he pays, has caused many an order to be declined or put off with an evasive reply. Sometimes the wrong construction is put on such laxity of form or manner in a letter-order, and then the merchant has to suffer undeserved mistrust and consequent inconvenience. For example, if a trader orders a certain quantity of any given merchandise, and quotes a price that is much higher than that current, he is liable to the suspicion that he does not mean to pay for the goods, and will be courteously told that the goods are not in stock. The current price itself is so hard to get these days, and has so generally to be fought out between buyer and seller, that anyone offering more overwhelms the seller with surprise and misgiving. This illustrates the value of merchants keeping themselves posted as to prices.

* * *

The price of shot has shrunk about 10 per cent. in the last six months, owing to the decline in the value of the raw material from which it is made. Lead is now remarkably cheap, 3¼c. being an acceptable price to jobbers, and a still lower quotation being possible for round lots. But shot is made cheaper than it would otherwise be by the reapparance of cutting on this market. Jobbers see one trader selling quantities of not more than one or two bags, at the same discount as they allow on ton lots, and they have to do as well by their customers as he is ready to do. The fact that the cutting trader is not on the list does not seem to affect his ability to supply the stock, and as it is not supposed that any one on the list would share the advantage of that connection with an outsider, it appears probable that the trader in question is selling at cost, losing interest on his money and doing the business for nothing. That is not an original mode of doing business, and it needs to be set off by some solid incidental advantages for it to be a paying one.

* * *

It is said that at their next quarterly meeting, which is to be held on the 7th prox., the wire and cut nail manufacturers will take into consideration the objections that are so generally and urgently made to the mixed composition of their preferred list. They cannot be blind to the unfairness of the distinctions those lists now make between retailer and retailer. They know that to every retailer they admit to their lists they convey an unfair advantage that virtually excludes some neighboring merchant from competition with that favored retailer in the nail trade.

* * *

The business of gas companies should b limited to the manufacture and distribution of gas. The revenue from the capital and industry engaged in that work in cities of any size is large enough in all conscience. As that business is a franchise it is also a monopoly, no municipality in the nature of the case being able to introduce competition into the market, so that citizens can not choose between the rates of one company and another. Theis monopoly is enough for the gas company's charter of incorporation to convey. The company should not be authorixed to carry on a trade in gas stoves, as it is plain such authority endows it with another monopoly. If the gas people are permitted to sell gas stoves, we may be sure they will make the trade in these stoves subsidiary to

the interests of the gas business. It is a fact that they do put in gas stoves at cost, for the purpose of increasing the consumption of gas and therefore increasing the proceeds of gas production. This policy debars stove traders from any important share in the gas stove trade. It would not be more unjust if the gas companies went into the trade in gas fittings, and otherwise competed with plumbers. Wherever new gas companies are formed the local trade should use their influence in the form of counter petitions to restrict the scope of their charter to the business of making and distributing gas. There is a movement on foot in England to narrow the charters of incorporation for the exclusion of gas companies from the stove trade.

* * *

Particulars are given in another column of an action against a Halifax merchant for failing to remove the marks on his empty petroleum barrels. This lesson should not be lost on the trade, though erasure is not commonly neglected by merchants. All the marks should be taken off every empty barrel. It is improbable that there was any fraudulent intent in the omission in the Halifax case, but all the same an inland revenue tax of 10c. a barrel would have been evaded, and some off-grade oil might have been smuggled into trade by means of these marked barrels. The ordinary merchant can have no object in preserving the marks. If he barrelled oil himself he might have an object, though it would be foolish to risk a big fine for a small gain. Ten cents a barrel on 118 barrels would be $11.80, and that would be a small advantage to set off against a risk of being fined $152. Of course the gain could be more than ten cents a barrel if the barrels were used to hold oil that would not pass inspection. It is conceivable, however, that a man doing a barrelling business might be foolhardy enough to make the one marking answer for several fillings, if he had a large number of local customers who kept tanks. That would be fraud as well as folly, and would be apt to be detected and punished before the enterprising merchant had made enough out of the crookedness to balance the penalty. Traders cannot afford to be indifferent about these marks. Inland Revenue inspectors will prosecute, not because they suspect fraud, but because they desire to ensure conformity to the Act relating to the inspection of petroleum.

* * *

The Patrons of Industry appear to be pushing on their arrangements for the manufacture of agricultural implements and binder twine in Brantford. It is said that no one will be allowed to hold stock in the company but Patrons of Industry. The hardware trade are more or less indifferent spectators of the progress of history in the binder twine industry. It appears to be decreed that they shall have no share in it. They have played a continuously diminishing part in the trade in that commodity for some years, and now it looks as if the little connection they have left would vanish completely away. The additions to the producers of twine in this country take the farmer's interests entirely into their calculation. The Central Prison works and the Brantford works will be unlikely to call the hardware trade into requisition as a distributing medium, for the reason that their policy will be to escape all but the most necessary cost of distribution. It is understood that the rivalry for the agency for handling the output of the Central Prison works is intense, and that twenty-nine tenders have been already received. With so many aspirants for the honor of dispensing cheap twine to the farmers, and with so many concerns engaged with special advantages for its production, it would be indeed strange if low prices should not rule. The Cordage Company has the advantages that system, consolidation, great capital, cheap labor and control of vast quantities of raw material enable them to introduce into their economy. It also appears to have the advantage of a working understanding with the implement manufacturers, an advantage which permits of direct and cheap distribution. The Central Prison industry will have the advantage of free labor, and will probably be able to dispense with mercantile assistance in the placing of its output. The Brantford concern will do away with middlemen as much as possible, and is supposed to sell at prices that will barely afford a fair interest to stockholders. If it should get the agency for the sale of the Central Prison output it would probably not go into the manufacture.

* * *

Fifty-five years is a long span of time to be covered by one business career. The few to whom so long a manhood is given have usually a checkered retrospect to look back over. Rarely can any of them show an unbroken continuance upon one path of labor or enterprise through all that time. Mr. William Lindsay, who has just retired from the hardware business in Woodstock, can point with just pride to so exceptional a career. He carried on business in that town for fifty-five years, having opened out the year Queen Victoria began her long and illustrious reign. Mr. Lindsay retires, but the business remains in the family. He is succeeded by his two sons, who will continue the business at No. 9 Main street, under the style of J. A. & R. J. Lindsay.

* * *

There are some men whose favorite way of boasting and explaining their timely retreats, is to claim that they know their own terrific strength, and that they shun danger or forbear for fear they might hurt somebody very badly. In the same way there appear to some traders who in the interests of public order refrain from dressing their windows, because they know that any of the masterpieces of their handiwork in the shop front would be likely to cause an obstruction on the street, owing to the collections of admiring by-standers that would there assemble. We have heard of such triumphs in window-dressing, but they usually sadden the artist, and it is never recorded that the police have to rebuke him for constructing another such striking spectacle in his front window. When the police authorities have to place a man at a fascinating window for the purpose of keeping the crowd moving on, the window-dresser has evidently wrought too much while the fine frenzy was upon him. But it will not often carry him away thus, and he may usually give it free rein. There are a number of traders in this city who might profitably surrender themselves to fancy for a half day or so, and fix up their windows to see how they look with their glory unsubdued. When a man leaves too long an interval between shaves he does not heighten his beauty, and he ought to try to see some analogy between his person and his shop.

CHANGES IN THE CITY TRADE.

On Tuesday the stock in trade belonging to the estate of H. A. Collins & Co., dealers in house furnishings, silver and plated ware, brass goods, cutlery, etc., Toronto, was offered for sale in the warehouse of Suckling & Co., where it was and is still exhibited. It was withdrawn, however.

The Bay street stock in the estate of James Dickson, wholesale hardware merchant, was bought by M. & L. Vokes, of this city, at 57c. in the dollar, cash. The College street stock was bought by James Thompson at 59½c. in the dollar, also cash. Mr. Thompson will continue the business upon the premises. He has lately come to the country.

J. & A. Bertram, Yonge street, have dissolved partnership and are now jobbing off their stock.

JOTTINGS OF A RETAIL DEALER.

There is no better chance to study men and their characters, than when you observe them in their business places, where you can see them in their working and their planning. Everybody has occasion to do this when he comes down to the places where our wholesale trade moves, and sees the healthy energy displayed by so many; sees how the wheels of trade move, not noiselessly, but correctly and swiftly; sees what a large amount of work can be done when guided by the masterful eyes of men whose whole lives are work and speculation. In some places you see everything going on as by clockwork, while in others everything seems to be upside down, and often it is not where the largest trade is being done that there is the greatest bustling. Some houses drill their clerks to do their utmost in an evenly-going way, while others cannot do a bit of work without great and unnecessary fussing, like hens who have to cackle when they have laid an egg.

There are houses where the clerks hardly ever make a mistake, being trained to be careful and compelled to bear the losses, if any should happen by their faults; while there are other firms of which you cannot purchase ten dollars worth of goods without having to correct something or other. There are houses where the leading spirits are always accessible and willing to see that everything goes right or is righted when mistakes happen; and there are others where it is a job to get anything, however wrong, corrected, because they have so much red tape about their way of doing things, that it brings a man's patience to a sore trial. Proper division of work is a great boon, but it must not be carried so far, that the proper connection between the single departments is lost, as it is too often the case in some houses.

Some men seem to be alive only to nurse the anxieties and cares of their lives, while others have the happy and wise knack of dropping their cares as soon as the respective business matter is not under their immediate consideration. The old proverb of "Everything in its place and a place for everything," is with them a living maxim, and not merely an empty word.

Thare is a vast difference in what people consider the dignity of a man. I have seen one of the foremost men in the Hardware trade under whose guidance a trade reaching way up into the millions of dollars yearly, is conducted, stepping from his desk and kindly tying up a bundle for a customer, discussing about seasonable topics with him ; while I know plenty smaller lights in the wholesale hardware trade, who would think it under their dignity to more than coldly acknowledge a greeting from such a small purchaser as the buyer in question happened to be, much less to help in a manual way.

The proper display of goods is one of the principal needs if a store shall be successfully run, but there is often a drawback to a liberal adherence to this idea, on account of the insecurity of the goods thus lavishly displayed. In larger towns and in big cities you must either chain everything securely together or otherwise have a person employed solely to watch your outside display, and this will in many cases prove too heavy a burden to small dealers. Retailers with an ample capital at their disposition can easily employ every advantage proved by experienced advisers, but very often the spirit is willing, but the flesh (respectively, pocketbook) is too weak.

The Electric fly traps recently brought to market and patented are after all only an improvement of the old, time-honored, wooden fly sticks so extensively used in European countries to catch flies or other insects.

I wonder that no lock manufacturer has yet thought of making plain iron escutcheons, wide and high enough to cover old and worn-out keyholes of room doors. In every tenement house it happens that in course of time the keyholes of the doors become wider than what the ordinary escutcheons will cover, and there are keyholes in doors which would require 1½ to 1¾ inch wide escutcheons to find a secure hold for the screws to fasten them, and the widest plain, cheap escutcheons existing, are only 1¼ inches wide. Every retail hardware dealer has certainly felt this want and had to acknowledge his inability to meet it. There are fancy bronze escutcheons of these sizes made, but no cheap japanned iron ones, except with big holes for front door locks, which will, of course, not answer for room doors. Which manufacturer will first cover this long needed want ?

I should think it would be a paying stroke of business to make, for instance, two and three-quart covered buckets, laboring men's dinner pails, and oil cans of American made tin; stamped as such in a legible way, they would surely sell very well, even if they should come higher than the ordinary ones made of imported tin. We hear so much about our American tin, but somehow I have found no manufacturer of tinware enterprising enough to bring tinware made of the same to the market. It would be a better proof against the free traders and those who decry American enterprise, than any other which could be brought forward. I am aware that tinware made of domestic sheet tin would come a little higher, but I should think, if properly labeled as manufactured from home-made sheet tin, it would quickly sell.

Bureau drawer handles of imitation oxidized silver are now in the market, in many pretty designs, and find good sales.

Peddlers of house furnishing goods, tinware, woodenware, and of mechanics' tools are becoming a great nuisance to the storekeepers of cities and towns, who have to pay heavy rent and must carry a big stock, and cannot afford to keep trash.

The self-styled trade reformers, whom we meet nowadays frequently, have often a great deal to say about "time-worn trade maxims" and the necessary influx of newer and fresher ideas into the body of trade, but they cannot replace the old business integrity and the experience of years with any of their new-fangled ideas.

Tool handles with leather tips are getting into favor now, and there are quite an array of factories who manufacture each their particular kinds with merits of their own. In fact, there are so many now that the choice is becoming difficult.

Boxes and barrels are now usually nailed with wire nails, as it needs no adept in nail driving to use them. The prejudice against their use is entirely gone, and private parties prefer them to the cut nails on that account. There lies a certain charm in their use, it seems, as they are usually plentifully applied, as if the work of driving them home had been a pleasure to the nailer. Open a barrel of glue or a keg of sadirons, or any package of that kind, and if you don't find twice as many nails driven in the inside top hoops as there would have been a need for, my name is Dennis. The other day I had occasion to mention in these pages, the annoyance, particularly in summer times, of bright metal surfaces getting rusty and tarnished looking. A Canadian contemporary took it up, and recommends the use of vaseline as a surface coating of polished metal. Vaseline is both cheap and easily handled, and therefore worth a trial in respective cases by the often hard worked retailers. The cleaning and new arranging of the show windows would often be attended to more cheerily than it is done now, if it was not for the hard work of brightening up and cleaning the display goods taken from the same. Everything which tends to lighten this burdensome toil, should therefore be tried, and, if successful, adopted.—G. B. K. in N. Y. Hardware.

THE AMERICAN AX HELVE.

All the world admires and wonders at the American ax helve. The American ax fitted with that ingeniously curved and gracefully fashioned handle is a marvelously effective weapon, vastly more apt for its purposes than the straight handled headsman's ax with which the Italian fells trees, or the broad faced hatchet used for the same purpose in France. The American ax helve is just what might have been expected of an inventive people laden with the duty of conquering an civilizing a forest clad continent. The world had been using the ax since prehistoric times, but it remained for the American pioneer to fashion the ideal ax handle, dt once light, strong and elastic. The ax such as is familiar to all Americans is rare in Europe, and it sells in all the British colonies as the American ax.—New York Sun.

MISTAKES IN BUYING.

My friend had opened a retail hardware store in a small place in Indiana, about a year ago, and he said he wanted a little advice. I told him to go ahead.

"I am hard up," said he, "and yet I am worth nearly two dollars for every one dollar that I owe. Here is my condition: Stock, about $3,500; accounts, $1,200; real estate(my store building),, $1,600; total assets, $6,-300. My liabilities of every kind, $2,-250. This leaves my net worth, $4,050. My accounts are against farmers, and I cannot collect much on them for 60 or 90 days yet. The claims against me are for merchandise, except $750 due September 1 on my building. If I could borrow $1,200 for 90 days I could pull through easily. That would enable me to pay off my note and one-third of my other debts, and my cash trade would put me in tolerably fair shape by January 1st next."

After he had gone we discussed his case and decided that he had an easy way out of his trouble—let him cut down his stock.

He had his inventory with him and I noted down a few items. To a practiced eye it was plainly evident that too much of his capital was locked up in dead stock. I remember that he had strap hinges as follows:

Quantity,	4	3	3	4	3	3 dozen.
Size,	4	5	6	8	10	12 in.

In one-inch screws he had—

	9	4	2	1	3	8 gross.
Size,	6	7	8	9	10	11 12

In glancing over his stock of carriage bolts I saw that he had more of the outside lengths of each size than he had of the staple sizes. At least one-third of his stock was made up of goods that were very slow sale, or of unsaleable sizes of staple goods. He could have cut down his stock one-third, and not only not have missed a sale because of this, but it would have increased the value of the remainder of the stock if he were selling out.

The most common mistake made by merchants to-day is in the buying department. Mnaufacturers and jobbers both conspire to induce men to overstock. Quantity discounts are made as alluring as possible, that the man who ought in justice to himself to buy but half a gross shall buy five gross.

It is as if the salesman were saying to himself, or the man who gets up the discount sheet was reasoning, "I may never get another order from him, and the future may take care of itself."

The margin is so great between the half-gross that he ought to order, and the five gross he is tempted to buy, that he swallows the baited hook, and his shelves are overstocked for years to come in that article.

The jobber tempts the retailer to overstock at every point. First, by inducing him to order goods long before the season for selling them, and when he cannot tell what the demand will be. If the retailer is slow to order inducements in the way of guaranteeing prices, and dating bills ahead, are thrown out, and when these start the buyer extra discounts for large orders appear, and the victim orders unwisely both as to time and as to quantity. He is helping the jobber by carrying stock for him, and he generally pays well for the mistake.

I do not believe the buyer lives who will not say that his regrets as to the past lie in his having bought too freely rather than too sparingly. There is not a stock of hardware on earth but that, in closing it out, allowances would have to be made for some unsalable goods in it.

I have frequently been called upon to inventory retail stocks of goods, and I have always found that a very large per cent. of the goods then on hand were foolish purchases.

It is altogether too easy, this buying and ordering goods. A genial salesman assures you that he envies you the opportunity you have of placing with him a large order. He mentions the big sale made to Blank of Bluffton, and to Clark, of Clarksville, and you do not like to hurt his feelings by offering him the trifling order you intended to have given him. So you give him a much too large order, and if you are able to pay the bill you have tied up just so much of your capital in unnecessary stock.

A very shrewd jobber said to me a few days ago. "My nose has been in the grindstone all this year '92, because money that ought to have been to my credit in the bank last January was on my shelves in surplus stock. It has been a very severe lesson, but I think I will not need to learn it again."

The head salesman in a large importing house in New York, with whom I was in conversation, excused himself for a moment to take down an order read off to him by a young man who simply gave the memorandum and then went away.

"That is the city buyer for Blank & Blank," said the salesman; "you know of them?"

Yes, I knew of them as having a very large catalogue of goods, and this was to be met with in the hands of almost every man in the west. I supposed that they bought goods in very large quantities, and carried an immense stock of everything advertised in their list. But I was amazed at the order their man had just left. It called for twelfths of dozens of nearly everything wanted, and it was only at rare intervals that a sixth of a dozen was mentioned, and never any larger quantities than that. I expressed my surprise.

"Oh, they carry very little stock," said the salesman. "Every morning they make out a list of what that day's orders call for, and this young man goes around and orders these goods."

In another house I met the city buyer of another of these mail-trade houses, and I learned that he was simply picking up the goods his day's orders called for, while the importers and jobbers not only paid the freight, but carried all the stock.

Of course, the purchases of such houses amounted to large sums in the course of a month, but the rest of us had to buy ahead of our orders, and one wondered why these houses should not have to do likewise. That they did not was all the greater to their credit as shrewd merchants.

Very few retailers to-day are more than 24 hours distant from a good jobbing house. It ought to be a matter of pride with the average merchant to keep his stock low, and yet miss no sales. But many men boast of a large stock as if it were evidence of their capacity as merchants, and ought to give them standing!

In buying goods the first mistake the average merchant makes in buying such goods as screws, bolts, hinges, etc. He will want an assortment, and a good assortment, for are not these items the very backbone of the hardware business? He has not learned the exact sizes needed in his neighborhood, and he is assured that he cannot go very far wrong in buying the largest possible assortment. As a result he does not buy enough of the staple sizes used in his community, but he lays in a large stock of other sizes that his trade will never call for.

If he were wise he would wait and let the demand for the odd sizes develop as time passed on. and then buy for this; he starts with a full assortment, and a large share of this he will hand down to his successor.

Let us look at the memorandum of strap hinges that I saw in my friend's inventory. He has as many as 10 and 12 inches in stock as he has of 6 inches. Had he bought one half dozen of each of the largest two sizes, he would have still had an assortment, and enough for his market.

In the screw memorandum it is plain to be seen that he had ordered 10 gross of each number from 6 to 12. Probably the salesman casually mentioned that this was but "one package" of each size, and the man felt that he could not ask for less than that. But he would have been much wiser to have ordered more of the medium sizes and less of some of the others.

As I started off on a trip, many years ago, I fancied I had hit upon an idea that would help me to a good many orders. I had noticed before this that every store had more or less unsalable goods. I believed that the retailer would gladly sell these to me at a good deal less than factory price, and thank me for helping him turn such goods into better stock.

The scheme succeeded so well that I was forced to abandon it. I could get certain goods at my own price, but I saw I was getting more of such than I could unload. As it was, I traded in three weeks for all the odd sizes of tacks, bolts, butts, screws, augurs, etc., that I was able to work off in the next three years!

Every man who takes a yearly inventory (and no man can lay claim to common sense who does not do this) must feel annoyed at the large share of his capital that is invested in surplus stock, or in unsalable sizes of staple goods.

If he happens (as is the case with many men) to be running his business on a small capital, then this part of the stock is all the more unsatisfactory and burdensome. Let him put the proper remedy before himself—to buy in smaller quantities, and use every means in his power to cut down the stock of slow selling goods.

There is no place in the world where a man's capital is of so little value to him as when it is in dead stock on the shelves of his own store. Two-thirds of the men who are worried to meet their bills are those who have large stocks of goods.

The heavy buyer is a plum to the travelling man, for a large order redounds to his credit, but the man who buys carefully and discounts his bills is the one rated the highest in the estimation of the house. His credit

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

"Schultze" Smokeless and American "Dead Shot" Gunpowders

THE BEST OF THEIR KINDS.

Cartridges, Cartridge Cases, Wadding, Shot, etc.

and cash will buy goods in small quantities at better prices than are given to the other. The heavy buyer soon reaches the point where he must ask favors of the houses he buys from, and favors cost money.

Better one dollar in the bank to your credit than five dollars in poor stock on your shelves.—Wm. H. Maher, in N. Y. Hardware.

OPPORTUNITIES OF TINSMITH'S TRADE.

Matthew Barr is the walking delegate of the Tin and Sheet Iron Workers' Union, and worked for many years as a tinsmith in a shop, and in business for himself. "The tinsmith trade," said Mr. Barr to a reporter, "is split into several branches, and, to be able to do all kinds of work in tin and sheet iron requires considerable time spent in each department. Sheet iron work, as it is understood in this city, is carried on in what are known as 'furnace shops,' while the manufacture of tin goods is restricted to what are called 'assortment shops.' Apart from these there are the cornice-makers and slate and metal-roofers, which are includes among the branches that tinsmiths must know to round up their knowledge.

"The best age for a boy to begin the tinsmith trade is about 16. He ought to have picked up sufficient education from the common schools at this age to give him a fair start in life. No boy is bound out as an apprentice to a tinsmith in this country, but beginners are not looked upon as full-fledged journeymen until they reach the age of manhood, no matter how proficient they may be. In some shops a boy has very little show, because there is a system of employment which practically excludes him.

"This is a result of a surplus of labor in other countries. Tinsmiths land here from other lands with but little knowledge of what the trade requires here, but with a general knowledge of the business and the use of tools. They apply for work in shops, and they are taken on in preference to the native-born boys who desire to learn the trade. These foreign mechanics can learn quicker than a boy generally, and while they are hired for low wages, they in a short time are able to do almost as much work as an expert tinsmith. This system is against the American boy, but so long as there is money in it for the bosses it will be kept up.

"This trade is not such a laborious one, that it requires an unusual amount of strength. A tinsmith need not be as strong as a carpenter, blacksmith or bricklayer, but he must have plenty of endurance. He ought to be versatile intellectually, because he is not a mere machine, but is often required to make entirely new things, which can only be done with a fair degree of inventive genius, besides an expert knowledge of the use of tools.

"A boy will never become a good tinsmith if he is not obedient and patient. He will have to do some simple thing over so many times that life will become very weary in the shop before he is set to work upon something that appears to be important to him. In the assortment shops a boy will first be taught how to use the shears. He will be given a lot of old scraps to cut up, and before his muscles get used to the movement he will think that his arm will drop off. He will receive about $3 a week on the start.

"The foreman watches the boy carefully, and if he does not take hold of the shears and other tools handily in a few days he will probably remind him that he has made a mistake in his calling. Some boys are put at this and other trades by their parents who but never will be good mechanics. To accustom the boy to the use of the mallet and hammer he is kept straightening old pipe. When he knows a little about tools, and shows the proper spirit in doing his work he is sent to the journeyman's bench to hold things for him, and in this way gets an idea of the practical use of tools. He may be kept at this for a long time, and this is the period that will test his patience.

"It is always a red-letter day for the beginner when the foreman gives him a piece of metal and tells him to make a drinking cup He has seen it done many times, but when he comes to cutting out the tin and getting it into shape his fingers seem to be all thumbs. He wants to make a good cup, but his anxiety will knock it out of shape. When it is all brightly polished it is taken to the foreman for inspection. Nine times out of ten the beginner is told to take it home as a memento. He feels very happy, but he would not think so much of his work if he knew that the real reason that it was not taken by the foreman was that it could not be sold.

"The boy will soon find this out when the foreman keeps him making cups until he gets a perfect one. From a cup he goes to other things of minor importance, which he is kept at until he gradually acquires skill. It depends upon the boy himself how much time he will waste before he becomes an expert. If he is civil and obliging the journeumen will teach him pattern drawing, and in this way the boy will learn how to block out the models of every kind of work, and cut out patterns for himself.

"During the last 30 years there have been many changes in the tinsmith's trade. Machinery has taken the place of hand labor in the manufacture of nearly all utensils, but this has made no change in the tinsmith's condition. Organized labor has protected the workman. The principal machines in the assortment shops are presses giving the general outlines of manufactured goods, and lathes, which are used to perfect the lines of spinning. An important fact in the trade is the wheeling machine, which gives the bright polish and puts on the finishing touches. The polishing used to be done by hammers on an anvil, but the wheeling machine can do better and more work. During the five years that a boy ought to spend in learning this trade he ought to become expert in the use of all the machinery if he has had the proper instruction. A boy will learn the trade better in a shop than in a trade school."—New York Recorder.



Crown Water Heater

Best on Earth. Warms drink for stock in the winter. Scalds hogs, &c Burns wood and never throws sparks. Wanted some one to manufacture and sell in Canada or will sell patent. For Circular and information address H. E. Harrington. Walden, Caledonia Co., Vt.

DULL SEASON ADVERTISING.

There is an old German proverb, that which reads : " Lang krankheit ist sicherer todt," which, transmogrified into plain United States, is " Long sickness is sure death."

The merchant carrying a large stock, and every other merchant in corresponding ratio can ill afford to see business lag for any unusual length of time ; the fact of the matter is that when the lag begins the losses commence, and when the lag spreads over weeks or months, then the situation is becoming financially serious.

To every business man a dull season comes at some time in the year, and to all not at the same time. It is a trying period with most men, and many there will be who will fail to survive its stagnating effects. But the real, wide-awake, thoughtful advertiser has a remedy even for the dull season.

His panacea is printers' ink,of course, but it is the particular manner in which that printers' ink is used that enables him to bridge the season over.

When people's minds are all bent on an outing, or those who are to stay at home on taking things easy, the ordinary business methods are not going to have any appreciable effect. Something unusual has got to be done. What appeals to a man's patronage more than the idea that he is going to get something for nothing, or next to nothing ? Inform him that for a limited length of time you are going to offer for nine cents a linen collar that he knows he will have to pay a quarter for ordinarily. Tell him you will sell him a 25 cent pair of socks for 12 1-2 cents, an unlaundried linen shirt, that usually costs not less than 75 cents, for 39 cents, and so on throughout your list.

You may be cutting your profits almost to the quick, but if you leave any margin on your side whatever, it will prove one of the best investments you ever made. Prices like those mentioned, and which are taken from actual instances, are eye-openers. They astonish the natives, who unlimber themselves and hunt you up. The fact becomes so patent to all that money can be saved by buying now, that many make purchases they do not need; yet no matter how long the goods are not utilized, the owner clings to the gratification he got out of the bargain made. This is but a streak of human nature, and advertisers have to study where that streak is.

So, therefore, the kind of advertising to be done in dull seasons is that which presents the most startling reduction in prices, the logic of which is all powerful and convincing. The experimenter along this line will find new faces attracted to his counters, who, after they have once learned the way, will come again, and, if you please them, they will tell their friends, and the friends will come, and the benefits of your dull season reduction will be far-reaching indeed. But don't fail to appreciate the fact that your advertisement was the means of conveying to them the reduced prices you had instituted. If you had slashed away below the cost mark and neglected to promulgate that fact, you would, undoubtedly, be out of pocket for your pains. When a reduction in price on a certain line of goods is offered, you want to double or treble, or quadruple your sales on that line in order to make the small margins aggregate a large profit. Thoughtful, prudent, advertising is, therefore, the key to the situation.—E. A. Oldham, in Printers' Ink.

PETROLEUM BARREL CASE.

At Halifax, Stipendiary Motton, the other day delivered the following judgment :

The Queen v. Vincent F. Farrell. W. F. Parker for prosecution ; Hector McInnes for defendant.

The defendant is charged with having at the city of Halifax, on the 16th May, 1892, in his possession, and the same were then and there found in his possession, one hundred and fifty-two empty barrels or packages from which petroleum had been emptied, and from which the marks or brands placed thereon, in pursuance of chapter 102 revised statutes of Canada, entitled an "Act respecting the inspection of petroleum" and the Acts in amendment thereof, had not been obliterated, as required by said Act.

The defendant appeared, and, after arraignment, pleaded "not guilty."

Revenue Officer Blethen testified that he recollected the seizure on 16th May last, and on receiving instructions from Inspector Borrodaile, he proceeded to Corbett's wharf, about 6.30 p.m., and discovered empty petroleum barrels—some completely marked, some partially marked, others were erased ; he marked all he could see with the broad arrow on them, and seized them in Her Majesty's name. There were between 75 and 90. He marked 40 petroleum barrels with seizure marks, seized barrels with mark s partially destroyed and those on which the marks were not disturbed ; seized 118 barrels on which the marks were not erased. On these he found the "gross," "tare" and " net," " gallons," and decimal parts of a gallon, " flash," "gravity," inspector's mark, and, in most cases " Halifax"—after it or under it the word " imported." As to 34 barrels tare would be off ; sometimes the nett, and others the gravity. Flash would be off—but in all of the 34 some of the marks would be off ; thought the erasures were caused by handling, and not erased deliberately. Witness assorted the barrels in three divisions, " completely marked," " partially erased," " completely erased." There were no seizing marks on the erased barrels. Defendant was informed by witness of the seizure of 118 barrels, perfectly marked, and 34 partially erased. He told defendant. On the morning of 17th May defendant came upon the wharf; witness had been instructed by Collector Grant, Officer Gorman being present. Had conversation with defendant, and told him Collector Grant had sent witness to the wharf ; defendant wanted to know how many were seized ; he was told 118 perfectly marked and 34 partially erased. Told him the barrels that were completely erased were at his disposal, and the 34 barrels if he would make a complete erasure in presence of witness ; that Collector Grant had authorized witness to give him the 34 barrels. Defendant said he did not wish for any favors—if he could not have the whole he did not want any ; he had offered deposit and been refused, and he intended suing the Government for heavy damages for detaining his barrels. Witness, pointing to barrels at lower end nearest the wharf, said : " Those are yours ; the rest are Her Majesty's property for the time being, until a settlement is made." Defendant said he would not make any erasures

Defendant testified to sending barrels to Corbett's wharf in city of Halifax ; he didn't know where they came from ; had an interview with Collector Grant to see about some empty petroleum barrels. Before seeing collector defendant saw the barrels on Corbett's wharf ; wanted to see if he could get the barrels on board the steamer for New York to be delivered to Bonne Seryman & Company, returned to them. Defendant said he was responsible to get the barrels on the boat ; he knew they were seized ; he went to Mr. Borrodaile to get the barrels away ; he did not succeed. Defendant is employed as agent of Bonne Seryman & Company, New York, and he does not do business on his own account. He is the Halifax agent of the company. He attends to the oil business, from kerosene oil to fine petroleum ; he has a salary, and manages their business in Halifax. Supposed there were about 200 barrels on Corbett's wharf ; couldn't say where they came from. He was responsible for getting the barrels on the boat.

I convict the defendant of the offence charged, and impose a penalty of one hundred and fifty-two dollars—to be paid forthwith.

BRASS BY COMPRESSION.

In a recent meeting of the Amsterdam Royal Academy of Science Mr. Behrens dealt with specimens of brass made by compression of the constituents, at ordinary temperature by Prof. W. Spring, Liege, Belgium. One of the specimens was of a reddish color, and had been produced by compressing a mixture of copper and one of zinc ; another, pale yellow, by compressing seven parts of copper, and three parts of zinc. Both specimens had been filed up twice, and again consolidated by pressure. The reddish metal was a little softer than common cast brass; it could be somewhat flattened under the hammer. The yellow metal was harder than common brass, and brittle. Both varieties contain a great quantity of yellow alloy, which seems to be in an amorphous state, showing a uniform, finely granular appearance, without any vestige of the beautiful crystallites, so characteristic of copper-zinc alloys obtained by fusion. Further, there were a good many angular fragments of red copper, some of them cracked and doubled up, with yellow threads between the red lumps and strands, and finally some zinc, angular fragments and threads, trending outward, and uniting near the curved surface of the cylindrical specimens. The metal is nearly, but not wholly, compact. There is much that gives evidence of a flow in the yellow alloy and in the zinc, but nothing pointing to a truly liquid state of the alloy or one of its components. Relegation seems to be put aside, while there does not remain any doubt that zinc and copper have been intimately mixed and actually united by repeated filings and compression. Scientists say that a more complete union of metallic powers by compression will lead to alloys of most remarkable properties, and may give some alloys that can not be produced by fusion.—The Iron Industry Gazette.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."

BRITISH SHEET GLASS
P.B.

These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

From $1.80 per cask upwards.
FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

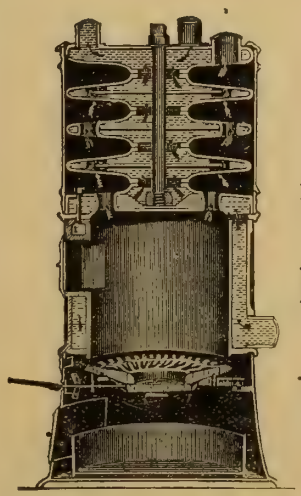
Thos. Firth & Sons, Ld.,

Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,

Bessemer Steel,
Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST.
H. D. SIMMONS,
AGENT.



Wire Cloth.

Galvanized Wire Cloth
For Apple Drying, 24, 30 and 36 inches wide in stock.

Cinder Sifter Cloth
30 inches wide in stock.

Hardware Grade Cloth
For Fanning Mill repairs, etc., 18, 21, 24, and 30 inches wide in stock.

THE B. GREENING WIRE CO., Ltd., Hamilton, Canada.

PROGRESS IN STEEL CASTINGS

It is necessary to go back 40 years to judge of the progress made in the manufacture of steel castings. At that time the crucible was the only apparatus known which was capable of procuring steel intended for castings. Owing to this fact the production was greatly restricted. Only a few establishments, in the front rank of which the Krupp works must be placed, could cast pieces of large size, thanks to a colossal installation which permitted of several hundreds of crucibles being emptied simultaneously, or, at any rate, in a very short time, in the same mould. Without marking the successive stages, we may say that in the present day the manufacture of steel for castings has become familiar to many practical men.

In the first place, several processes are capable of furnishing excellent steel castings. The crucible always maintains a certain degree of importance, but by its side the Martin furnace and the small converter have taken a preponderating place. Many difficulties have also been vanquished—the adoption of sandy mixture refractory enough, and sufficiently plastic, naswering the two-fold object of obtaining good castings with a mould easily established; the production of a fluid metal, giving castings entirely free from bubbles; the realization of a sufficient reheating to assure to the steel casting a perfect homogeneity of grain, raising the quality of the metal so as to render it equal to forged steel; the preparation of alloys or special combinations responding to certain definite requirements. Such are the principal points elucidated. In order to convince ourselves of them, it is sufficient to examine the various pieces produced by good founders by the three processes above indicated.

Castings of small weight are generally obtained by the crucible. As the cost of output of steel from the crucible is high (about double that made in the Martin furnace) this metal is only employed for the production of castings which should possess great resisting power. Now, as it is necessary for this to take a hard steel—that is to say, rich in carbon—the operation is facilitated by the greater fusibility of these steels. Moreover, it would be difficult to cast very soft steel with the refractory crucibles usually employed. These vessels would melt or would at any rate be greatly injured. With crucible steel such castings are made as axles for engaging gear, and screws for mine sieves. Formerly, also, railraod crossings were manufactured, but these pieces, which weigh about 400 kilos., are more easily and surely made with Martin steel. Crucible steel is preferred for the casting of spur pinions, bevel gear, endless screws, gear of all kinds, cog wheels, crushers, stampers, etc. The various parts of a plow would also gain much for being cast with crucible steel instead of ordinary cast iron. The manufacture of wheels for mine waggons, earthworks, etc., consumes a large quantity of crucible steel. These small wheels, very light, not weighing more than 30 to 50 kilos., are, so to speak, indestructible. It must not be forgotten that the founder owes much to the crucible, which enables him to make experiments of all kinds, and to realize special steels which present many remarkable properties—for instance, manganese and aluminum steels.

Most of the castings of great or average weight are made with Martin steel, the manufacture of which has become regular and certain. Among the castings daily elaborated in the steel foundries we may cite cog-wheels, and pinions of all kinds, the chief accessories of rolling mills, pulleys and fly-wheels, cylinders for steam engines, and generally all pieces which, if cast in pig, would not present sufficient solidity in work by traction or flection. Among the number of curious application may be mentioned the hat and parcel racks placed in the carriages of the Orleans Railway Company. Crushers of all kinds are also made of the Martin-Siemens steels. Field and marine artillery have opened a large outlet to cast steel, in authorizing its use in construction of mountings. We have seen mounted powder flasks of large dimensions very well made, cast by the Firminy works. In naval constructions, where all pieces are of enormous proportions, we may mention the employment of cast steel for the manufacture of rudders, sternposts, etc. Among castings difficult to manufacture we may cite screws for naval engines. There are grave difficulties in casting them in one piece, due especially to unequal contraction, which causes fractures during cooling. To obviate this they do not hesitate to place the mould containing the model of the screw in a furnace maintained at a requisite temperature, and to cast the screw in a furnace, where it will be annealed. Thanks to the boldness and skill of founders, we may anticipate the day when all these difficulties of casting will be overcome.

The small converter is an intermediate apparatus between the crucible and the Martin furnace. Its capacity of production is easily modified. With reference to the pieces for the production of which it is best adapted, they are those which are a little too large for the crucible and rather too small for the Martin furnace. In skillful hands the small converter may also be used for casting pieces of either very light or of considerable weight The exposition at the Stenay works in 1889 showed the full range of the service which could be rendered by the small converters.

To sum up, the studies of engineers and chemists, as well as the researches of practical men, have rendered it impossible to produce to a certainty steel castings capable of replacing with marked advantage the pieces made from pig iron formerly exclusively employed. The official character was lacking for this manufacture, which gives to the products of industry the confidence of the military and naval services, but this deficiency has been recently supplied. Naval engineers and artillery officers have been the first to understand what might be done with steel castings. They have made contracts authorizing largely the employment of cast steel. These steels will thus soon be in general use, and in the course of the next century steel foundries will replace almost all the old cast iron foundries.—La Metallurgie.

THE HEAD MAN.

Many who fill this position say it is "no snap," and enumerate its trials and perplexities, yet one is rarely found willing to exchange his position for a less important one, even at the same salary. The position under a good employer is generally what one makes it. The head man, too frequently, becomes a detriment rather than a valuable aid to the business of his employer. If he is inclined to misuse his position, the more trust and responsibility put upon him the more injury he can do. The head man should be possessed of experience and technical knowledge in his line, thus enabling him to cope with all the intricacies of the business. He should be upright and honorable, determined but not tyrannical, cool and keen of observation, not given to partiality or prejudice. He should preserve an unselfish motive in all his decisions, his interest being solely that of his employer.

One of his main efforts should be to promote harmony among his coworkers. Discord among clerks in a store is like a worm's nest in a fruit tree. Authority should be exerted only when necessary. The head man should be able by example and kindly counsel to secure the best efforts of every man under his charge. He must first secure their respect. This cannot be done by watching every movement of a man with the set purpose of finding a fault, overlooking all good that may be done meanwhile, and with the one intent of reporting or reprimanding for any misdemeanor however trivial.

I have more than once seen a junior clerk's honest progress repeatedly checked by the one holding a position above him, jealousy and abject fear of being outdone prompting such action. Any man can see the evil tendency to both men and business as the result of such management. One is reminded of a better way in the words of Canon Farrar: "Kind words and liberal estimates, and generous acknowledgements, and ready appreciation, and unselfish delight in the excellences of others—these are the truest signs of a large intellect and a noble spirit."

To employers I would say: Beware of a man who too eagerly accepts a position in which he is to watch other employes, and report their misdeeds. "Set a rogue to catch a rogue" may be good policy in some circumstances, but you don't want any rogues, large or small, in the store. It is an easier matter to discern one's own faults in another than in one's own nature, and it is sometimes possible to judge a man's own weakness of character by what he says of others.—W. Illard, in Commercial Enquirer.

THE ONTARIO TACK CO
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton, Ontario.
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181 ST. JAMES STREET. **CANADIAN STANDARD.**

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John Hyde

Accountant and Trustee.
Sec'y of the Association.

The Toronto Lead and Color Co., Limited,

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MANUFACTURERS OF

PURE WHITE LEAD

Guaranteed equal to best English makes.

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Manufacturers of

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PARIS, ONT.

Established 1864.

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It means that wherever you find it in green on a package of Paint, Oil, Varnish, or Glass, the contents of that package is of pure quality and the highest possible grade.

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Sole Proprietors of the Green Seal Registered Trade Mark.

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-- FALL SPECIALTIES --

We are now prepared to qnote lowest prices on :

Coal Hods,
Copper Kettles,
Dampers,
Elbows, 1, 4 and 6 piece,
Etc., Etc.
Lanterns,
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MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES :

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

The Hamilton Bridge and Tool Company has a contract to build a steel grand stand for the Ontario Jockey Club.

The shipments of tin plates from England to America have now, notwithstanding the heavy McKinley duty, almost reached their normal level before the bill came into force.

As an instance of the building boom that is going on here just at present we may mention for the information of our outside readers that one firm of tin-smiths has orders for the putting in of no less than nineteen hot air furnaces.—Brandon Times.

The legality of the by-law passed by the city council of Victoria, B.C., exacting a license fee of $50 from any retail dealer, as agent or otherwise, in goods furnished by parties outside the province, has been upheld by the Provincial Supreme Court.

Mr. John Cameron, representing the J. B. McLean Publishing Company, was in Moose Jaw on Monday. The publications of this company are: PRINTER AND PUBLISHER, THE DRY GOODS REVIEW, CANADIAN GROCER, HARDWARE, and BOOKS AND NOTIONS. Mr. Cameron was very successful in obtaining subscriptions.—Moose Jaw Times.

John Cameron, representing the J. B. McLean Co., publishers of Canadian trade Journals, was in town on Tuesday. This house issues The Canadian Grocer; The Dry Goods Review; Books and Notions: Hardware; and Printer and Publisher; all of which are receiving a constantly increasing patronage throughout the North-West.—Regina Standard.

On Tuesday, at Suckling & Co's. warerooms, Toronto, the dry goods stock of J. H. Pyper & Co., Stratford, was sold to T. A. Mills, Wingham, at 43c. in the dollar. At the same time and place the general stock of Trewin Bros., Shelburne, was sold to E. H. Crosby at 51c. in the dollar. Mr. Crosby will continue the business.

There were two meetings of creditors on Tuesday afternoon in the office of Henry Barber & Co. The first was that of the creditors of Ruby & Hilker, the insolvent general merchants of Port Elgin. The statement showed liabilities of $25,141,56 and assets of $17,007.45; of the latter $7740.19 was stock, and $7,267.10 book debts. The other meeting was that of the creditors of Henry Hilker, of Underwood. Liabilities in this instance were $9,321.77 and assets $38,503.34, showing a surplus of $29,187. This firm was dragged into bankruptcy by the failure of the first. It was decided to sell both stocks by tender on Wednesday, Oct. 12.

Campbell & May, trustees and accountants, have moved to 32 Front street west.

Asbestos thimbles are now in demand. Orders from prompt shipment should be timely, as manufacturers are filled with business for delivery next month.

W. J. Swanson, of the hardware firm of Whitwam & Swanson, Hamilton, and Miss May Morgan, daughter of R. R. Morgan, miller and manufacturer, of the same city, were married on Tuesday evening at Mr. and Mrs. Morgan's residence. Miss Morgan was one of Hamilton's leading society ladies.

A stove pipe ventilator has been patented by Mr. Kettyle, of Sudbury, Ont. It consists of an inverted funnel having a small pipe connecting its small end to the stove pipe. A damper is inserted in this small pipe to regulate the inlet. These ventilators are adapted to be placed in either a vertical or horizontal line of piping, and are very useful in kitchens, smoking rooms, etc., clearing the rooms of steam, odor and smoke The diameter of the small pipe is not more than about one-fourth the diameter of the stove pipe.

The second annual meeting of the Commercial Travellers' Association was held at Richmond Hall on Friday night and was largely attended. The directors reported the progress of the year as being satisfactory. After routine business the election of officers for the ensuing year was proceeded with and resulted as follows:—President, F. Gallow; first vice-president, James Owen; second vice-president, H. N. Corrie; secretary, S. H. Moore; treasurer, A. A. Graham; chaplain, J. Smyth; marshal, C. F. B. Spencer; guard, R. Y. Douglas; directors, L. J. Barwick, W. Soper, J. Smyth, J. R. Mesacar, S. G. Martin, W. M. Grant, J. S. Crofton, R. A. Fletcher, J. McGuaine, J. Mortimer, R. Y. Douglas and R. H. Martin. After the election of officers the retiring president, M. C. Lynde, was presented with a handsome dinner service.

James Mason, the genial traveler of Bowman, Kennedy & Co., wholesale hardware merchants of London, Ont., had a pleasant surprise on Saturday evening last on the occasion of his severing his connection with the firm mentioned to enter into partnership with Edward Marshall in the hardware business of Chas. Grist, of Strathroy, whom they will succeed. Mr. Mason had been with Bowman, Kennedy & Co. for a number of years, and had succeeded in gaining the confidence and esteem of not only the principals, but of every employe in the warehouse, and on Saturday evening, as stated, he was waited upon by Percy T. Carroll and David Howden on behalf of "the boys" and presented with a very handsome diamond Masonic ring as a slight token of the regard in which he was held by all. In taking up his abode in Strathroy Mr. Mason leaves behind him hosts of warm friends, who all join in wishing him the greatest possible success in his new vocation.

The Hamilton Bridge and Tool Company has signed a contract to build a steel pleasure steamer for the Toronto and Niagara Navigation Company. The work will be done at Robertson's ship-yard and the steamer must be in the water by April. It will be a side-wheeler, 311 feet long by 68 feet beam, and will be driven by five boilers 21 feet by 11 feet in diameter at a speed of over 20 miles an hour. The steamer will be elegantly fitted up and will carry 2,400 people. It will be run from Toronto to Lewiston and Queenston, connecting with the new electric railway. All the work will be done in Hamilton except the engines, which will be built by a New York firm. The cost will be $250,000.

WHERE THE JOKE COMES IN.

Mrs. Peastraw—Did yeh ride on one of the Fifth avenue stages when yeh wuz in New York? Mrs. Oatcake—Indeed I did, and I wish I had a churnful of cream with me. The ride would have made butter of it. —New York Herald.

"So you want to join our company?" said the theatrical manager to the seedy-looking applicant. "In what attractions have you ever appeared?" "Well," replied he, "my last engagement was with the 'Blot on the 'Scutcheon.'" "What character did you enact?" "I was the Blot."—Baltimore News.

Office Boy—"You want to see th' boss 'bout that advertisement for bookkeeper, don't you?" Applicant—"Yes." "Got any reference?" "I am ready to produce them when required." "Where did ye work?" "I was two years with Cash & Co." "Huh! That's th firm that discharged me. They don't know a smart fellow from an idjet."—Street & Smith's Good News.

It is a well recognised fact that no business establishment is complete without some cash carrier system. Attention is called to the Whiting Cash and Parcel Carrier. It seems in it impossible for anything to get out of order, as there are no cords or springs. Merchants throughout the country, who give it a trial, may satisfy themselves of its merits, feeling satisfied that where once introduced it would never be parted with.

SARNIA, Ont., June 8, 1892.

H. E. WHITING, ESQ, London:

DEAR SIR,—I have been using your Cash Carriers for a long time, and must say they fill the bill in every particular, especially as to their keeping in order. It seems to me that they could hardly be improved on.

I remain, yours truly,

(Signed) JOHN LEYS,
Late Leys & Morrison.

This carrier has been in use two years and six months. adv.

FALL GOODS FOR HARDWARE DEALERS.

Guns, Rifles, Ammunition and Decoys

Agency for the Ithaca Gun.

—o— CATALOGUE READY —o—

H. P. Davies & Co.

81 YONGE STREET. **TORONTO.**

You can lose more than we do by not subscribing for this paper.

SITUATION WANTED.

WANTED—SITUATION AS HARDWARE salesman or traveller. Five years experience, first-class references. Address F. F. T., box 41 Sunderland. 40

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

WANTED—AS PARTNER—AN ACTIVE, RELIABLE young man, with $2,000 or $3,000 capital. Paying hardware business in country town. A good chance for the right man. Address K. C., care HARDWARE. 41

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

What's This ?

Counter Check Books

That don't require the Carbon paper to make sure an exact copy. That's what it is and J. K. Cranston, Galt, is the wholesale Canadian Agent for them. Send for samples and price list of them and the Perfection Black Leaf or Carter and Grip's books. Read the following:

J. W. CRANSTON, Galt.

DEAR SIR,—Enclosed please find amount of account. I am well pleased with check books, they are greatly ahead of the old black leaf system.

Yours truly,

Orton, Aug., 29, '92. WM. MCKEE.

Telegraph order to J. K. Cranston, Galt. Sample was sent Aug. 8th. "Send one hundred Happy Thought Check Books C. O. D. Express."

W. H. DUNKIN.

Cornwall, Aug. 10th.

Everybody likes the idea. Send for samples.



CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.

W. J. REID & CO.

IMPORTERS AND DECORATORS OF

Crockery China and Glass.

LAMPS A SPECIALTY.

All glass, Vase, and Library Lamps, in every hue and design.

Our travellers will call upon you shortly with samples.

LONDON AND BELLEVILLE.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S

Butcher Knives

and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade Mark.



ELECTRICAL
HOUSE -:- FURNISHINGS.

**Bells,
Batteries,
Push Buttons.**

See our Exhibit at the Toronto Exhibition.

T. W. NESS,
749 Craig St., MONTREAL.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

TO CARRIAGE HARDWAREMEN



The season for Horse Shoe Vises is at hand. It will pay you to get samples now.

A. B. JARDINE & CO.,
HESPELER, ONT.

MARKETS

MONTREAL MARKETS.

MONTREAL, Sept. 30, 1892.

HARDWARE.

The iron and heavy material is about the same as noted last week. Pig iron has been moved in fair lots, but the majority of the trade has been for future delivery. Advices from abroad report a dull market in both iron and the plates. All the plates at this point are quiet, and concessions would no doubt be made for round lots. Other lines are a shade better in tone.

PIG IRON.

We have no new feature to note in the local pig iron market, and advices from England are on the dull side. Warrants are now quoted at £41 5s. The dealers here report a few small sales, the largest of which was 150 tons of Carnbroe at $18.00, During the past few weeks quite a few orders have been placed for Summerlee, and equal brands for October delivery, but outside of the above no transaction of any size has transpired. We quote Summerlee and equal brands at $19.50 ex-wharf, $20.00 ex.store ; Eglinton $18.50, and Carnbroe $18,00. Those are best figures.

BAR IRON.

The movement in bar iron is of the usual sizes, and quite a few jobbing lots. Our mills here speak favorably of the output so far and although not as large as the western mills the quality and price is as good. Prices are the same. We quote $1.85 from makers and $1.90 in an ordinary jobbing way.

SCRAP IRON.

Scrap has a few small sales during the week, but it is thought the price is a shade lower than our quotations. The sales noted above are mostly for wrought scrap. We quote wrought scrap $15.50 to $16, cast $13 to $14.

TERNE AND MERCHANT PLATES.

The only trade doing in terne plate is on Western account and the lots sold lately have been very small and can be placed a job lots. Merchants plate seems to meet with the approval of builders as the sales are on the increase every day. Prices in both lines are the same. We quote terne $7 to $7.75, and merchants' roofing I C, 20x28 $13.50, and IX $16.

TIN PLATES.

The demand for tin plate is only of a jobbing nature and very small at that. Prices are however not changed but for round lots we think concessions would be made. We quote cokes $3.30 to $3.50. and charcoals $4 to $4.25. These are top prices.

CANADA PLATES.

Canada plates has been in a little better demand during the week and several lots have been shipped as well as several lots placed. The prices are thought to be equal to our quotation. Business in this line would however stand a larger rush and on the whole may be placed as small. We quote $2.50 to $2.60, according to quality.

COPPER, ETC.,

Copper is still dull, and the trade doing is still of a small nature. Ingot tin is in the same way, but slightly better than the above. Quotations are the same as last week. We quote copper 12 to 13c. and ingot tin 23 to 25c.

NAILS.

Nails are in steady demand and the figures quoted from time to time are still in vogue. Steel wire nails are unchanged, and the trade doing is a gratifying one for the mills.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	.....	$3.00
9 dy to 30 dy	"	.....	3.25
8 dy	"	.....	3.50
7 dy	"	.....	3.75
6 dy	"	.....	3.75
5 dy	"	.....	4.00
4 dy	"	.....	4.25
3 dy	"	.....	5.00
3 dy fine,		.....	6.25

GENERAL HARDWARE.

There is nothing new to note in general hardware outside of a steady trade doing in all lines. All the wholesale trade report a favorable trade doing. The men out are doing a nice paying trade, and the trade all round are satisfied with the state of affairs.

CHEMICALS.

Chemicals are about the same as last week, a jobbing trade being the only thing of interest to note outside of the scarcity of Gamber.

Bleaching powder,	$3.25	to	$4.00
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

Glass is on the pick up, and quite a few lots have been placed during the week. The cutting is still carried on, but with the light stocks in hand here dealers here think the price will steady later on. We quote as follows :—$1.35 to $1.45 for first and second breaks per 50 feet, and $3.15 to $3.40 for thirds and fourths.

PAINTS AND LEADS.

The paint and lead trade done this week has been up to last week's business. Dealers here expect to do a big trade later on, at least indications point that way. We quote : Government standard, $5.50 to $6; No. 1, $5.00; No 2, $4.50; No. 3, $4.00. Dry white lead 5¼ to 6c. ; red lead, pure, 4½c.

OILS.

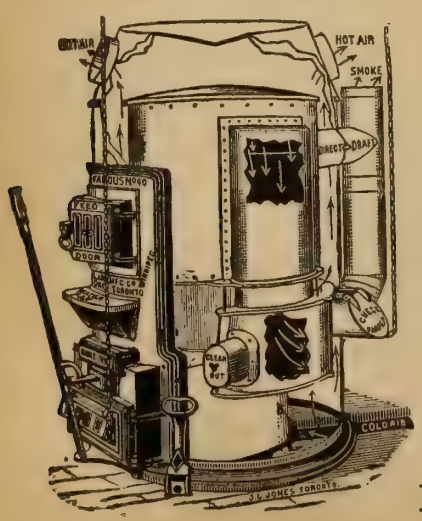
The oil trade is now beginning to pick up and quite a few orders have been placed for for future delivery. Quite a lot of oils also have gone into the circulators hands and the indications point to a large future trade. We quote as follows ;—Cod, Newfoundland 42½c. steam refined 40 to 42½c.; linseed raw 54 to 55c.; linseed, boiled 57 to 58c.; castor oil 8 to 10c.; cod liver oil, Newfoundland 80 to 90c.; cod liver oil Norway $1.05 to $1.20 ; turpentine, 46 to 47c. Less 3 per cent. 30 days.

NAVAL STORES.

There is no improvement reported in the ship chandlery business. Turpentine is in fair demand at 46c. Prices have advanced in the south and as stocks are light here an advance may be looked for here. The following are the quotations: Turpentine 46 to 47c.; rosin, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored, and 7 to 10c. for white ; oakum, 5½ to 7½c., and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 12½c. for 7-16 and upwards, and 13½c. for smaller sizes.

CEMENT AND FIRE BRICK.

English advices indicate continued dullness on the part of makers of cement, but as present figures give them cost on their ship-



We have an experience of nearly half a century in making Stoves. They are at the head of the Trade and will be kept there. This year every Stove is re-inspected, so that the dealer may rely on their perfect order.

We have 57 varieties of Coal and Wood Hot Air Furnaces.

Our Steel Dome Low Radiator Coal Furnace is **WHAT YOU WANT.** (Shown in cut.)

IT FILLS EVERY REQUIREMENT.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MARKETS—Continued.

ments, there is no room for a decline in prices. Business here continues dull, and entirely of a jobbing nature and the supply continues much in excess of the demand. There is no improvement in prices and the outlook is anything but favorable to importers and dealers. Quotations are unchanged at $2.05 to $2.15 for good English brands, and Belgian brands about 10c. per cask less ex-wharf. In fire bricks there is a fair turnover, but not enough to relieve the general dullness which prevails, and prices are weak. English brands being quoted at $18 to $21, and Scotch at $15.50 to $20 per thousand ex-wharf.

PETROLEUM

There is no change in the petroleum trade. A fair business is being done in both Canadian and American, but it is almost impossible to give a correct quotation for the former. We quote: Canadian, 12½c. at shed in Montreal for round lots and 13½ to 14c. for small quantities. Benzine is quoted at 11c. Petrolea, and 13½ to 14c. Montreal. American petroleum, 19⅞c. in car lots, 20½c in 10-barrel lots, 20¾c- in 5-barrel lots, and 21¼c. for single barrels, 2 per cent. off for cash; American benzine, 23 to 25c.

TORONTO MARKETS.

TORONTO, Sept. 30, 1892.

HARDWARE.

September goes to its close with a good record. Business began to improve perceptibly with the opening of the month, and progressively improved right to its close. Its last week has been an especially good one. In all seasonable lines there has been a general muster of energy. A good strong demand has pervaded the market. The classes of merchandise now in request are too numerous to enumerate. Prominent ones are cross-cut saws, axes, chains, axe-handles, stove pipes, elbows, coal shovels, sad irons, and nearly the whole range of shelf goods. Full prices are more readily conceded, and that is the most satisfactory feature in the situation. Builders' hardware is having better sale, nails are in good request, rope, bolts, and ammunition are going freely. Shot is unsatisfactory because of some local cutting. Payments are beginning to improve, as the time is at hand when they should increase in volume. This autumn compares very favorably with last, and is expected to be generally satisfactory throughout. Manufacturers of wire nails, cut nails, barb wire, horse shoes, horse nails, tacks, bar iron, etc., came together on the 7th inst. in their quarterly meeting.

METALS.

The trade in metals has not quite kept up to the brisk movement that characterized it last week. The demand bas been only moderate. Nor are there any features that give special color to this week's trade, prices being generally in a state of equilibrium. Fluctuation in the outside markets has gone against tin and copper. Lead is low-priced and not especially firm either.

PIG IRON—This week's sales do not run into big figures. It is in fact hard to hear any news about business at all. British iron is less prominent than ever in the trade. The prices are still unchanged, $20.75 being quoted for No. 1 Carnbroe. United States irons have had a rather dull week of it as well. There has been a fair business in Siemens iron.

Rogers, Brown & Co., Buffalo, N. Y., say of the Toronto pig iron market: The week has been an especially quiet one, but during the last two days considerable activity has been noted. Prices are firm and shipments are curtailed only by car famine which on certain lines is very severe. Although Southern irons are firm at an advance of 25c. Northern irons still remain at their previous low prices. We quote the following for cash f.o.b. Toronto in bond:—1 X Foundry Strong Coke Iron Lake Superior ore $16.20; 2 X Foundry Strong Coke Iron, Lake Superior ore, $15.20; 2 Foundry Strong Coke Iron Lake Superior ore, $14.70; Jackson County Silvery 1, $18.25; Jackson County Silvery 2, $17.75; Lake Superior charcoal, $17.20; Tennessee Charcoal, $17.20; Southern Soft 1, $14.10; Southern Soft 2, $13.60.

FINISHED IRON AND STEEL.—The trade continues active and of good volume. Merchant bar is steady at from 2c. up. Steel has been in good request for machinery men's purposes.

ANTIMONY—The price is steady at last week's quotation, namely, 13¼ to 13½c. for Cookson's, and 12¾ to 13¼c. for other brands. The demand is now active.

CANADA PLATES—Consumption is now active. The output has been considerable this week. Prices are steady at from $2.70 to $3.10.

COPPER—The United States markets have shown pronounced weakness and the tendency is easy. Casting brands are 12½c., ingots 13¾c.

GALVANIZED IRON—This metal is still in strong request. The price is 5¼c. upwards.

ZINC—Sheets are steady at 6⅜ to 6½c. for cask lots and 6⅝ to 6¾c. for broken lots.

SPELTER—Is unchanged at 4½ to 5½c.

EASTLAKE
MANUFACTURED BY
METALLIC ROOFING Co
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL SHINGLES

INGOT TIN—In New York tin took a drop from which it rallied at the beginning of this week. Straits tin is 22½c., L. and F. 23c.

TIN PLATES—The week has had a fair run of orders. Prices are unchanged at quotations in Prices Current.

LEAD—Is in active sale but is low and weak in prices. Ordinary lots are 3¼c.

OILS, PAINTS AND COLORS.

Trade is quiet and uneventful. Last week's activity is perhaps equalled by this week's, but is not exceeded. Trade is quite miscellaneous. The prices all round are unchanged. Linseed oil still quotes at 57½c. for raw and 60½c. for boiled in 1 to 3 barrel lots. Two cents is allowed off these prices in Toronto, Hamilton, London and Guelph. On larger lots the quotation is ½c. lower. Turpentine is steady at 46½c. delivered.

PETROLEUM.

This market keeps monotonously steady at 14 to 14½c. for Canadian refined outside the city, and ½c. more delivered within the city. All other prices are likewise unchanged. The demand is now quite strong. Empties are taken at 65c.

The Petrolia Advertiser reports: Petrolia crude $1.26½, per barrel; Oil Springs crude $1.27 per barrel. There has been no special change in the crude situation since our last. Buyers are holding off, but holders show no disposition to force business and the market may be called firm at 126½. The refined market during the past week has stiffened somewhat and at the close there was no indication of a pending reaction, in fact the general belief appears to be that prices will again advance before very long, and that prospects appear to warrant the belief that the demand will continue good. The advance of the season, the comparative shortness of crude stocks and the unincreasing production encourage the belief that values must advance.

GLASS

Glass is firm in Europe, and offers from this side have been refused at slightly below current quotations. Some odd lines in first break are offered at $1.30, but the general basis is $1.35.

THOS. DAVIDSON & CO.

STOVE BOARDS

"Elegant" and
"Embossed Crystal."

See our samples before buying, they are the best in the market.

Lanterns,
Coal Hods,
Fire Shovels,
Cover Lifters.
Dampers.
Stove Pipe Collars,
One Piece Elbows,
Four Piece Elbows,
Six Piece Elbows,
Japanned Tea Trays,

If our traveller does not call upon you, let us know and we will put you "on the list."

MONTREAL, QUE.

MARKETS—Continued

OLD MATERIAL.

There is nothing new in the old material market. Prices are steady. No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, SKINS, WOOL, TALLOW.

HIDES—No. 1 green cows', are 4½c., and the same grade of green steers' is 5c. Cured are ¼c. more in each case.

SKINS—Lambskins and pelts are 60c. Calfskins, 5 to 7c.

WOOL—Fleeces are 17c. for clothing grades and 19 to 20c. for combing. Pulled is 22c. for super, 25 to 26c. for extra super.

TALLOW—Is 2c.; rendered is bought at 5c., and sold at 5¼ to 5½c.

AMERICAN MARKET.

NEW YORK, Sept. 30.

Lack of railroad patronage is still a conspicuous feature of the iron and steel trades. Orders for rails, track material and rolling stock come in slowly, and are almost invariably comparatively small. From other sources there is a fair aggregate demand, but absence of incentive for expediting business has a certain amount of restraining influence, and it is only in a few departments that business is up to the average for the season.. Drawing the line at heavy forms of soft steel for future delivery, there is no depression in prices, however, and the undertone in most branches of the trade is remarkably steady considering the drawbacks against which manufacturers have had to contend during the past three months.

Pig iron of other than distinctly inferior quality is moving out to a very fair extent in execution of old contracts, and, while by no means large, the new business passing, along with curtailed production, serves to hold prices steady for both foundry and mill grades. There is no scarcity of iron, however, and no reason for fearing any unless consumption assumes remarkable proportions during the next three months. Quotations on Northern brands are: $14.50 to $15 for No. 1 X foundry, $13.50 to $14 for No. 2 X foundry, and $13.25 to $13.50 for grey forge. Southern brands are quoted at $14.25 to $15 for No. 1, $13.50 to $14 for No. 2 and No. 1 soft, $13 to $13.50 for No. 2 soft, $12.50 to $13 for grey forge.

For old material the demand is about the same as it has been for several weeks, and the business passing is at old prices. We quote $16 to $16.50 for No. 1 wrought scrap, $17 to $17.50 for iron tee rails, and $14 to $14.50 for steel rails, all f.o.b. cars at Jersey City.

In steel rails there has been very little new business here, and transactions elsewhere appear to be on a moderate scale. Inquiries are few and for small parcels chiefly. Prices are held quite firmly, however, at $30 f.o.b. mill for standard sections.

The situation in the copper market is unchanged. Home consumers buy indifferently, export business cuts no important figure, and producers stand up remarkably well against the adverse conditions. That is to say, there is no demoralization in values, although a wider margin than usual between "asking" prices and the actual trading basis. Lake Superior ingot is generally held at 11 1-4c., but more is offered at 11 1-8c. than there are buyers for, and the surface appearances are that 11c. is not out of the question on desirable orders. The London market was cabled firmer, with merchant bars quoted at £44 for prompt and £44 10s. for future delivery.

Pig tin prices have advanced a fraction and the local market is correspondingly firmer, superficially at least. Speculation is narrow, however, and purchases for trade account and consumption are running very little, if at all, above the average. On the spot there have been sales of Straits at as low as 20.05c. net cash, but 20.10c. was subsequently paid, while October delivery realized 20.15c. on latest dealings. Last London cables were £91 17s. 6d. for prompt, and £92 2s. 6d. for future delivery.

For pig lead there has been a freer demand at 4.05c., and to that extent the market is better. Otherwise no change is visible, there being but little speculative interest, while consumers move cautiously. Western spelter is quoted at 4 1-2 to 4.05c., with the market weak and rather slow.

There is no perceptible change in the tin plate situation. The business passing is moderate and chiefly at old prices.

BRITISH MARKETS.

A. G. Kidston & Co., in their last report, say: The general tone of trade is still most discouraging, and we see a very dull winter ahead, which will probably test the staying powers of the business community. The remarkable run on a London bank, following on failures among Land and Building Companies, show how much distrust there is abroad. These financial troubles and unfavorable exchanges serve to accentuate a widespread depression.

PIG IRON.—Owing to a combination of causes—autumn shipping season, depletion in stocks, and, in some cases, furnaces working badly—makers of special brands find difficulty in meeting requirements, and have been able to establish advances. This, in face of falling prices for finished material, is somewhat anomalous, were it not explained as above, and probably a lower range of values will be reached during the winter unless trade takes an unlooked-for forward movement. The Warrant Market this week has been lower, and we close to-day at 41s. 7 1-2d. 40s. 3d., and 50s. 4 1-2d., for Scotch, Cleveland, and Hematite, while stocks in stores stand at 388,759, 14,005 and 37,793 tons respectively, showing reductions on the fortnight of 7,941, 2,072, and 367 tons.

MANUFACTURED IRON.— Makers are not disposed to give way much in the matter of price, as they are working very near the bone already, and seem to think that concessions, while not likely to increase the volume of business, serve but as stepping stones to further demands on the part of buyers. All the same, for any order of importance the competition is keen, and the tendency of prices must be called downward at the moment. For cheaper grades of iron, as well as for all kinds of wire and such goods, the Continent, working under more favorable conditions, takes the lion's share of the business.

STEEL.—Owing to the almost total cessation of shipbuilding requirements, there has been quite a break in prices during the past fortnight. Plates and angles are quoted at £6 and £5, less usual discount, respectively; while boiler plates have been done at £6 5s. Some merchants are discounting even these figures, but there cannot be much room for further fall, the recent unfavorable report of one of our local steel companies affording ample proof of this.

COPPER must be considered cheap at current prices, but under present dull conditions of trade we cannot look for an advance.

TIN.—Same remarks apply to tin as to copper, and meantime tendency is rather downwards.

LEAD has been flat, and Spanish was down as low as £10, which in the meantime seems to be looked upon as a safe limit, though it would not be altogether surprising to see even a lower level if supplies from Australia continue heavy

TIN PLATES are most depressed, and some makers have closed their works, while others contemplate a like action. Many thousands of men are thrown out of employment, and the winter in South Wales promises to be a most trying one. Cokes of low grade are being quoted at 11s. 9d. per box.

SPELTER is flat and has been quoted at £20. The future is to a large extent in the hands of the Continental producers, who control the price, and their action is awaited with some interest.

ZINC is none too brisk at the late reduction.

WORTHLESS BANK BILLS.

The success met with by the sharpers who succeeded in passing hundreds of dollars of worthless Prince Edward Island and U. S. Confederate States bills in Toronto during the exhibition, says the World, shows that a good many people should paste this in their hats or notebooks. The following bills, issued by defunct banks, are no good:—

Colonial Bank of Canada, Toronto; Commercial Bank of New Brunswick, St. John, N. B.; Consolidated Bank of Canada, Montreal; Exchange Bank of Canada, Toronto; Farmers' Joint Stock Banking Company, Toronto; International Bank of Canada, Toronto; Mechanics' Bank, Montreal; Mechanics' Bank, St. John, N. B.; Metropolitan Bank, Montreal; Provincial Bank of Canada, Stanstead, Que.; Royal Canadian Bank, Montreal; Stadacona, Bank, Montreal; Westmoreland Bank of New Brunswick, Moncton, N. B.; Union Bank of Montreal; Zimmerman's Bank; Bank of Upper Canada, Toronto, redeemed at 75 cents on the dollar,; Central Bank of Toronto; Exchange Bank of Canada, Montreal; Agricultural Bank of Upper Canada, Toronto; British Canadian Bank, Toronto; Bank of the People, Toronto; Bank of Clifton, Clifton; Bank of Brantford, Brantford; Bank of Western Canada, Clifton; Bank of Canada, Montreal; Bank of Acadia, Liverpool, N. S.; Bank of Prince Edward Island; Central Bank of New Brunswick, Fredericton, N. B.; Charlotte County Bank St. Andrews, N. B; City Bank of Montreal.

MONTREAL TRADE CHAT.

Panchaud, Squire & Co., Canadian agents for Dumoulin & Fiere, the fire-arm manufacturers, say business has been so large this season that they have had to increase their importations almost double. This speaks well for the quality of the goods.

One of the features of the late Exhibition was the exhibit of H. R. Ives & Co., one of the largest casting and stove manufacturing firms in Canada. The principal feature of their exhibit was "The Buffalo" hot water boiler. Everyone visiting the main hall was struck with the excellent quality of the goods shown. If manufacturers had been awarded prizes we are sure Ives & Co. would have been drawers.

A GLUING CLAMP.

P. E. Bourassa & Son are introducing a new article which will prove of much interest and very useful to all cabinet makers, carpenters, etc. It is a clamp for glueing anything by an ingenious device. Both head and tail pieces of this clamp can be removed and adjusted to any length, so that it is easy to glue a joint from two to twelve inches wide. Mr. Bourassa has already received good encouragement from the trade in Canada, and has also placed a large order for their manufacture in the United States, where it is also patented, and where he expects there will be a large demand. The low price, $7.20 per dozen, place it within easy reach of all.

CLENDINNENG & SON.

The fact that Wm. Clendinneng & Son keep an average of about 400 men constantly employed at the immense works, 145 to 179 William st., is pretty good evidence of the popularity of the articles they manufacture. This year their display at the Montreal Exhibition was one of the largest and best on the grounds. It embraced samples of their celebrated "Leader" cook stoves. high-class hall stoves, hot water boilers, hot air furnaces, base burners, parlor stoves, lawn chairs, stable fittings (including hay racks, oat boxes, etc.), soil and drain pipe and a variety of cast-iron sinks. This firm have so long had a reputation for turning out good work that their name and their output have become familiar with the Canadian public. With their splendid facilites for turning out a vast amount of work, they are able to sell at close prices. This fact, combined with their following out the old and popular rule of "Small profits and quick returns," has doubtless much to do with their enormous and constantly increasing trade. An important part of their exhibit was the splendid range of hot water boilers. They show eight sizes of the "Etna," a powerful and economical heater, made with the latest improved fire grate. The system of hot water coils in the "Etna" are different from any other boiler on the market, and it is claimed that the best results are reached. The Messrs. Clendinneng by no means confine themselves to the manufacture of the articles above enumerated, but also turn out a great many special and general castings. They are prepared at all times to furnish estimates or fill orders for this class of work at the shortest possible notice. They invite the closest inspection of their work, either at the exhibition or at their salesrooms, 524 Craig street, 2495 Notre Dame street, 1417 St. Catherine street, or 17 Chaboillez Square, Montrel. If you want a cook stove, either coal or wood, Clendinneng's "Leader" will fill the bill. Their art leader for the parlor, or their well-known lop carnival base burner for general house use are the equal of anything in the market and lower in price. Satisfy yourself on these points before purchasing.

TIN.

London values touched the lowest level this morning, and show now a decline of almost twelve pounds per ton from the highest this year. A year ago London values were almost identical with those now ruling, but comparing New York prices of same date we find that values here are fully fifteen cents per hundred higher than those of last year. A difference in the rates of sterling exchange is probably accountable for this condition of affairs. Speculatively, tin at the moment is a dead issue, for months past the sales on London 'Change have been of the most picayune description, and now where hundreds of tons used to be the ordinary daily business, sales of ten tons seem to be the rule. Two circumstances seem to have caused this condition of affairs. One the decline in the Welsh tin plate industry and the other the fact that those formerly largely interested in the metal have recently found margins of profit so small that they prefer to leave the business practically in the hands of one house. In New York the market has long been a fictitious one, in which London quotations have but little bearing upon actual values. Tin continues to be imported from the London market to this side, while London values are at a parity considerably above those ruling here. This condition of affairs existing, as it has for months, originally was the subject of much comment among dealers and operators in New York, but even this interest is dying out, and dealers are now quietly awaiting the result of operations which, if successful, establish a new era in business methods. A possible explanation of the continued shipments of an article from a high to a low market is that it is but the liquidation of an overloaded Bull account, and that such tin on its arrival here is to a large extent peddled out to consumers at prices in frequent instances considerably below those bid by New York dealers on 'Change, facts would tend to confirm this hypothesis. Another explanation is that certain houses here with Bullish tendencies bought heavy lines in May and June for future delivery, not only in New York, but in London, and that the shipments now coming from London stocks are the result of the Bull fever which was epidemic in the early months of this year. The situation is certainly a complex one, with a visible supply on the 1st of September considerably larger than at any time for years past, with a depression in the Welsh tin plate trade such as hardly ever before existed, and with a possibility of productive results from Harney Peak, the market has every element which should tend towards making a still lower range of values in the future. We are, however, firm believers in the metal at or about present values, and therefore are inclined to believe that the market is one that will bear close watching. A renewal of trade in certain tin consuming lines, accompanied by reduced shipments from the Straits, would certainly tend to revive the now dormant speculative feeling, and perhaps in view of an anticipatory demand on this side arising in consequence of the four cent duty which goes into effect in July next, results in advancing values to those levels which were reached earlier in the year.—Daily Metal Market Report (23rd inst.)

GALVANIZING.

With the advent of galvanized iron and sheet-metal ware, and its more and more extensive introduction, it may not be uninteresting to direct attention to the fact that among the many current misnomers few are more misleading, perhaps, than this term "galvanized" as applied to an article coated with zinc by the dipping process. To persons unacquainted with the method by which sheet iron, cast and wrought iron and other goods are given a zinc surface the word "galvanized" suggests electroplating, and to this day, no doubt, many persons consider an electric battery or a dynamo a necessary adjunct to a galvanizing works. Books of reference throw little light on the origin of the term, most authorities using the word according to its accepted meaning without going into the genesis of its definition. In an old Ure's Dictionary, however, published in 1854, a brief paragraph on galvanized iron gives some information on the point. "Galvanized iron," says Dr. Ure, "is the somewhat fantastic name newly given in France to iron tinned by a peculiar patent process." The use of the word "tinned" in the sense of "coated with zinc" in the above sentence may, perhaps, be explained by the fact that in the old Sterling process of making tin plates the sheets were coated with zinc previous to dipping in melted tin.

Having told how zinc is applied to the iron by the "peculiar patent process," Dr. Ure continues: "When the metal thus prepared is exposed to humidity the zinc is said to oxidize slowly by a galvanic action, and to protect the iron from rusting within it, whereby the outer surface remains for a long period perfectly white." It is to be inferred from this that it was the supposed galvanic action that took place between the iron and its zinc covering, protecting the former that gave rise to the term galvanized iron. It is therefore not at all strange that Dr. Ure spoke of galvanized as a somewhat fantastic name. The true term to apply to zinc-coated iron, and one that is both short and self-explanatory, is zincked iron. The word "zincked" tells what method is used in coating the iron, and indicates, through its similarity to the word "tinned," the way in which the coating is applied. The term is already used to some extent in this country, while the Germans and the French have used it for a number of years.—Mechanical News.

THE FOUR CORNERS OF TRADE.

Mere discussion and definition of competitive methods will never bring into effect fixed lines and boundaries of duty and effort for the allied and auxiliary divisions of commercial labor known as manufacturing, wholesaling and retailing.

These boundaries, as we all know, will be eventually fixed by the automatic principles of economic production and distribution, aided and guided by the ethical or moral developments in commercial education and intelligence.

As a manufacturer I advisedly use the term allied in speaking of wholesalers, jobbers and retailers.

A manufacturer should be in such a position that his entire time and attention could be given to ascertaining the preferences and requirements of the public in relation to his products and to the production of an article perfect in compliance thereto.

He should be left free from questions of guaranteeing to the wholesaler or to the retailer a certain amount of profit and sales from questions of collection and wide extension of credit, and all other questions directly connected with the organized distribution of his products, as these are the legitimate duties of merchants, wholesale and retail, and responsibilities which they alone should assume.

A mannfacturer should be placed in such a position as is the farmer—there should be made for him such an outlet for his product it would be promptly salable for cash at its market value as soon as produced.

If this desirable condition could be established a manufacturer could then diminish or increase his production to correspond with the law of supply and demand, and in accordance with the profitable and unprofitable state of the market.

Like the farmer, he could so vary his productions that when a profitable demand for one article did not exist, he could produce another style, grade or quality which would open up a new demand.

Wholesalers are constantly complaining of the disposition of the manufacturer to go direct to the retail trade to introduce his products. Whose fault is this? When a manufacturer endeavors to place a new article on the market he is told by the wholesaler that as soon as he has created a demand for it, he (the wholesaler), will take it in stock. He is thus not only refused the co-operation of the wholesaler, but is given to understand that his only method of admission to their distributive favor, is to induce the retailer to buy the article; and the manufacturer is thus forced to engraft upon his business expensive distributive facilities, whereby to directly introduce his goods to retailers.

The retailer, however, is better disposed toward the introduction of new articles of merit (for some reason), than the wholesaler. This is possibly accounted for by the fact that the retailer comes directly in contact with the consumer, whose judgement and preference he can influence, and from the further fact that he is to some extent, disposed to encourage the manufacturer in a disposition to sell direct to the retailer.

There is, and should be, no conflict for supremacy or for alteration of the present wise relations existing between the manufacturers, the wholesalers, and the retailers of merchandise. Each has a plainly defined field of usefulness and duty, and the existence of each is in conformity with the present minimum degree of expense of distribution; if each will consistently do his respective duty and assume his respective responsibilities.

It is, of course, the case that manufacturing industries are at present especially favored by our tariff laws, and that our government particularly favors the development of manufacturing.

There are many reasons for this, the greatest of which are: to furnish profitable employment for labor, and a home market for manufactured products.

When a manufacturer is forced to make a market for his own products, he occupies an unnatural and uneconomical position. When a wholesaler is forced by the intrusion of manufacturing upon the retail trade direct, to add manufacturing facilities to his business he leaves the field of work for which he has been especially trained and educated and works to a disadvantage in an uneconomical and restricted sphere.

When a retailer combines wholesaling with his retail business he assumes a position which is apparently in the line of legitimate development and progress. The history of our most successful wholesale concerns began in retailing. A combined wholesaler and retailer, by the way, is exceedingly useful to a manufacturer as a customer, for in his dual capacity he creates a demand for the goods he handles with the consumer and also supplies them to other retail dealers.

How shall the manufacturer be compelled to discontinue selling to the retail trade, the wholesaler be compelled to quit manufacturing, and the combination retailer and wholesaler be compelled to quit selling to the consumer?

The situation does not lie in competition. It lies in co-operation, mutual help and consideration.

I believe that every manufacturer would rejoice to be relieved of the responsibility of marketing his goods. I believe every wholesaler would be glad to be relieved of his manufacturing department, if he has one, provided manufacturers would keep away from his customers.

I further believe that every wholesaler who has a retail department will abandon it as soon as his wholesale business will justify the discontinuation.

How are we to tell who is and who is not a wholesaler? This question has many difficulties surrounding it. Houses doing a wholesale business, which have a retail department, frequently sell many times more goods for a manufacturer than houses which do a strictly wholesale business.

We will therefore have to content ourselves with holding, for the present, that a general dealer who has a well-defined trade and patronage from other dealers is a wholesaler, whether he has a retail department or even if he has a manufacturing department.

I do not think that wholesale or retail dealers are numerous enough. The statistics show that they have not multiplied in proportion as rapidly as population has increased, and proportioned to the population they are not so numerous as in older countries, though individually larger and grander.

Still, here confronts me the thought that factories would increase in like proportion, and that the distributive facilities of the dealers would remain apparently overtaxed as they are at present.

I never have placed limited selling prices on my goods. I do not believe in the principle of it. Still, I have, at times, been tempted by the success achieved by those who did so. I, however, believe that it has been demonstrated. by actual experiment, that merchants, wholesale or retail, will not honestly co-operate in the limitation of prices, even though made for the purpose of guaranteeing them a profit.

Manufacturers have long since abandoned efforts to control prices by agreement between themselves, finding that it could not be done. The only method ever discovered so far to secure absolute control of the prices of an article is the trust system which means an actual purchase of all, or nearly all, the producing facilities of the country in a certain line and placing them under one management, I believe that the system, if generally adopted, will fail in time of its purpose, as combination will provoke other combinations, trusts will beget other competing trusts, and, though successful for a short time, their power will soon pass away. Capital is becoming more and more plentiful and money is seeking for investment instead of being sought for, and profitable monopolies will find competitors arising on every side.

In conclusion, I hope that the present commercial relations between manufacturer, wholesaler, retailer and consumer in this country will long continue to be advantageous to each. That the manufacturer will be wholly relieved of the responsibility of distributing his product by the increase in the number of wholesalers, that the wholesaler will be kept so busy by the increase in the number of retailers that he will have no time for manufacturing, and that the wholesaler who still clings to his retail department will grow so greatly as a wholesaler that he will be compelled to abandon his retailing, and that the increase in the wealth of consumers the diversity of their needs and their number will keep the retailers all prosperously engaged in supplying them without having to engage in wholesaling.—Ex.

PAINTERS' BRUSHES.



TRADE SEMPER IDEM MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, MR. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

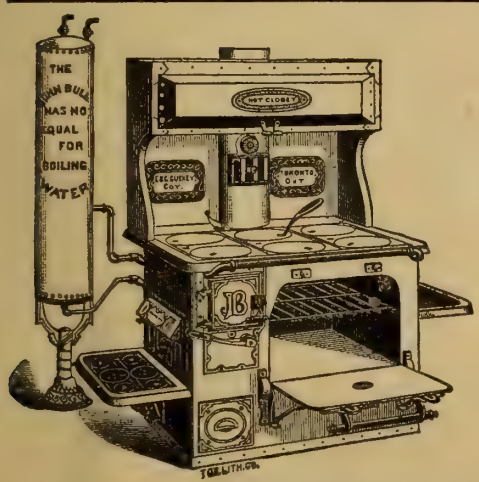
BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11 :

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern ; so that we have the somewhat singular sight of a combine reducing prices."



John Bull Steel Plate Ranges

FOR COAL AND WOOD.

Made entirely of cold rolled steel in 44 different sizes. All portions exposed to direct action of fire protected by asbestos millboard.

Castings double usual thickness.
Solid drop balance oven door.
All modern improvements.
Pleasing to the eye.

SOLD BY EVERY FIRST-CLASS DEALER.

Manufactured by E. & C. Gurney Co., Toronto.

THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.
—Made only by—
Pigou, Wilks & Laurence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.

Painters' Brushes.

With FLEXIBLE BRIDLES attached. Specially designed to supersede the old-fashioned Twine Bridles.

TWINE, MONEY AND LABOR SAVED.

CHAS. BOECKH & SONS, Manufacturers,
TORONTO.

For sale by all leading Hardware, Paint and Oil Trade.

AMENITIES OF THE STOVE TRADE.

A kindly feeling seems to have settled down upon the stove trade. For a long time there has been an absence of acrominious discussion, and the old terms of vituperation which were once so pat on the lips of numerous stove men have apparently been forgotten. True, an occasional suggestion is made that somebody is infringing, or about to infringe, a patent held by another manufacturer, but this is merely an episode which counts for nothing in the general display of good feeling. There was a time when a man has been called a pirate on less provocation, and a great deal of bad language may be presumed to have grated harshly on the air or to have blistered the envelope in which it was transmitted. An absence of unseemly wrangling over prices is also noted. If anybody is cutting the rates which seemed to have been well established, nobody appears to care, or if he does care he is not wailing in the market place, or strewing ashes on his head and raiment in public. Peace, sweet, angelic peace, appears to be hovering over the entire trade, and the temple of Janus is closed and full of dust.

We have alluded to the character of the correspondence of ancient days. Its bluntness and directness have been succeeded by something of a more diplomatic character. For instance, when a house has won a customer from another the lucky manager no longer carries himself haughtily and regards his vanquished opponent as a creature unworthy of notice, but demeans himself modestly, as become brothers of a common family. If necessary he indites an epistle to his erstwhile competitor, stating that Messrs. Progress & Co. had decided that they would hereafter handle a more varied line of stoves than they had been able to obtain from the house they had so long patronized, and would he please advise by early mail as to the promptness with which the firm paid their bills and the limit of credit safe to extend them. Under the old regime such an enquiry would perhaps have found a very expeditious route to the waste basket, accompanied by some sulphurous expletives, but the sweetness and light which shed their soothing influence over these latter days prompt a different and more brotherly course. The answer which might be received would gracefully allude to the vicissitudes of business and the changes which are bound to occur during the course of a long career. Coming to the specific interrogatory propounded, it could truthfully be said that the firm in question was of high standing among light buyers, but that as they usually bought but two stoves at a time, there was no way of estimating their promptness in meeting obligations incurred on large orders. They had, moreover, frequently expressed a desire for a cheaper line of stoves, and the change which they had made would doubtless enable them to gratify their wishes in this respect to their entire satisfaction.

The remarkable change from the rather plain and hitting-from-the-shoulder style of dealing to the more agreeable methods of the present is a subject of profound philosophical enquiry. It is not wholly due to the efforts of a paid secretary, although he has had many a case to settle which might have led to a breach of the peace but for his timely interference and his fatherly advice. Nor is it entirely due to the genial influence of better trade, which has gladdened the hearts of stove men for the past two years, keeping them so busy that they have no time to work up grievances against one another or even to brood over fancied wrongs. A much more potent influence than these has been at work, quietly and insidiously, but nevertheless effectively, changing the whole character of business men through the new turn given to their correspondence. The female typewriter is the unsuspecting agent of a radical reformation. The great majority of men talk more easily than they can write. Therefore a great many more words are used in dictating a letter than would be used in writing laboriously by hand, and consequently ideas are expressed less bluntly and with more polish. Further than this, the mere presence of womankind has a softening effect on a man, and he cannot speak as harshly as he would if freed from all restraint. Men do not use rough language in dictating to a female typewriter, especially if she is very pretty.—Metal Worker.

WASTEFULNESS OF EMPLOYER.

Recently the publisher of The Merchants' Review came into possession of a torn one-dollar bill that had been pasted in several places with uncancelled and clean postage-stamps. A little mucilage and a small piece of white paper would have answered the purpose as well if not better than the stamps, but a careless cashier or bookkeeper, finding the latter ready to his hand, had given them the preference, and mulcted his employer of probably all of the profit on that portion of a business transaction which was covered by the dilapidated banknote. Such instances of an unpardonable waste of an employer's means are perhaps very rare, but there are very few employes of business houses who practise as strict economy with their employer's materials as they would if the articles belonged to themselves. Waste of time that belongs to another by virtue of the payment of a salary for the performance of certain duties, is indeed of so common occurrence among clerks and bookkeepers that it is generally anticipated by business men, and provision made to reduce losses from that source by vigilance on the part of the employer or a manager. But other sources of loss through wastefulness of employes in business establishments exist, and waste of materials is not the least important in the number. In large establishments stationery forms a considerable item of expense during the year, but often the cost is unduly increased by the carelessness or extravagance of the employes, who use comparatively expensive blanks, letter heads or even postal cards for memorandums or simple arithmetical calculations, when a small ship of the commonest paper would answer as well if not better. In smaller establishments, such as retail stores, waste of stationery usually forms an insignificant item of expense, but not so the waste of stock by gross carelessness or reckless extravagance of the clerks. Excessive measure or overweight is frequently given to customers to the employer's detriment, and by careless handling of goods they become damaged, compelling their sale at a sacrifice. In stores in which automatic weighing apparatus is not used, wastefulness in the measuring out of liquids is not uncommon, by the spilling of the contents of barrels, kegs, etc., on the store floor. By careless handling of bottled goods, the bottles are cracked and the contents wasted. It is unnecessary to go further into particulars. Suffice it to say that the wastefulness of clerks in many stores is the cause of considerable injury to the proprietor's pecuniary prospects, and as it is entirely inexcusable the merchants who suffer thereby should take immediate steps to dam the leaks. It is the little things that count when added together, and with many little sources of loss, the result of wastefulness, the expense of doing business is raised so high that the dealer is prevented from competing with the prices of rival dealers.—Merchants' Review.

THE BUSINESS MAN AND HIS CLERKS.

The world credits the American business man with being industrious and careful, and to those qualities, quite as much as to his native shrewdness, is attributed his wonderful success. He is a worker in all that word implies, and all unite in crediting to him a closer attention to the details than is given by men of other countries. Employes overlook this fact, and they look upon their employer as a man who has profited by their labor, not stopping to think of the hours of toil and trial that they have passed through. The workman has his fixed hours for labor, and when the day's work is done his mind is not tormented with the thoughts of the morrow; but with the employer there are no stated hours for work, his only limit is the few hours not given to sleep.

The hours in his shop when superintending his work are his easiest hours. His severest toil is that of providing ways and means for conducting his business. To do this, he must find customers, watch commercial affairs, look to credits, see that the work produced is such as will sell well, guard against waste in every department, be ready to meet competition without loss, and to systematize the workings of the factory and office that loss will be reduced to a minimum, and the office will always be provided with funds to meet all demands upon it. His life is one continuous round of labor, and the closer attention he pays to the details, and the more prosperous the business, the better it is for the workmen. Then, too, the more active the man, the closer his connection with his business and with his relationship to his workmen, and the less the friction between employer and employe.—The Hub.



Is so constructed that the razor cannot cut the edges. The Leather and Webbing are made specially for this strop. The best value ever offered in Canada.

The Hemming Bros.' Co., Ltd.,
76 York St., Toronto.



ARTISTIC DESIGNS

—IN—



STERLING SILVER

—AND—

ELECTRO SILVER PLATE

MANUFACTURED BY

THE TORONTO SILVER PLATE CO.

Factories and Salesrooms: Toronto, Canada.

A large line of Novelties and Specialties suitable for Christmas Trade.

E. G. GOODERHAM, Manager. JNO. C. COPP, Sec.-Treas.

We solicit enquiries for quotations on the following goods for immediate or fall shipment :

Large Brass and Copper Preserving Kettles, American Hudson and Little Star Apple Parers, Peach Parers, Fruit Presses, Meat Cutters, Sausage Stuffers, Cow Ties, Rope Halters, etc.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN,
164 Fenchurch St., London, E.C.

Business Changes.

SALES MADE OR PENDING.

The estate of R. Parker, general merchant, Hillsdale, Ont., is advertised for sale.

Falconer & Martin, hardware dealers, Deloraine, Man., have sold out their Oxbow branch to A. M. Renton.

PARTNERSHIPS FORMED AND DISSOLVED.

Richer & Dragon, general merchants, St Denis, Que., have dissolved.

REGISTERED IN WIFE'S NAME.

Allan Morrison, general merchant, Big Pond, N. S., has registered consent for his wife, Mary Morrison, to do business.

REMOVALS AND DEATHS.

J. P. H. Cadorette, tinsmith, Montreal, is dead.

George Reaves, metal merchant, Montreal, is dead.

W. G. McLaren, general merchant, Boissevain, Man., has removed to Souris.

FIRES.

J. F. Galbraith, general merchant, Cloverdale, B. C., is burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Cuthbert & Son, brass founders, Montreal, have assigned.

Alex. Robertson, general merchant, Perth, Ont., has assigned to James H. Gordon.

D. D. McFarlane, Saintfield, Ont., has assigned to Edwin T. Campbell, Toronto.

C. H. Brewster, general merchant, Havelock, Ont., has assigned to W. A. F. Campbell, Norwood, Ont.

SISAL HEMP IN THE BAHAMAS.

The culture of Sisal hemp on the Bahama Islands, which has been in progress for several years, promises to develop a new source of supply for that fiber within the next year or two. The conditions which prevail in the Bahamas are considered by experts to be fully as well adapted for the growth of Sisal as are those that prevail in Yucatan.

Credit is due to Sir Ambrose Shea, Governor of the Bahamas, for the present interest in growing Sisal hemp. Sir Ambrose was a leading merchant of St. Johns, Newfoundland, before being appointed to his present office. Upon his arrival at his post of duty he found the Sisal plant growing wild, and being treated as a weed by the people of the Bahamas. He was well aware of the commercial value of the plant, and recommended that it be cultivated for its fiber. The result of his efforts was that the Colonial government offered a bounty of one cent a pound for all hemp exported until 1895. This law went into effect in 1888 or 1889, and stimulated the efforts of local capitalists to embark in the industry. The bounty offered also induced several foreign companies to cultivate the plant.

The Monroe Fiber Company of Newfoundland was one of the earliest to commence work, and its operations have been, perhaps, the most extensive. The company was formed in 1889, upon the suggestion of Sir Ambrose Shea, by some of the leading men of Newfoundland, and has a capital stock of £100,000. Its officers are: Hon. M. Monroe, President; John McNeil, Vice-President; F. Alderdice, Secretary; J. H. Monroe, Managing Director. John Gurdon, J. P., formerly Sir Ambrose Shea's private secretary, is the local manager in the Bahamas.

The Monroe Company owns 14,000 acres of land on the island of Abaco, one of the most northerly of the Bahamas group, and one of the largest, being about eighty miles long and two or three miles wide. In 1889 the company commenced to set out plants, and has continued to do so, until now it has 2,500 acres planted. This is the largest single tract of ground under cultivation in the Bahamas.

As it takes from three to four years—usually the latter—for the plant to mature, it will be some months before this Company's fiber will reach the market in any quantity. It is expected that 200 acres will be cut about the first of next year, and that the product of 500 acres will be ready for sale during 1893. The entire product of the 2,5000 acres now under cultivation, it is expected, will be on the market in 1895. During the process of development plants are being set out constantly.—Cordage Trade Journal.

A GREAT MACHINE.

Mr. Edward Scholey, an English machinist of large experience, for several years connected with the Acadia iron mines at Londonderry, has succeeded in interesting several gentlemen in an invention which it is confidently claimed by him will revolutionize all industrial enterprises, which depend upon machinery for their successful development. It is called a perpetual motor," and requires no fuel of any description in order to set it running and keep it going.

Mr. Scholey says that it can be adapted to any kind of work, whether that requiring small motive power or the very largest for which steam or electricity is now used. Mr. Scholey secured a patent for his invention a few years ago for Great Britain, but recently has made a very important improvement in it, for which he is now seeking a new patent in Britain, and this, according to treaty arrangements, will be good for the United States and other foreign countries, and also in the Dominion. The inventor has spent many years in perfecting his extraordinary machine and is sanguine "to a dead certainty" as to its perfect success, but owing to the financial interests involved, preserves the utmost secrecy as to its mechanism save to a very limited circle.—Halifax Chronicle.

THE HARVEY CARBONIZING PROCESS.

The Harvey process of case hardening which has been so successfully applied to giving a hard surface to Armour plates, is as follows: The plate to be treated is made out of mild steel, containing, say, 0.10 per cent. to 0.35 per cent. carbon, and, after being formed to its final shape, is laid flatwise on a bed of finely powdered dry clay or sand, which is deposited upon the bottom of a fire brick cell or compartment erected within the heating chamber of a suitable furnace. The upper surface of the plate is then covered with powdered carbonaceous material, which is tightly packed. Above this is a layer of sand, and over the sand is laid a heavy covering of fire brick. The furnace is then lighted and raised to a temperature sufficient to melt cast iron, and this heat is maintained for a greater or less period, according to the amount of carbonizing to be effected. About 120 hours are said to be required for a plate 10 1-2 inches thick. On removal from the furnace such a plate is found to have had the composition of its upper surface changed At a .depth of about three inches from the surface the percentage of carbon has been raised by about 0.1 per cent., which increases progressively as the outer surface is neared, when the amount of carbon may rise to 1 per cent. It is said that this process, though, as will be seen, it resembles the ordinary cementation process, does not cause any blistering of the surface of the plate. This the inventor attributes to the high temperature at which it is carried out; but it is also suggested that the absence of blisters may be due to the homogeneity of the metal, which, unlike the wrought iron bars used in the cementation process, is free from cinders.—American Manufacturer.

We have dropped the "Gilbertson's Old Method" brand of roofing plates, therefore we now WITHDRAW our GUARANTEE from same.

Our reasons are as plain as A, B, C.

A We could not act in good faith with our customers had we accepted the propositions made to us by the maker with a view to equalize the increased cost brought about by the advanced duty.

B Numerous complaints and letters received by us from our customers, positively assert that the quality of this Brand is not now what it used to be.

C After careful investigations we find we can make a much BETTER and a HEAVIER and more EVENLY-COATED plate IN OUR OWN WORKS in Philadelphia, than we have ever imported.

Hence, our heaviest coated, guaranteed Roofing Plate will now be the "Merchant's Old Method"

Made and Guaranteed by yours respectfully,

MERCHANT & CO., Philadelphia, July 6th, 1892.
NEW YORK. CHICAGO. LONDON.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

--GLASS--

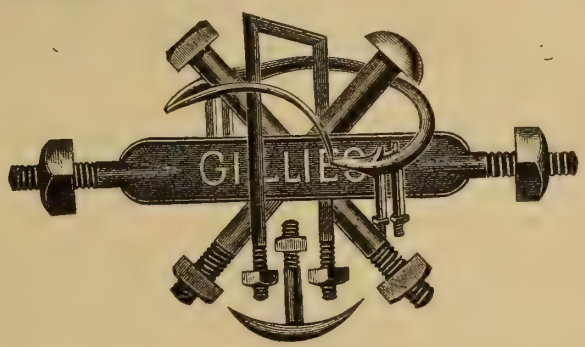
WINDOW GLASS,
COLORED GLASS,
ENAMELLED GLASS,
ROLLED GLASS.

See Latest Designs in
Fancy Imperial and Mechanical Embossed.

A. RAMSAY & SON,
Established 1842
MONTREAL.

BOLTS, FORGINGS.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.



Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexigon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

The E. B. EDDY CO.

MAKE

Paper of all kinds suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.

MAMMOTH WORKS AT HULL, CANADA.

Fencing Wire.

Annealed and Oiled and Galvanized Wire in stock of the famous "Whitecross" brand. Get our prices before buying.

A. C. LESLIE & CO., Agents,
445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"
PORTLAND CEMENT.
BEST ENGLISH BRAND MADE.

Canadian Consignees :
McRAE & Co.,
Ottawa and Toronto.

New Wrought Iron Pipe Bedsteads

Strength, Durability, and Comfort Combined. No wood about their construction. Proof against disease germs, and vermin.

J. & C. Hodgson
Wrought Iron Pipe Manufacturers,
MONTREAL.

H. D. SIMMONS,
74 York St., Toronto,
Western Representative.
SEE SAMPLE AND GET PRICES.





Trade Mark.

F. LE PAGE'S
IMPROVED
Liquid Glue
The Strongest,
The Best,
Quality Guaranteed.

Agents for Canada,
W. L. HALDIMAND & SON,
MONTREAL.

Canadian White Enamel Sign Co.
All kinds White Enamel Letters and Numbers.
GEO. BENGOUGH, Mgr.,
10-12 Adelaide St. East,
Agents Wanted. TORONTO.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

Bradley M.L.S.	Per box
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7½ 7¾

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron,

1 to 20 gauge	2¾, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	¼ bright 2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ to 65 p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅞
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ¼ to ½ in	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Brasiers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 05½ 0 05¾
Domestic "	0 05 0 05½

Zinc Sheet.

5 cwt casks	0 06¼ 0 06¾
Part casks	0 06¾

Lead.

Imported Pig, per lb	0 03½ 0 04
Domestic "	0 03½ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0-18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5¾
No. 1 Do. "	0 5
No. 2 Do. "	0 4½
No. 3 Do. "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " "	2 25
Canadian " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 57½
Boiled "	0 60 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 46½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, one shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45

Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50,50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 3 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, eacn 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c:

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
United inches				
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb . 0 25 0 3

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 5 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc Prices Low. Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to 70 per cent

Nails.

Cut Nails (Iron)
1. Either Canada or American Pattern.
Basis—50 to 60 dy..... 2 30
40dy..... 2 35
30 dy..... 2 40
20, 16 & 12 dy..... 2 45
10 dy..... 2 50
8 & 9 dy..... 2 55
6 & 7 dy..... 2 70
2. American Pattern Only
from 4 to 5 dy 2 90
3 dy. (lath)..... 3 30
3. Canada Pattern Only
from 4 to 5 dy 2 80
3 dy. (lath)..... 3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
' hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... .3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9½	11½
¼, 5-16, ⅜ in.....	10½ 10½	11½ 11½
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. ' 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ¼ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey ' 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers'' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4½ 4¾
" 4 " 4 & 6 " "
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

---

MUNN'S LIQUID GLUE.

The Strongest, Cheapest and Best.

Put up in all sizes. Circular and price list on application. KENNEDY BROS., Agents, 101 Bay St., Toronto.

For sale by the following wholesale houses in Toronto :—

H. S. HOWLAND, SONS & CO.
THE HEMMING BROS. CO.
THE ART METROPOLE.
WILLIAM BROWN, Carriage Hardware.

DIRECT IMPORTERS AND DEALERS IN

SCOTCH FIRE CLAY-BRICK



DRAIN AND WATER PIPES.

Double strength for railway culverts, etc.

Sewer Bottoms or Invert Blocks, Cement.

NOTE.—Only pure SCOTCH unglazed Fire Clay Linings and pipes are kept in stock; any other quality is worthless for resisting heat and frost. Correspondence invited. Quotations promptly furnished.

OFFICE : 31 Wellington St., Montreal.

SAY !

If your Jobber can't supply

Kearney and Foot's Files

Write

W. S. McGREGOR, Agents,
11 and 13 Front St., Toronto.

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods.

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

Why Climax Tubular Lanterns

ARE THE BEST IN THE MARKET.



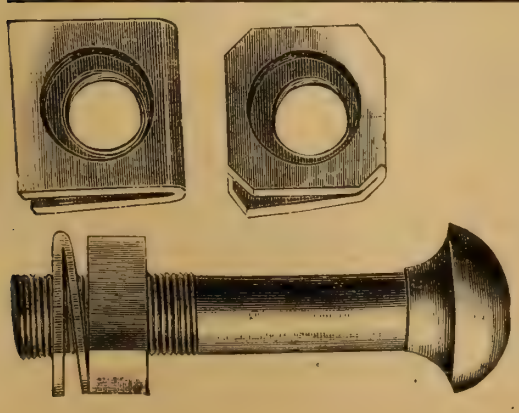
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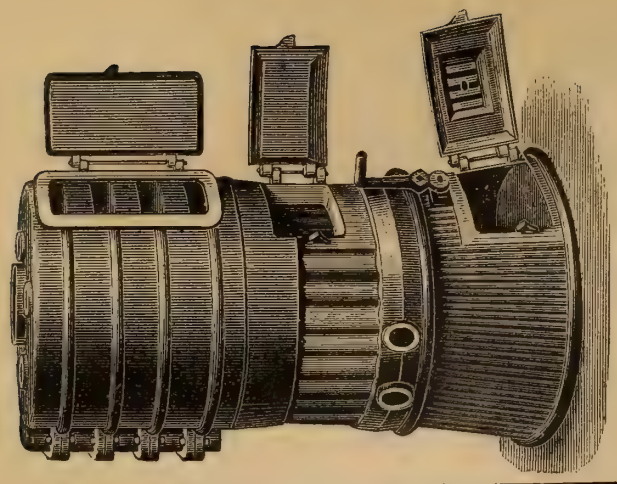
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VOL. IV. TORONTO, OCTOBER 8, 1892. No. 41.

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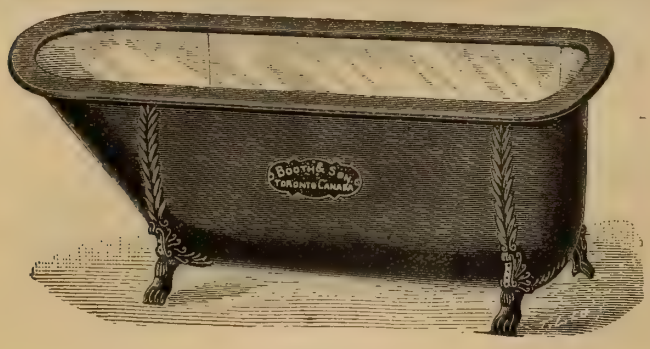
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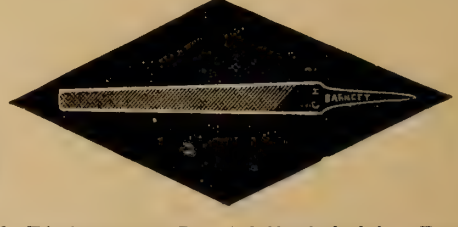
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Vol. 4. TORONTO, OCTOBER 8, 1892 No. 41

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

To be able to submit at all times to an inflexible rule shows a capacity for discipline, but the moralists have probably lauded this virtue too much. The people who are the slaves of rules in practices relating to health, business, domestic or social life, are the people who get into ruts and become so staidly conservative that they are often disrespectfully alluded to as old fogies. Rules hedge in their very existence, and with self-defined bounds and limits on all sides to their discretion they lose their faculty of judging because they cease to exercise it. People become helpless when they reduce themselves to the state of a mere cog in a wheel. There is one supreme rule for the business man, and that is make full and constant use of your judgment and common sense. Every case has in itself the conditions to determine one's course of conduct, and it is foolish to be pledged to one invariable line of action. The ascendency of the rule is the tyranny of theory. Practical people deal with individual cases on their merits and do not submit to dogmatism. The people who accustom themselves to try each question on its own merits, not by the prepossession of some pet generalization, become agile-minded, and usually can trust themselves to have the right answer for the right occasion. It is impossible for a man, in the ordinary circumstances of business, to do much by machine methods. In the operation of even the most salutary rules there must be some latitude left for exceptions. To make it a hard and fast practice to insist on spot cash for all goods in all circumstances is not wise. Sickness, misfortune, extreme poverty, forgetfulness of one's purse, and many an other imperative necessity for making allowances may confront the storekeeper, and ask him to waive his rule in favor of a perfectly honest and solvent customer. The man who has the fortitude to say "no" in all these circumstances may be a Spartan, but is not a politic business man. The resolve to mark every article overtly with its price or not to mark any article so, is equally open to objection. There is many an article that it is wiser not to parade the price upon, as it may at once challenge comparison, to its disadvantage, with some one else's price, and may retard the selling of the article or may necessitate an ignominious retreat from the price. But because these considerations happen to apply to certain lines in stock, that is no reason why their application should be deemed universal. It may be as good policy to mark conspicuously some goods as to leave some others unmarked. Comparison, it may be apparent, will be favorable as against a competitor's prices. A recent case in point comes to mind. A householder wanted a coal hod, and having seen one ticketed 33⅓c. at the door of a miscellaneous store, he passed his hardware store where goods were similarly exposed unmarked, and with a touching faith in odd numbers and fractions as well as in the reputation for phenomenal cheapness of the miscellaneous store, he went to the latter and got one for 34c., the lack of fractional currency below one cent making the cost two-thirds of a cent more than the marked price. A few days later, curiosity to know how much he was in pocket as a result of passing the hardware man tempted him to ask the price of the better looking hods in the latter's stock, and he felt quite limp with surprise when he was told they were 30c. Here was a case plainly where the price should have been blazoned on the article to be sold. If hardware men hide their bargains under a bushel while dealers in odds and ends parade theirs, the benefit of the doubt will go against the hardware men when customers ask themselves where prices are likely to be the lower. In many other questions besides that between cash and credit, marking and not marking, the merchant will perceive the value of leaving his liberty untrammeled. The free play of his discretion is of the utmost value to a man in business nowadays. The widest scope is needed for the fullest success. Some men name a price, and make this quotation an ultimatum. There is no reason why they should always or even often follow this cast iron habit. Others make it a rule to begin a little higher than they mean to end. This too ought to be sparingly and not generally practised.

* * *

It appears from the letter of our London correspondent that faulty bookkeeping has a bad eminence among the causes of business failures in England. He ranks it almost, if not quite, on an equality with credit, giving as a source of insolvency. Whether so much can be laid at its door in this country we are prevented from discovering, because of the confusion that arises from our commonly inexact way of specifying causes. We say a man has failed because he gave credit too freely, when perhaps the real reason was that he lost control of his accounts. Another man is said to have failed because his expenses were excessive, whereas if he had kept his profit and loss account well under

his eye, he would have come out all right. Some one else fails because too much of his money is in some outside investment, but if his business had been cast in a proper framework of bookkeeping, the money would not have gone out. In nearly every specific form to which a cause of failure is referable, there is a possibility of bad bookkeeping being involved. It is therefore not improbable that it is as fertile a cause of failure in this country as it is in England, and a far more cardinal cause than any other except long and lax credit. It is a pity that every merchant had not the benefit of a thorough drill in an office before undertaking business on his own account, that he might acquire the systematic habits which control the conscience of the veteran accountant. Such a training would not only make the merchant orderly in his books and commercal methods, but would put him under the influence of ideas that would combat the temptation to be over-indulgent with creditors. It is not the men who have most need of money that are the best collectors, but it is the men who have the strictest sense of business tidiness. These men do not feel that their bookkeeping is complete until every account is balanced by payment. System makes them better collectors than necessity makes others.

HIGHER FREIGHT ON GERMAN GOODS.

The Hamburg American Packet Co. decided to shut off their steamers to Montreal on the first of October. This means no direct steamers from the German port to Canada after that date, and the fact will occasion considerable inconvenience and loss to Canadian importers who have placed large orders for German glass and chemicals for late fall delivery. In former seasons the date of the last sailing was the 25th October, or almost a month later, which meant that merchants in Canada could get their shipments under the summer freight tariff. This season they din not anticipate any change in the circumstances until a short time ago, and consequently are out in their calculations by something like 15 shillings a ton freight on all their fall shipments. Early in the summer, before any change was thought of, all the big chemical and paint houses in Montreal ordered considerable supplies ahead, under the impression that they would have the advantage of a 15 shilling freight rate until the 25th. The cholera scare and the vigorous provisions of the Provincial Health authorities on account of it render this impossible. These regulations prohibited the leading of any goods from a cholera-infected port unless they underwent a long quarantine, and as the season is too late to prevent of this being done, the packet company have simply withdrawn their steamers unusually early this fall. Munderloh & Company, the agents of the line, recognize the facts above outlined and regret them very much, but claim, and with reason, that they have no control over the unusual circumstances which necessitated the change. The development, so far as it affects prices, is likely to enhance them, as it largely increases the cost laid down here. Instead of coming direct to Montreal under a 15 shilling rate, late shipments will now have to come via Halifax, Portland and New York under the winter schedule. This means just double the freight, or, instead of 15s. shipments will have to pay 30s. It is easy to see therefore that this means firmer prices on goods coming in under the increased rate, and already the trade are calculating on the effect it will have on glass and other lines. Of course no change is yet to note in prices, but the logical result should be a hardening in values later on.

THE TIN PLATE MARKET.

The supply of tin plate at the large centres of distribution in Canada, notably Montreal, is in a different position from what it was last year and very much different from what it was two years ago. An analysis of the reasons for this is interesting.

The season before last witnessed the disturbance that was caused by the McKinley Act in the market for British tin plate. American importers, to evade the provisions of this Act, placed large orders abroad, and enormous quantities of the goods were rushed into the United States prior to its enforcement. The Welsh makers were pushed to their full limit, and the natural result was a great scarcity of all grades of plate, dealers in Montreal and elsewhere having to run here and there to get even 100-box lots. The consequence was some pinching of the shorts and a very stiff range of prices. Last year supplies were not excessive, as the absence of the American demand had not time to make itself felt thoroughly at the sources of production, and prices were maintained on a pretty steady level. The conditions this season were different, and the absence of the American demand or rather its curtailment—for there are still considerable importations of English tin plate across the lines—was felt more severely. The stoppage of works in Wales at various intervals, to keep down production, proves this conclusively. An easy feeling is not surprising, therefore in view of all the these influences, and it is the case at present. We do not mean by this, however, that dealers feel any anxiety about the future, for this is not the case. They admit that stocks are large and that a considerable outlet is wanting for the time being, owing to the cessation of canning operations. But this is not an unusual occurence, and although they are willing to concede something to realize on goods, they do not consider the load they are carrying exceptionally heavy. Then too the quality coming forward between now and the close of navigation is less than usual, canners recommence operations in January, while there is news from Wales that a number of the works are closing down again for a considerable period. This means a largely reduced production, and may after a time bring better prices. On the whole, although holders of tin plate desire like every one else to turn over goods as quickly as possible, they show a much more independent spirit than in previous years at the same season.

THE DANGER OF CHEAPNESS.

The mania for cheapness, the desire to get everything as cheap as possible, is the characteristic of many. Not the poor only but many rich people have fallen in this error, and, are bound by habit, says the Salt Lake Journal of Commerce. It is certainly wrong to be extravagant, and it is necessary to use diligence to avoid being cheated. But to spend valuable time higgling over a penny, and to become biased in favor of an article merely by the element of cheapness, is evidence of great weakness. There is an unreasoning demand for cheap teachers, cheap preachers, cheap newspapers and cheap books, cheap goods in every line, and this demand comes from many quarters. To use diligence to procure needful supplies at a fair price is a duty ; but to forget that beyond a certain limit cheapness is to be discarded is not wise. The inconsistent spectacle is often witnessed of men who demand fair prices for their own wares, seeking to procure what they need from others at ruinously low figures. The man who is loud in his demand for fair wages for an honest day's work is often seen passing by the honest man who sells at a fair price, and purchasing of the cheap tradesman who has come into the community to undersell regular dealers. This demand for cheapness compels the production of inferior articles, and in the end becomes a false economy.

OUR LONDON LETTER.

LONDON, Sept. 21, 1892.

THE ENGLISH METAL AND HARDWARE MARKET.

Birmingham hardware men have been doing a little better lately, particularly in the home trade. There is now a steadier tone about the iron and hardware branches, but buying is still of a hand-to-mouth character. Purchasers of agricultural implements have not been so numerous as was at first indicated. We have had a bad harvest, and this will not promote the sale of farm tools. Makers of electrical appliances and gas engines are doing fairly well, but the wire-drawing trade is depressed, owing to the keenness of competition. Prices of pig iron are kept up by the dearness of fuel; in the sheet department business is undoubtedly being carried on at a loss. Tin plates are being sold at unremunerative prices. Sheffield firms are beginning to think that no real improvement will be noted this year. There is nothing doing with the Continent, due probably to the cholera scare. Up to date Messrs. Joseph Rodgers have been unable to come to terms with their men on the question of a reduction of wages. I have mentioned on previous occasions that tin plate workmen are leaving South Wales and emigrating to the States, and I have now to add that this movement shows signs of continuing. Owing to the low prices Mr. Williams, the owner of a large tin plate works in South Wales, has given 28 days' notice to his workmen to terminate his contracts with them. This notice affects 2,600 men. There are already 10,000 men out of work in the tin plate trade. A similar notice has been posted at the Swansea tin plate works, but this only affects 250 employes. The men employed in the Newcastle engineering trade have been compelled to accept a reduction of wages, and the shipbuilders in the same port are asking for a reduction from their men's wages. The Clyde shipping trade, which gives employment to thousands of metal workers, is daily becoming more depressed. Out of 148 berths only 49 are occupied with ships building, and upwards of 15,000 men are idle and many departments are working three-quarter time. In Dumbarton the rivetters, who are skilled and well-paid men, are offering themselves as laborers, while many are migrating to other ports. Under such conditions it is hardly to be wondered at that able-bodied men should leave the country, weary of struggling against these ever-recurring periods of depression. Of course, although trade is bad, yet I still manage to find employers who are doing fairly well. The manager of a large hardware and engineering firm in the East End of London, doing a big import American trade, told me the other day that he had nothing to complain of although he heard grumbling going on all around him. These people are makers of specialties, and have a good United States connection.

THE CREDIT SYSTEM.

I am glad to see that you continue to write against the abuse of the credit system. A short credit may be necessary, and is perhaps convenient for ordinary business purposes. We call "cash" payment a payment within 14 days, and this brings a special discount, while cash on receipt of invoice is rarely adopted. Remittance within a month is thought "good business" here. I think, judging from a pretty long experience in this direction, that bankruptcy is due to the following causes in eight cases out of ten:—Undue length of credit and bad bookkeeping. The wholesale houses are largely to blame for the former evil, and when such a house gets into difficulties, runs short of cash, or is brought up by any one of the numerous difficulties which often confront business people nowadays, when such a thing occurs it is the small retailers and storekeepers who suffer. They have had a long credit given them for a fairly heavy amount from more than one wholesale house, and running their stores with small capital they are soon placed in a tight position. The law cannot very well step in and prevent long credit being given, but it is being seriously contemplated making it a penal offence for tradesmen not to keep a proper set of books. You would be absolutely astounded if you knew the large concerns that are run without any means of tracing their business career. As for small storekeepers, they simply go on in a happy-go-lucky manner in entire ignorance of bookkeeping and accounts.

AMERICAN SILVER AT A DISCOUNT.

The United States are getting into Queer Sreet over their silver currency. The financial papers here are all noticing the fact that silver currency issued in the States is now not taken at its nominal value in Canada, "except by saloon-keepers and tobacconists." It appears that the silver dollar rarely fetches more than 70 cents. This is odd, because silver dollars rank on a footing with gold dollars in the States —just over the border. If this continues it will be a serious thing for the States. The fiduciary currency of the States cannot be used to pay debts abroad, and the tendency is for gold to leave the country.

CANADIAN CREDIT HIGH.

Your readers will no doubt have heard of the result of the meeting of the Bank of British North America. It was held in London early in the month, and the statement of the chairman (Mr. Gaspard Farrer) gave great satisfaction. He drew attention to the high position occupied by Canadian Government securities in the English market, notwithstanding the continued depression of trade. The imports and exports for the year ending June last were, in spite of the McKinley tariff, larger than they had ever been before in Canada. Statistics in connection with Canadian banks showed that the capital of such bodies was more than sufficient for the demands. He believed that Canada was more prosperous at present than it had ever been. The bank declared a dividend of 35s. per share.

NEW DESIGNS IN LAMPS.

As the autumn draws on and winter approaches, makers of lamps are putting their new designs upon the market. Hinks, of London and Birmingham, the leading makers of high-class goods in this line, are yearly improving their patents. There is as much difference between the old styles of lamps and new as between chalk and cheese. Many people prefer good oil lamps to gas; it is found that they do not spoil the ceiling, blacken the wall paper, curtains, etc., while for reading purposes they are infinitely superior. I notice that Evereds, of Birmingham, have brought out a safety collar for lamps. It is absolutely necessary that this part of the lamp should be perfectly reliable, and the makers have patented the device to make "assurance doubly sure." The lock arrangement appears to me to be trustworthy in its action, and the safety collar has only been put on the market after being thoroughly tested. It can be adapted to the lamps of other makers and is sold at a low price. Wright & Butler are introducing some novelties in their well-known "Rochester" series of lamps. The largest size gives a light equal to 200 candles. The latest improvement in their "Champion-Stanley" lamp consists of a tray at the base, which, besides contributing to the strength of the lantern, ensures cleanliness when filling it. The newest things made by this firm in oil stoves are sizes 6-inch and 8-inch, the latter being a combination of two stoves. They will bake bread, and the 3-inch and 4-inch pastry and small loaves. Another firm are putting Fox's central draught duplex safety lamp before the public. In this lamp the oil is supplied to the wick tubes, which are made the whole depth of the fount, by a small connecting tube, so that nearly all the oil is kept away from the wick and flame, and only sufficient supplied to keep the lamp well burning. The value of this arrangement in insuring safety is apparent. The burner has two 1-inch flat wicks, and the two flames join just above the cone, forming a nice brilliant flame. The oil consumption is considerably reduced and the flame extinguished by blowing down the chimney. I am aware that experts in the trade never authorise this way of putting a light out, saying that it is best to blow through the apertures of the burner, but I think the latter is infinitely more likely to cause an explosion than the more common and popular way. I have used lamps for reading and writing for years and always "blow down the chimney," never experiencing any inconvenience therefrom. The real reason why lamps do explode is that they are not kept clean, bad oil is burnt, and the charred wick is allowed to accumulate, occasionally finding its way to the reservoir. Bad oil is responsible for many mishaps.

The municipality of Cote St. Paul, Quebec voted on and carried a bonus of $10,000 and 20 years' exemption from taxes to the Canada Axe and Harvest Tool Manufacturing Company.

About a month ago the hardware store of Neveaux, Clinton & Baxter, at Windsor, was entered and some revolvers and razors taken. The police the other day arrested a boy named Coleman, who, after some questioning, admitted that he and two other boys named Green and Gohl were the thieves. The last two were gathered in, and when Green was told Coleman's story, he threw up both hands and exclaimed, "May the Lord forgive him for telling such a lie." Two hours later Green admitted that he was the one who first broached the robbery, and it was he who got down through the gate. Green is colored and all three are under 13 years of age.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

A representative of Douglas, Wall & Co., Liverpool, is on his way to Canada. They are represented here by W. H. Jaggar, Toronto.

In the case of George Mitchell, formerly a hardware merchant of Perth, Ont., whose body was found in a pool near the station there, the coroner's jury found that he had fallen into the water and been suffocated.

J. B. McWilliams, Peterborough, has sold his copper mine in Dummer township to a company of Americans. The mine is near Stoney Lake, and the assays that have been made of the ore have shown that it is a rich one. Representatives of the company were there last week, concluded the purchase, and returned and engaged men to open the mine. Work was begun on Thursday the 29th.

There was a quiet wedding at the residence of Chas. Rossiter, Wortley road, South London, on the evening of the 28th, inst., when his youngest daughter, Miss C. E. Rossiter, was married to W. A Turner, of the Hobbs Hardware Company. The ceremony was performed in the presence of a few relatives and invited guests by Rev. Jas. Ballantyne. Among the wedding gifts was a beautiful silver tea service, presented to the groom by his fellow employes.

An order in council has been passed placing on the free list until the end of next session of Parliament steel for the manufacture of hammers, augers and auger bits when imported by manufacturers of such articles for use in their own factories. All importers will be required to make oath that the steel is actually to be used for the purposes mentioned.

MONTREAL TRADE CHAT.

Francis Hyde & Co. have secured a large contract for 600 tons of Scotch locomotive blocks, also large contracts for Scotch fire clay and drain pipes at Winnipeg, West Toronto Junction and Berlin.

G. A. Gray, of the Canada Plating Company, who has been travelling through the New England states and visiting the manufacturing centres like Meriden, Worcester, etc., returned to town the other day. He was placing his new patent spoon, and had a successful trip and some gratifying orders.

Painchand, Squire & Co. of the Temple Building, St. James street, have been appointed agents for John Yates & Sons, manufacturer of electro-silver plate ware, Birmingham. A special line of the goods of this firm that is meeting a good reception is the Silvern spoons and forks. They are warranted not to tarnish, and to wear white all through.

Walter H. Cottingham & Co., Montreal, report this fall's business the largest they have ever done. They have added to their list another new line, Blundell's Petrifying Liquid, for which they are sole agents in Canada. This material is a successful substitute for glazed bricks, and is intended for walls where paint or other descriptions of coating cannot be used. On damp and steams walls, as in cellar kitchens, laundries, breweries, malt houses, outhouses, stables, hospitals, it forms an excellent protection for brick, iron, etc. In green houses and hot houses it appears to be the only material that will stand. A sample brick will be sent on application.

LAW AND BUSINESS.

Business is every civilized country is more or less amenable to legal jurisdiction. It has its liabilities and responsibilities which, if abused or denied, constitute violations of law for which the neceasary penalties are incurred. It is obvious that a knowledge of these legal obligations should be a part of business education, whereas the contrary is a general fact. It may be assumed that business experience teaches many useful legal lessons, but it is equally a fact that in securing this necessary education the expense of a diploma was at a maximum figure. In fact a fair acquaintance with commercial law is becoming as necessary as a knowledge of book-keeping. The intricacies and complications of business are increasingly numerous, while those of law are cobwebbed with additions and technicalities requiring the highest trained skill to straighten out the tangle. We may to these perplexing conditions add the fact that the men are not yet all deceased and interred who take advantage of every legal loop hole to escape an honest obligation, or to make a profit on a mistake of a creditor or debtor. A census of cases in our civil courts would reveal a condition of legal ignorance in business life, and of a corresponding dishonesty to profit by its errors that the average man would suppose impossible. The costs in these instances are something more than pin money. There is nothing done in courts at bottom rock prices, for whatever of lachrymal moisture there may be deposited in a brief, or in an appeal to a jury, the generous fluid is spared when the bill of cost is presented and a check is unhappily transferred from one desk to another.

It may be safely assumed that the legal expenses of some business firms would in many instances be largely reduced if there was less ignorance even of the simplest forms of law. This does not necessarily indicate the need of special training, or of a legal feather being added to the load too often over-burdening the business camel, but it is beyond contradiction that there would be more cash in the safe and less need of subpœnas, if some of our business men knew as much of law as they do of base ball. That this weakness in commercial life is being recognized is evident from the fact that in many or most of our technical journals we have from week to week an irsue of legal decisions pertinent to business complications. This is a comparatively new departure in trade literature, but it is a tacit confession of the fact that a little more than the average knowledge of law would be beneficial to the business interests of the country.—Age of Steel.

PROTECTION TO DEALERS.

A prominent manufacturing concern in St. Louis received a letter the other day from a retail dealer asking that he be protected and that all orders received from certain parties be referred to him. This is not a very uncommon occurrence, but the request in the majority of cases is unnecessary.

Any reputable manufacturer or jobber will look to the interest of the retail dealer for he knows that it is through the dealer that most of his business comes. He knows that if he sells to the customers direct he is not keeping faith with the dealer and as we said before he will always turn business into its natural channel.

Of course if a wholesale mercehant in any line of goods has no agent in a place he has a perfect right to send out goods to the consumer direct. Though it is usual to charge a price similar to the retailer's price. In this way other merchants are not antagonized.

But there are cases where the retail merchant is very much abused, though it is not by the honest wholesaler. There are some jobbers as well as manufacturers who will go into the territory of their authorized agents and sell goods at wholesale to the great loss of their agents. This is perhaps particularly true in the case of some vehicle and implement jobbers. It is against this class that the retail dealer should wage warfare. He cannot do it single handed and therefore this should be one of the main objects in view when an association of dealers is formed.

The honorable wholesaler is just as much down on this class of jobbers and manufacturers as is the retailer. It hurts their business also, for if people can buy at wholesale prices from one firm they will not trade with the other firm which charges them higher prices.

If a house is a responsible one—and no retail merchant should deal with one that is not—there will be no danger but what his interests will be looked out for. The interests of the wholesale and retail dealer are really mutual.—Stoves and Hardware Reporter.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

"Schultze" Smokeless and American "Dead Shot" Gunpowders

THE BEST OF THEIR KINDS.

Cartridges, Cartridge Cases, Wadding, Shot, etc.

COMMISSIONS TO BUYERS.

Those who demand or receive commissions, tips, presents or any other form of "palm oil," do so in a secret manner, and neither they nor the givers of the commissions, etc., are willing to "own up" to even the most lenient of accusers. It is this secrecy which makes detection difficult, yet the very fact of the whole business being "under the rose," is of itself sufficient to condemn it. Both the givers and takers of the "tips" know very well that their action in that respect is unfair and dishonorable; Yet because "everybody else does it," or is supposed to do it, they go on with their clandestine transactions, and are dishonorable in this one particular, whilst claiming to be perfectly upright in ever other business action. Many manufacturers and travellers deplore the system, and say they try their best to break it down, but they describe their efforts as being unavailing, and proceed with the practice which they condemn. This rottenness pervades almost all grades of business, and varies in extent from cheques for thousands of pounds down to every kind of "Christmas present." It is lamentable to have to make this confession, but it is true, unfortunately, and the practice is a canker which has eaten, and is still eating, its way into the very core of our commerce and trade. Now and then one of the sinners overshoots the mark, and is made an example of by his employers, but many of those who express so much virtuous indignation on those occasions are every day doing very much the same sort of thing on a different scale and in a different manner. It is alleged that it is impossible to "get in" with the officials of many large corporations unless somebody can be "squared," no matter what the merit of an article may be; and coming down to retailers whose trade is of very modest proportions, we have been told that travellers, after collecting their accounts, find the foreman, or even the porter, waiting for his commission on the amount of the payment. If this is true, and we are afraid it is, it is obvious that people must initiate and continue a better state of affairs. All "tips" mean what has so often been termed "bribery and corruption." They mean that something is to be bought and sold at more than its value, or that a good article is being or is going to be replaced by one which is not so good, or even by one which is relatively worthless. They mean that fair play is not being accorded to the seller of the best article, and that the buyer is being deluded or influenced wrongfully by the payment of money, or some other consideration, to one of his servants. Probably if manufacturers were firmer in their resistance to the system it would be the sooner extinguished, but as long as they wink at it the practice will be continued. It is somewhat on the same lines as the beanfeast nuisance and Christmas box begging, with the serious difference that it goes on all the year round, and permeates almost all grades of business. That it is utterly wrong and indefensible needs no demonstration, and that it will sooner or later be rooted out we still have the courage to hope and believe.—The Ironmonger.

MATALLIC DECORATION.

The art of metallic decoration dates back to the early ages of civilization. It was known to the Hebrews in the time of Moses. The city of Babylon had its hundred gates of bronze, and the gates of Balawat made of beaten metal, some 850 years before the Christian era, are now to be seen in the British Museum. For architectural effect, the ancient Persians covered their brick and timber buildings with thin metallic plates, relieving the lustre and monotony of surface with inlays of gold and embossed reliefs. At the building of Solomon's Temple his artists in metal were supplied by the Phoenicians, whose handiwork in that historic structure retained its till the Romans of Vespasian and Titus reduced the magnificent pile to a heap of calcined stone and molten metal. This kind of military arson has made barbaric havoc of metallic decoration in all ages, the best materializations of skill findng ther way to scrap piles or being given in exchange for cash or territory. Some of the masterpieces of Michael Angelo in metallic statuary were melted down into coins and cannon, and the heroic figure of a Pontiff, a dumb prophet of what is possible in metallic art, closed its history in a gun foundry of France. What is left of Assyrian and Egyptian handicraft and of Greek talent and Roman splendour is more or less a fractional debris, or is garnered among the historic bric-a-brac of national museums.

In the evolution of this art the forging of metals preceded the casting in molds, the hammer and the chisel working out their deft productions in copper and other available metals. The molder was a subsequent article. In this direction the progress of our predecessors was unique, some of their castings being both elaborate and faultless. In medieval times the artist in metal was, as a rule, imbued with intense devotional sentiments, and the character of his work was in sensitive response to the times. Architecture was an art par excellence, and its adornments an earnest study.

In this intensely practical age the use of metal for decorative purposes has run into that of less ornate but more valuable service. There is a tendency, however, to construction in which the eye has to be both a critic and a student. A glance at the modern buildings of our larger cities will suffice to show that as the nation increases in wealth and intelligence its architecture is climbing the same stairway. In this direction the revival of metallic decoration is but a question of time, and when in motion will add a wide and increasing demand both for the skilled workman and for the metal of which we have under present conditions a plethoric supply. —Age of Steel.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

Soap and water are cheap, but soil on goods is expensive.

Restore goods to their proper places as soon after using as possible

If you want books, it is rarely wise to pay double price for them to a travelling book-seller

You can lose more than we do by not subscribing for this paper.

GOOD MANNERS IN TRADE.

It always pays to be a gentleman. An exhibition of rudeness, impatience or ill-nature upon the part of a storekeeper or any of his employes is injurious to his business. His price may be lower than that of his competitor over the way, but people will not trade with him if they do not meet with courteous treatment while in his store.

The writer has frequently observed cases where storekeepers have missed selling a large bill of goods simply because the goods were not shown in a polite and affable manner. We once heard it said of a successful merchant that he largely owed his prosperity to his abundance of good humor. He had the genius for making everybody feel well who came into his store, and it is an easy matter to sell a bill of goods to a party who is in an amiable frame of mind. People will go a long distance out of their way to trade with a merchant whom they like personally, or will wait to be served by a clerk from whom they know they will receive courteous treatment.

It is a great mistake for any storekeeper to acquire a curt, brusque and snappish manner of replying to customers who question in regard to the quality of his goods. A storekeeper, first of all things, should cultivate a great deal of patience. An impatient, irritable man, as the Irishman said, "had better quit business before going into it," or, in other words, select some other occupation than that of storekeeping as a means of acquiring an honest livelihood.

People of the present age do not have the manners of past generations. We laugh at the stilted phrases, conventional bowing and scraping of the society people of colonial days; yet, there was a certain quality of courteousness in the refinement and manners of cultured people of a century ago that is sadly wanting in our modern society.

There is no doubt but what the individuality of the storekeeper is impressed to a great degree upon his subordinates. Often a clerk will unconsciously imitate the peculiarities of his employer, and if the employer be brusque, impatient, ill-natured and unaccommodating, the clerk or salesman is very apt to ape his employer's qualities. It costs nothing to be pleasant and polite; it is money in a merchant's pocket every time, and it is invariably money out if he is rude and discourteous. In a recent article upon the subject of "Courtesy in Business," a contemporary says:

"The man who has a faculty of making everybody like him is very fortunate and very happy, though he may be neither handsome, rich nor learned. He makes other people happy, too, for he believes in the rights of others. He does not know everything, but is quite willing to be taught. When you enter his presence it is like the effect of a warm fire on a cold night. He always stands upon the weakest side, is very forgiving, and has a happy faculty of smoothing over all rough edges. When a boy does wrong, or gets into trouble, he always has a pleasant word and tries to overlook the shortcomings and ask him to do better the next time. He is always affable and listens to your hobby with the utmost patience. If he has any goods to sell or to buy, he is always ready to listen or to suggest and is never too busy to forget that courtesy and politeness should rank foremost in the intercourse of gentlemen in trade as well as in society."—Ex.

THE LOGIC OF EQUAL CASH AND CREDIT PRICES.

The subject of relative desirability of cash trade and "book" trade is treated by the Northwest Trade in the following:

Smith and Jones buy their goods at the same place; they are both consumers; they are both "good customers;" there isn't 75 cents difference in the total amount of the goods they buy each week. Both pay their debts—always; Smith pays cash on delivery; Jones pays—when he gets ready. Which is the better customer? Now, can there be any doubt on this score? You will all say Smith is, because he pays spot cash. Why that? Because the dealer gets the immediate use of his money, while Jones has the use of the dealer's money. That is true, isn't it? Very well, what does the dealer do; does he charge Jones interest in any way, shape or manner? No, he even sells him goods at the same price he sells Smith. Then the dealer encourages the credit customer and discourages the cash customer, doesn't he? Smith pays cash and pays as much as Jones, who pays in one, two or three months, and meanwhile enjoys the use of the money he owes the dealer—another man's money. That is the way, only on a larger scale, that some men get rich on the interest of what they owe.

Now you are a dealer, figure this up on an ordinarily good customer and see what it amounts to in a year in your own business. "But I can't sell for cash," you say. Of course you can't and you never will so long as you put cash Smith and credit Jones on the same basis, for Smith is no fool. He learns after a while that he might just as well have the use of your money as neighbor Jones, especially as he doesn't gain anything over Jones (actually loses) by giving you spot cash. Jones get the "unearned increment" with a vengeance.

Now, is this fair to Smith or fair to yourself? Let Smith pay cash—it is you due and his duty—and let him pay the prevailing market price if possible; but let Jones pay, too—something more than Smith pays, to cover interest. In a small business on a small loan for a short time money is worth a great deal more than bank interest. It is worth it to you, and Jones is the fellow who ought to make it up to you.

Suppose you don't do this, and suddenly all the Smiths stop paying cash. Then, "where are you at?" You, of course, go into bank and pay interest yourself on not only the principal that is due you from the Smith and Jones families, but you pay interest also on the interest they owe you. In other words, you pay compound interest for the pleasure of doing business. Now, as business men, are we not chumps—great big, first-class chumps—if we manage our financial affairs in this fashion? And yet how many are there of us who do just this thing? Can't you see a way out of it? Have you thought and toiled and prayed over it? If not, you would better.

CAST VS. WROUGHT IRON.

With the growing use of iron of various kinds in building construction, it may not be uninteresting to recall a nuber of experiments made some time ago in Germany, prompted by the falling in during a fire of the upper stories of a building at Berlin by the giving way of some cast-iron pillars. After the accident the Prussian police authorities issued an edict forbidding the use of cast-iron pillars, but permitting the use of pillars of wrought iron. Cast iron, it was stated, could be used only in case the pillar was surrounded by a fixed casing of sheet iron in such a manner that there was a good air space between the two. This edict, as might have been expected, provoked much criticism and opposition, and several authorities not only reasoned against it but made experiments, as previously intimated, to disprove the assumption on which it was based. A long series of trials was made at Munich with pillars of both cast and wrought iron. They were loaded with weights approximating to those used in buildings, and were heated first to 300 degrees centigrade, then to 600 degrees, and finally to red heat, and streams of cold water were then played upon them, exactly as would have been the case in a fire being extinguished by fire streams from engines. It was found that the cast iron pillars were much damaged and cracked by their treatment, but continued to convey their loads quite safely, while those of wrought iron were much bent even before a red heat was reached, and were so twisted when cold water was poured on them that they could not carry their loads. The conclusion naturally was that cast iron was really much safer for buildings than wrought iron. Pillars of other materials, such as natural stone, brick and concrete were also tested. Of these, concrete yielded the best results, resisting a fire of three hours' duration. Pillars of ordinary brick stood very well, but granite, sandstone, and other natural stones did not show so much resistence. Whatever other effect the obnoxious Berlin edict may, therefore, have had, it certainly produced some very interesting and valuable information on a most important subject.—Mechanical News.

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Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

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"St. Helens,"
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These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

From $1.80 per cask upwards.

FIRE BRICKS, from $15 per 1000
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CALCINED PLASTER.
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And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

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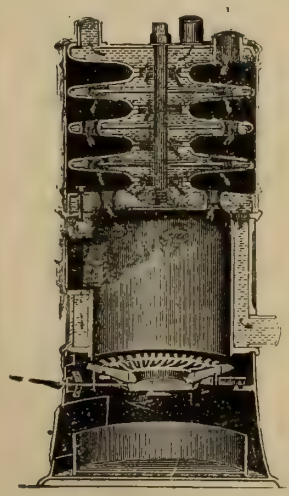
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HOT WATER BOILER
STANDS AT THE HEAD.

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Wire Cloth.

Galvanized Wire Cloth

For Apple Drying, 24, 30 and 36 inches wide in stock.

Cinder Sifter Cloth

30 inches wide in stock.

Hardware Grade Cloth

For Fanning Mill repairs, etc, 18, 21, 24, and 30 inches wide in stock.

THE B. GREENING WIRE CO., Ltd., Hamilton, Canada.

NOTES TAKEN ON THE ROAD.

D. Cinnamon, hardware merchant, Oshawa, has made large improvements in his store the past year. It is now 150 feet deep, two storeys high; I might say three storeys, as the "magazine" is over all. This idea, I think, can be called original with Mr. Cinnamon, and he explained to a representative of Hardware that in case of fire there could be but little danger to the firemen by an explosion, as it would have its blowout in open space. Mr. C. carries a full line of hardware, stoves, paints, oils, firearms, farm tools, etc.

The stove and tinware trade in Oshawa is looked after by Jas. Pillow, who has turned over a satisfactory trade the past year, and he proposes to have his share of the trade in the future if it can be had at a living profit.

T. Burkett, Ottawa, has put a metropolitan appearance to his hardware establishment in that city by the introduction of the shelf boxes now so very popular in all hardware stores. Mr. B. does a large jobbing trade in the city, also with the lumber camps in the winter.

W. Strachan, Ottawa, thinks the prospects are looking bright for a heavy fall trade with lumbermen as well as citizens.

The hardware business in Brockville is confined to two or three leading merchants, among whom Mrs. A. G. Dobie does the leading trade, and says the outlook is promising for a large fall and winter trade.

The Smart Manufacturing Co., Brockville, after six months in their new offices, wonder how they ever put up with the old cramped premises so long, considering the heavy accounting attendant upon their extensive business in stoves and hardware specialties.

McNachtan & Co., Cobourg, report some good furnishing jobs in the hardware line the past summer, and are now "in it" for the fall and winter trade.

Emmerson & Hawkins, Oshawa, find that, notwithstanding the improvements made in their premises the past year, it is still necessary to store stoves "on end" to make room for their heavy stock and replenish the show room often.

THE CLERK IS NO AUTOMATON.

In selecting clerks for a retail store as much care must be observed as if the business was of the largest proportions. Every person who steps into a store does not come in with his mind made up to purchase. Some of the customers come in merely by accident; some of the callers are on a tour of inquiry; some come in without any intention of buying then or thereafter, but merely to pass away time, or to post themselves so that their regular dealer may not take advantage of them

And the clerk who will take trade of this kind and turn it into purchasing customers, must be something more than a wooden-headed young man. It does not do to take every man's word for it that he does not intend to buy. This is a question you can decide better after you have tried, and you ought to have some men around you whom you would be willing to turn over one of these questioners to, with the feeling that the clerk will get an order from him, if one is to be had. The first important requisite of a good clerk is that he shall understand his business. I know of nothing more unsatisfactory than to trade with a man who knows no more about his goods than is told on the label. I would rather twice over attempt to sell a bill at wholesale to the ordinary merchant than to wait on the best class of consumers, unless I knew my business from A to Z. The merchant's knowledge of an article is often merely a selling knowledge, but the consumer is a practical man, knows what he wants, may have posted himself among his neighbors about their experience, and he is an expert to all intents and purposes in the line of goods he asks for. If I make a mistake he is abundantly able to correct me, and if he sees I am not well posted in the article I am selling he can easily confuse me. We all like to deal with a man who knows his trade, and we have more confidence in the goods you are commending when we have found you are well posted about other brands known to us.

I think it a sure sign of ability in a young man to see him constantly learning points about the goods he is handling and who has an eager interest in everything concerning his trade. I go into stores daily where clerks have only the most superficial knowledge about their wares and I am surprised that they are kept in employ. There are enough youn men who will eagerly grasp at a chance to work up, and no clerk can work up without at the same time helping his employer. It is the best test of the value of a clerk to know if he is working towards a higher goal or not; if he does not care for his own future he certainly will not strain himself in your behalf.

Then the clerk with knowledge should have a pleasant manner. There are a great many ways of being pleasant; but one can be affable and yet need not sit down and tell stories to one man while others are standing around with no one to wait on them. The clerk who can sell a bill the quickest is the best clerk in a large retail store where time is money. Yet there are men who can hurry trade and at the same time appear to be taking it very leisurely. One does not need to rush at a customer with a "what is it you want?" as if you wanted him to buy like lightning and then clear out. One of the most disagreeable men to me in a store when I buy goods is a clerk who dives at me the moment I come in the store with, "something you wish?" and I always think he is going to add, "because if there isn't, we have no room for loafers." I know him so well that I know it is only his way, but it is a very disagreeable way to me.

A very unpleasant habit permitted in many stores is that of allowing clerks to carry on chat with each other while they are waiting on customers. I know of nothing more exasperating than to have a man ask you "what next?" and when he begins to cut or weigh the article out see him turn to a brother clerk at his left and pick up the thread of his story about "what I said" and "he said," and more especially what "she said." This ought not to be permitted for a moment. A clerk has all he can attend to properly in waiting on the customer before him, and if he is anxious to talk let him talk about the goods he wants to sell.

It is a great mistake when you have several clerks to pay them all the same salary. It does not encourage a good man to do better to find he is paid no more than a dunce who stands near him; and the shiftless man will not improve any the sooner when he is now paid as much as the best men. Clerks are good judges of each other; they watch each other closely, and if one man does less than another, or is slower witted, they soon find it out. Pay your best man the best price, and have it understood that every other man who will do as well shall have the same pay. Good retail clerks can be hired at $35 per month, and boys can be had at almost any price.—"On the Road to Riches," by Maher.

IT IS FUNNY.

This world is very funny,
For no matter how much money
Man is earning, he will spend it and be hard up all the time.
To his utmost he is straining
To catch up without attaining,
Till it makes his life a burden when it should be bliss sublime.

He who earns a thousand merely
Thinks two thousand yearly
Would be just the very figure to make happiness complete;
But this income when it doubles
Only multiplies his troubles,
For his outgo then increasing makes his both ends hard to meet.

It is run in debt and borrow,
Flush to-day and broke to-morrow,
Financiering every which way to postpone the day of doom;
Spending money ere he makes it,
And then wondering what takes it,
Till he, gives up the riddle, looks for rest within the tomb.

Oh! this world is very funny,
To the average man whose money
Doesn't quite pay for the dancing that he does before he should;
And he kills himself by trying
Just a little higher flying,
Than is suited to his pocket and his own eternal good.

—Frank E. Holliday, in Exchange.

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
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CUBAN BLACK STOVE PIPE VARNISH.

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THE GREEN SEAL BRANDS OF

White Lead, Paints,
Varnishes, etc., etc.,

ARE PURE AND THE HIGHEST STANDARD.

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-- FALL SPECIALTIES --

We are now prepared to qnote lowest prices on :

Coal Hods, Lanterns,
Copper Kettles, Patent Stove Pipes.
Dampers, Stove Shovels.
Elbows, 1, 4 and 6 piece, Stove Boards.
Etc., Etc.

Write us for Prices and Special Fall Catalogue.

JAMES ROBERTSON & CO.,

KING ST. WEST, TORONTO.

The Whitman & Barnes Mfg. Co.



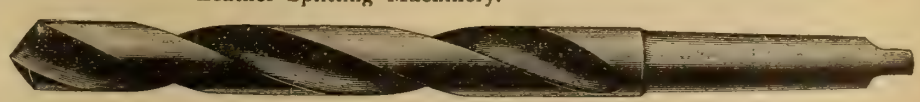
Canadian Branch :
ST. CATHARINES, ONT.

MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES :

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

RAILWAYS AND MANUFACTURERS.

"Metal Dealer" writes as follows to the Montreal Gazette : Now that Sir Henry Tyler is on his annual visit to Canada in connection with matters relating to the company, it might be of interest to him to learn (if not already aware of it) some reasons, which in the opinion of very many of the largest shippers in Canada, particularly in Montreal, tends to help the decreases in the weekly receipts which has existed for quite a length of time. I am speaking now from intercourse with the largest iron manufacturers and dealers in metals, with whom I come in contact daily. It is quite natural among business men to reciprocate. "You help me, I help you." Are the Grand Trunk Railway company doing so? I hardly think so from what I have been informed. Not being satisfied with being carriers of freight, they have gradually extended their business to that of manufacturers, probably with a view to economy, although it is doubtful if that end is gained by it ; but, presuming there was, is it not offset by the loss of freight which their chief competitor gets the bulk of. They believe as wide awake railway men, in helping the merchants and manufacturers, who in return help them.

Take for instance, the manufacturers of iron and its products, in years gone by the G. T. R. Co. annually called for tenders for thousands of tons. The competition among manufacturers and merchants for the business was keen, indeed, so much so that but little profit was left, still the quantity needed was so large that they were satisfied with it. How is it now? Hardly an article in what may be termed heavy hardware is required by them, for the reason that they consider it economy as well as policy to become manufacturers. It is well-known that railway companies are large consumers of track bolts and nuts. Railway spikes and merchant bar iron. The manufacturers of these articles in Canada do not look to the company for orders, as they at first started to manufacture for themselves the former articles, later on commended the manufacture of railway spikes, and finally within a year past erected a rolling mill for the manufacturing of bar iron. Under these circumstances, can they expect favors from the manufacturers whose business has been encroached on?

Now, as to the dealers in metals, here, in my opinion, is an error committed by the company which should be rectified and would be to their benefit. The old idea of calling for tenders for a whole year's supply is wrong. While it might be, if prices in the meantime advanced, a gain to the company, it would be, on the other hand, a loss should prices decline. How much better it would be to call for tenders from day to day for what articles are required. In this way they would not confine themselves to a few firms, but would be open to purchase from all. Favors extended are favors earned. This method is carried out by all the leading railway companies in the United States, and by their young and giant competitor, the Canadian Pacific Railway company, who are quick to see the advantages of patronizing the manufacturer as well as merchant.

Thousands of tons of freight are annually lost to the Grand Trunk railway through their method of doing business, and will each year, as regards the iron manufacturers and metal merchants (at least, from general report) hardly improve as long so they continue their present policy.

THE MANUFACTURE OF METALLIC NICKEL.

An improved method as brought forward by M. Garnier, of Paris, appears to greatly simplify this operation. It consists in purifying the crude nickel resulting from the reducing fusion of nickle oxide or roasted nickel matters, by charging the crude nickel with the addition of coke and lime, magnesia or baryta together with fluorspar or sea salt. This is done in a water-jacketed furnace having a basic lining or a lining of chrome iron ore, the bed of fusion being so prepared that the bases enter into the slag formed in the proportion of seventy-five per cent. to twenty-five per cent. of silica and fluorspar or silica and sea salt, the product obtained consisting only of nickel and the metals of the bed of fusion, namely, iron and sometimes copper, from which the sulphur, arsenic, silicon, and phosphorus have been eliminated. M. Garnier states that the product thus formed may be energetically oxidized and deoxidizing agents added to get rid of the iron, so as to obtain pure nickel or nickel alloyed with copper.

Montreal Rolling Mills were damaged by fire to the extent of about $6.000 the other evening.

The Brantfard city council have passed the by-law to give the new farmers' binder twine company exemption of taxation for ten years.

Godfrey & Co., hardware merchants, Vancouver, B. C., whose store was robbed some time ago, have discovered the thieves and recovered a good part of their property.

Another burglary was perpetrated the other night at Kenneth Campbell's, Chatham. The thieves took silverware, cutlery, etc., to a considerable quantity. Two men are suspected.

A correspondent says : The smelting establishment buildings are making great progress at Pilot Bay, and Mr. Farrell states that a more complete plant will be put in than has usually been adopted in the States. The smelter proper consists of two buildings 138 feet by 87 feet, and 98 by 66 feet ; immediately in rear of them is the roaster, which is already 170 feet long by 87 feet wide, and will probably be increased. Boiler house and smith's shops are also erected, and the whole are strongly framed and filled in with brick made on the spot. The assay building and laboratory are in progress.—Winnipeg Commercial.

It is said that there is a movement on foot to establish a combination to maintain prices by the New York dealers in iron hollow-ware. A Wall street banking firm is said to have formed a plan and is endeavoring to carry it out. It is said by the dealers and manufacturers that the prices are too low for profit, business on the present basis is ruinous, and something must be done speedily or it will be better for them to hunt for another occupation.

At a recent meeting of the Montreal Chamber of Commerce a petition of a number of merchants asking the Chamber to study the new tax laws, and to exert their influence to secure relief for the merchants, was presented. L. E. Morin, Jr., then presented the following resolution which was unanimously adopted :

Resolved, that the Chamber of Commerce, whilst it does not wish to embarrass the Government in its efforts to establish order in the provincial finances, is of the opinion (1) that the provincial Government has not made all the retrenchment it might have done ; (2) that the manner of imposing new taxes is excessive and unjust inasmuch as it weighs more heavily on merchants than on other classes ; (3) that, in view of the strong opposition to the payment of such taxes, the Government is requested to delay collection of such taxes until next session in order that the merchants should be permitted to show cause why they should not make payment.

At a meeting of the London, (Ont.) Board of Trade, T. S. Hobbs reported that the question of railway rates had been settled on a basis which, while not altogether satisfactory to all the members, was the most favorable that the city had ever enjoyed. The committee had a conference with Mr. Burton, of Montreal, and Mr. Earles, representing the Grand Trunk, and Mr. Sutherland of the Canadian Pacific. The rates inward to London were fixed two cents higher than for Hamilton from Montreal. The committee were unable to obtain a blanket outward rate for all points west, but they found that the business of London had been staggering along under an old tariff formed before several of the intersecting lines were constructed in the west when, for instance freight for Clinton would go by way of Stratford. They had revised that tariff and the terms secured for the city were much better than ever before, and placed London more on an equality with Hamilton and Toronto. They had tried to get a switch put in at the Huron & Bruce crossing for the expediting of the deliveries at Lucan, Parkhill, Forest and points along the old G. T. R. west, and the railway representatives took a note of the request and promised to investigate it. Such a change would save both time and mileage over the present round-about route via St. Mary's.

BREAKAGE OF TRANSIT.

"Stove manufacturers have considerable trouble with railroads on account of breakage," said Mr. J. T. Dugdale, President of the Western Stove Manufacturing Co., St. Louis, to Stoves and Hardware Reporter. "Some of the roads are very reasonable about making good all losses from breakage. For instance, recently one of the roads made the proposition to transport the stoves free of charge if the fault had been with them, and they did so. But while some lines are so considerate, a great part of them don't seem to care for any one. We had a claim of over thirty dollars not long ago against one of our principal lines and they would not pay it. They are altogether too independent, and we shall have to do something to remedy the matter if possible. Before we made a practice of packing urns and ornaments separately there was quite a good deal of trouble experienced in getting them to their destination. The bill would show one stove or two stoves, and nothing was stated concerning the urns or ornaments. Consequently if these were packed inside the stoves the trainmen would help themselves, and when the stoves got to their destination they would be minus their topknots. There are various troubles that come up between the manufacturers and the railroad companies, but the one of which I spoke at first is just now one that is of most importance."

WATCHES THE WORK OF EMPLOYES.

The suicide last week of a promising young man on account of fear of exposure of embezzlement of money, again brings up the question of employer looking after and checking up the accounts of their confidential employes. In the case referred to the embezzler and suicide was one who heretofore had been described as one "above reproach," as one in whom the employers had the "utmost confidence," one "who stood high in the community," etc., and great astonishment was expressed at the revelation of dishonesty.

We are aware that some employers say that what their help do away from their business is no concern of theirs, but when the employe holds a position of financial responsibility what he does when he is in the active business of the firm does make a big difference, and should be looked after by employers. In the recent sad case, having the utmost confidence in his employe, we presume that there had been no effort made whatever to check up the accounts to see if everything was all right. Simply because the employe is supposed to be strictly honest, is no reason why checks should not be put upon all his work. We are aware that many employes appear to resent any such action, but it is the only safe course. If the clerk is honest he can offer no objections to any one going over his work, and if he is dishonest then there is so much more the necessity for exercising this supervision. We have no doubt that many of the defalcations of so-called "honest Johns" and "honest Jims" would never have occurred if their employers fully examined all the details of their work.

When a person buys an article at a store and change is handed back to balance the purchase, a storekeeper never considers it a reflection upon his honesty because the customers count the change to see if it is correct. Neither should the employe feel hurt because his work is gone over to see if everything is correct.

In the buying and selling of goods this same supervision should be exercised. The merchant who never measures or weighs what comes into his store is a very poor business man, and the jobber who sells him would have little confidence in him should he know that such a condition exists. But such merchants are very rare, and they generally are careful to see that they get all they purchase. They go over the accounts and check up the items, and this is just what they should do with all employes who hold any position of financial responsibility.—Ex.

WHY SALESMEN SHOULD NOT COLLECT.

An important item which appears to have escaped the notice of a great number of manufacturers, and especially jobbers and retailers doing a credit trade, is that it is diametrically opposite to their business interests, nine cases out of ten, to allow the salesman who pushes for trade and solicits orders to collect current accounts. There are many cogent reasons why the collection department should be kept totally distinct from the soliciting department. If a bill is owing when a salesman wants to solicit orders, he is not received particularly well; the customer is more or less suspicious that he is going to be pressed for money, and unless he is prepared to pay right up, he feels more or less annoyed and uncomfortable until the salesman has been got rid of. This naturally is not conducive to increased or satisfactory business. Another view of the matter is that the salesman who is naturally anxious to do as much business as he can, and takes as large and as varied orders as the trade of his customer will permit, is liable for that reason to fail in doing justice to the collection branch, and let his customer off more easily than would a special collector; thus failing in many cases to obtain the money where a special collector would get it. These points should be self-evident to any live business man, the great bulk of whom thoroughly indorse the theory that the more smooth and pleasant the relations are between the salesman and his customer, the better for the firm represented. This is becoming more and more the case, for the old question of confidence which always existed between the customer and the retailer has of late years been materially increased between the retailer and the salesman, and the manufacturing houses, and this applies most especially to the highest grade of goods. While the above remarks appear particularly pertinent to the handling of local trade, the same idea may be easily carried out in more extended territories, by having the collections made through banks instead of by the travelling salesman, as this will save the salesman's time, place him on a better fraternal footing with his customer, and last, but not least, nine men out of ten will pay a draft quicker than they will a bill.—B. C. Commercial Journal.

DECLINE OF PUDDLING.

Five additional responses have been received since the publication, last week, of answers to The Iron Trade Review's inquiry concerning the decrease in puddling iron. These make the total number of puddling furnaces in plants heard from 1,197. The total number active in June, 1892, was 909; number in operation now, 778. In other words, less than 65 per cent. of the puddling furnaces heard from are now active, with the certainty that this proportion will be reduced in the near future. We quote from the answers last received:

"Since July 1 we have not puddled any iron at——, and it is our intention to roll nothing but steel there hereafter. We are still operating about half the puddling furnaces at ——, but I think it is only a question of time when we will abandon the use of iron there also. With the increased use of steel within the past year or so, the substitution for iron has been very great in all lines, and I think there is no question that the amount of puddled iron will rapidly decrease from now on; in fact, the only thing that has supported this branch of industry to any great extent for the past four or five years has been the large amount that has gone into the manufacture of pipe, caused principally by natural gas, but even the demand in this line is falling off somewhat, and I believe within the next year or two that the bulk of all the pipe that is made will be manufactured from steel."

Every merchant should impress upon his customers that cash means cash, thirty days thirty days—no more, no less. It is a strict and reasonable rule with most leading business houses, upon opening an account with a stranger, to demand from him, before filling the order, a verified statement with regard to his personal reputation and financial standing. When an order comes to a wholesale dealer from an unknown firm, the first questions that naturally present themselves to the merchant, are: "Why should I trust this firm? How do I know this strange house is reliable? What expectation have I that this bill will be promptly paid at maturity?" Every country merchant of practical experience and sound common sence, understands at once that when he opens a new account and asks credit, he must submit to reasonable inquiry and investigation. There is nothing humiliating about it if a man is doing a square and straightforward business. In a majority of cases, when first orders are sent, they are accompanied by the customary credentials and the names of substantial references. It is prompt and business-like. It is a pretty plain indication that the party who sent the order intends to meet his obligations at maturity.—The Credit Man.

MARKETS

MONTREAL MARKETS.

MONTREAL, Oct. 7, 1892.

HARDWARE.

There is very little change in the market for heavy material which rules dull, but the johbing houses report quite a brisk business in shelf goods and other lines of hardware. In all the houses the counters are full of orders for all kinds of goods, and several reported that they had more yet to fill. The fact is,stocks in dealers' hands througout the country have been allowed to run down pretty low and buyers are in a better disposition to talk business. It is gratifying to note also that there is little difficulty over price, while reports regarding payments generally speak of improving returns. The demand is not restricted to any particular lines, but extend generally down the list of articles usually found in a hardware warehouse. Orders for building supplies, locks, nails, etc., are above the average and the movement of goods of this description is satisfactory. Cutlery agents speak of fair orders but jobbers do not report any particular activity. Lines of winter goods such as skates are featureless, but it is a little too early to expect any particular activity in them. Quite a lot of sleighbells and saddlery hardware is moving however. A fair business is doing also in iron and Jappaned ware, and on the whole the week shows quite as much business as the corresponding one last fall in all lines from ordinary shelf goods to axes, chains, shovels, axe handles and other lines of woodenware. In pig iron and crude material though life is wanting as will be seen below.

PIG IRON.

Despite enormous decreases in the stocks in public store the British pig iron market fails to show any improvement, and but little more can be said for the local market. Of course the approach of the close of navigation entails some increase, but it is not especially marked, and the week on the whole is quiet. No. 1 Summerlee iron is very scarce both here and in Glasgow, and the fact has led to some firmness in values on special grades. Nothing can be had from Glasgow costing less, laid down, than $20, in fact it is impossible to get any from that port, and importers here have been forced,in consequence to accept exchanges to Langloan and other equal brands. The common grades are more easily got, but there is very little of them in in stock in Montreal,and holders are inclined to be firmer. Carnbroe has sold at $15 to $18.50 in good sized lots ex wharf, and Eglinton at $19. Domestic, Nova Scotia, Siemens iron is firm, and we note some sales on western account at $19 50.

BAR IRON.

There is no feature in bar iron, which rules quiet. Makers' agents are placing some fair orders with jobbers on the basis of $1.55 to $1.90.

SCRAP IRON.

Sales of scrap iron are small, and the market generally is dull. The demand is principally for the better description of wrought at a range of $15 to $16. Cast is quoted at $13 to $14.

TIN PLATES.

The stocks of tin plate are large and the position this fall is very different to what it was two seasons ago when a dealer had to shop all around for even a 100 box lot. Values have an easy tendency and a reduction of 5c. has been conceded in the case of some round lots which have changed hands at $3.25 but most sellers are holding at $3.25 to $3 40. In this connection dealers show a much more independent feeling than in former seasons and anticipate better things when the canning season recommences in January while the shutting down of several works in Wales is expected to have some effect on prices later. It is not the season for charcoal,and business is quiet and prices are steady at $3.90 to $4.25.

TERNE PLATES.

There is nothing doing in terne plate this week. Prices are unchanged. We quote wrought scrap $15.50 to $16, cast $13 to $14.

CANADA PLATES.

The business in this line is a bagatelle and prices are the same at $2.50 to $2.60 according to grade.

COPPER, ETC.,

Advices on copper and tin report more buoyant markets on the other side but the influence is not felt here. Tin moves slowly in a small way at 22½ to 23c. and copper 12¼c. Lead is perfectly flat. One small sale at 3c. was the only transaction heard of this week.

NAILS,

Jobbers report fair orders for nails in connection with other lines of hardware. Makers, however, do not speak of much activity, but business is moving along steadily at the standard rates. There are no changes in wire nails, a good steady trade being to note for them.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

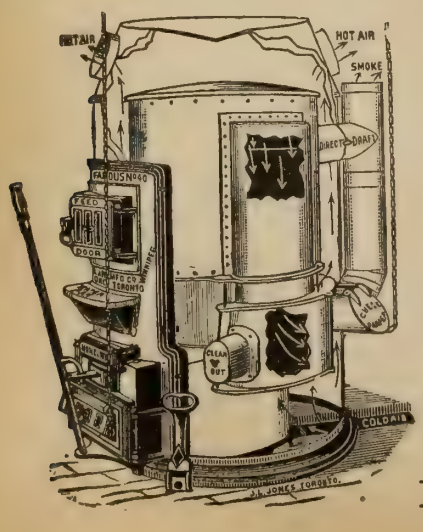
CHEMICALS.

Importers report a fair fall trade in chemicals, while stocks in first hands here are rather small. There is no change in values, but the occurrence to which we refer elsewhere may have some effect on German goods later on. The more active lines have been sulphur and choloride, no doubt due to cholera precautions, while caustic soda and other lines are rather quieter.

Bleaching powder,	$3.25	to	$4.00
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

Glass has shared in the general demand shown for building supplies, and the week shows a good aggregate account. Prices are unchanged at $1.30 to $1.40, but dealers are



We have an experience of nearly half a century in making Stoves. They are at the head of the Trade and will be kept there. This year every Stove is re-inspected, so that the dealer may rely on their perfect order.

We have 57 varieties of Coal and Wood Hot Air Furnaces.

Our Steel Dome Low Radiator Coal Furnace is **WHAT YOU WANT.** (Shown in cut.)

IT FILLS EVERY REQUIREMENT.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MONTREAL Markets continued

agitated somewhat over the sudden stoppage of the direct German steamers to Montreal. This means that late shipments will have to pay winter freight, as they cannot come direct, and will entail a sharp increase in the cost laid down here. The matter is referred to at length elsewhere.

OILS AND PAINTS.

There is a fair trade doing in oils and paints. The only change in oils is an advance in linseed to the outside figure quoted last week, and quotations now are 58c. for boiled and 55c for raw. We quote as follows;—Cod, Newfoundland 42½c. steam refined 40 to 42½c.; linseed raw 55c.; linseed, boiled 58c.; castor oil 8 to 10c.; cod liver oil, Newfoundland 80 to 90c.; cod liver oil Norway $1.05 to $1.20; turpentine, 46 to 47c. Less 3 per cent. 30 days.

Leads and paints furnish a fair average movement, and reports from the country are still more satisfactory.

NAVAL STORES.

Advice from primary markets are still firm on turpentine, but there is little change locally. Round lots have been moved at 45c. Other lines are quiet and unchanged. We quote :—Turpentine, 45 to 46c. for small lots; do in cases, 51 to 52c.; Rosin $2 40 to $4.50 as to quality; Coal Tar, standard barrels, $3.50; Pine Pitch, $2.50 to $2.60 in round lots; Pine Tar, $3.75 to $4.00; Cotton Waste, colored, 5¾ to 6½c.; do. white, 8 to 10c.; Oakum, 5½ to 8½c.: Cotton Oakum, 10 to 12½c.

CEMENT AND FIRE BRICK.

Receipts are steady and fairly large, while some round lots of good have been put through since our last. We quote good English brands at $2.05 to $2.15, with Belgium 10c. less. Firebricks are on the quiet side. The quantity to come forward yet is large, while there are good stocks on hand. We quote $17 to $20, according to grades.

PETROLEUM

Petroleum is improving, there is no change in values. We quote: Canadian, 12½c. at shed in Montreal for round lots and 13½ to 14c. for small quantities. Benzine is quoted at 11c. Petrolea, and 13½ to 14c. Montreal. American petroleum, 19⅞c. in car lots, 20½c in 10-barrel lots, 20¾c- in 5-barrel lots, and 21¼c. for single barrels, 2 per cent. off for cash; American benzine, 23 to 25c.

TORONTO MARKETS.

TORONTO, Oct. 6, 1892.

HARDWARE.

The current of trade moves from one week into the other without any perceptible change in its velocity. We are in an active period just now and the close of one week merges into the beginning of another without any disjointing of trade. The range of the demand is as comprehensive as ever. Winter goods are not going into stock yet, but fall goods are moving very freely, retailers being pretty bare of supplies when the season for revival of fall demand got started. Axes, saws, coal shovels, coal hods, stovepipe, elbows, stove boards, stove furnishings, chain, rope, horse shoes, horse nails, and almost innumerable lines are now in request. Orders by letter and travellers' advice come in freely. Prices are reasonably well maintained. Payments are fairly good. The quarterly meetings of several manufacturers' associations are being held this week in Montreal. So far no changes have been announced, but it is believed that an attempt to raise the price of horse shoes and horse nails will be made.

METALS.

A waning trade in crude iron, a fairly well maintained activity in finished iron and steel, and moderate movement in other metals are reported. The parcels moved are mostly on the small side. On spot, prices have been quite steady. Outside, spelter has weakened, copper has strengthened, and tin took another upward fit, from which it fell back slightly on Monday.

CANADA PLATES—These are moving freely. The price continues steady at from $2.70 to $3.10.

COPPER.—The market has stiffened somewhat in New York. Here, quotations are unchanged, casting brands being 12½c., and ingots 13¾c. The demand has been moderate.

GALVANIZED IRON.—Sales are reported quite large in the aggregate, and comprise several good sized lots. The quotation is still from 5¼c. upward.

ZINC—Sheets are 6⅜ to 6½c.

SPELTER—The break in the European combine has weakened prices somewhat, and 4½ to 5½c. are susceptible to shading ing influences.

INGOT TIN—In New Yotk prices took another start at the end of last week, but they fell back on Monday. Straits tin is 52½c., L. & F. 23c.

TIN PLATE—The demand is fairly good from the manufacturers.

LEAD—The price is weak at 3¼c., and the market dull.

GLASS.

New glass is beginning to arrive. The price is pretty generally maintained on basis of $1.35, though $1.30 is still quoted on some first break glass.

PIG IRON.—A few lots of Scotch iron were sold this week, but they were of small size. Carnbroe was $20.75, and Langloan $21.75 in these deals. Some No. 1 Siemens was sold at $21, and No. 2 at $20.50 were among the week's transactions. United States brands received a smaller degree of attention than usual.

Rogers, Brown & Co., Buffalo, N. Y., reported the Toronto Pig Iron Markets as follows; No change of importance has occurred during the week. Southern furnaces maintain their firmness, and many offers are being refused. Business continues light but well distributed. Southern and Northern irons are in about equal demand. We quote for cash f.o.b. Toronto in bond:—1 X Foundry Strong Coke Iron Lake Superior ore $16.20; 2 X Foundry Strong Coke Iron Lake Superior ore, $15.20; 2 Found Strong Coke Iron Lake Superior ore, $14.7 Jackson County Silvery 1, $18.25; Jackson County Silvery 2, $17.75; Lake Superio charcoal, $17.45; Tennessee Charcoa $17.20; Southern Soft 1, $14.35; Southern Soft 2, $13.85.

FINISHED IRON AND STEEL.—Bar iron is quiet at 2c. Steel quotes at 10 to 12c. Engine and boiler makers furnish a good demand for sheet steel and boiler plate. A Toronto house has received the contract from the Northern Navigation Co. to build a large vessel, which will involve some 40 tons of boiler plate.

HAYES' PATENT
MANUFACTURED BY
METALLIC ROOFING CO.
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL LATHING

THOS. DAVIDSON & CO.

STOVE BOARDS
"Elegant" and
"Embossed Crystal."
See our samples before buying, they are the best in the market.

Lanterns,
Coal Hods,
Fire Shovels,
Cover Lifters
Dampers.

Stove Pipe Collars,
One Piece Elbows,
Four Piece Elbows,
Six Piece Elbows,
Japanned Tea Trays,

If our traveller does not call upon you, let us know and we will put you "on the list."

MONTREAL, QUE.

MARKETS—Continued.

ANTIMONY.—There has been a trifling advance, which merely makes former quotations firmer at 13¼ to 13½c. for Clarkson's, and 12¾ to 13¼c. for other brands.

OILS, PAINTS AND COLORS.

Linseed oil has advanced equal to ½c. per gallon in England, and American crushers have once more settled their differences and increased prices three cents per gallon. The tendency therefore is towards a stiffening of prices in this market and an increased demand from our own jobbers' as American competition on the border will be shut out at the new figures. Present prices are somewhat lower than those ruling a year ago. Canadian crushers have increased their business largely this year and the demand seems to favor native production as being more regular in quality and quantity. There is some talk of a second mill being erected in the West. The price here remains at 57½c. for raw and 60½c. for boiled in 1 to 3 barrel lots. Two cents is allowed off these prices in Toronto, Hamilton, London, Guelph. On larger lots the quotation is ½c. lower. Turpentine is unchanged at 46½c. delivered. The fact that this is Presidential year causes dulness in the South. Varnishes are in demand by the manufacturers, but otherwise paints are generally dull.

OLD MATERIAL.

There is no change to note in prices, and very little in the way of fresh activity in business. The following quotatio's hold: No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

BRADSTREET'S ON THE TRADE SITUATION.

The Canadian Dominion (including Newfoundland) reports 1,287 failures to Bradstreets for the past nine months, as contrasted with 2,326 in a like portion of 1891, the decrease being only 39. But the general improvement in commercial conditions is more particularly shown in the reduced total of liabilities, the aggregate being $9,290,000, against $11,139,000 in the preceding year, a decline of nearly 17 per cent. Each of the Provinces of Ontario and Quebec reduced its failure totals this year, the former to a marked degree. This year's decrease of total liabilities of those failing in Ontario amounts to 32 per cent, in Quebec to 22 per cent. while Prince Edward Island, Newfoundland, and North West Territories also show radical improvement in this direction. In Nova Scotia, as in Maditoba and British Columbia, increased liabilities shown, as compared with last year, are due to relatively heavy failures early in this year. During the past quarter a marked improvement has been shown in this direction.

	Number of Failures for 9 months		Assets.		Assets.		Liabilities.	
	1892.	1891.	1892.	1891.	1892.	1891.	1892.	1891.
Ontario	555	633	$1,295,351	$1,635,435	$2,855,707	$4,193,196		
Quebec	424	459	1,536,231	2,053,543	4,253,701	5,469,830		
New Brunswick	65	64	294,950	263,930	463,602	469,958		
Nova Scotia	119	83	428,410	225,500	822,507	412,916		
P. E. Island	5	9	43,100	71,000	85,000	101,100		
Newfoundland	3	5	19,000	49,100	37,000	90,400		
Manitoba	53	44	246,863	148,028	430,430	204,014		
North West Ter.	14	17	25,402	85,385	46 521	139,289		
British Columbia	49	12	166,531	25,422	296,191	38,915		
Totals	1,287	1,323	$4,069,833	$4,612,363	$9,290,659	$11,139,648		

DOING BUSINESS RIGHT.

If men in their commercial transactions would put in writing what they promise to do, it would often save a great amount of subsequent litigation, annoyance and delay in the carrying out of contracts, and in the performance of commercial obligations. Nothing should be left in doubt. How often men say, "I'll make it all right, or if you will do so and so, stating the proposition, I will do the fair thing by you. There won't be any trouble coming to an understanding, you leave the matter to me," etc., etc. Now promises of this character do not mean anything and most men who rely upon them are very apt to be grievously disappointed. Indefinite agreements invariably lead to misunderstandings and costly litigation.

It is a very simple matter to draw up a short agreement in plain terms, which will specify what the parties thereto are to perform and the consideration they are to receive for doing it. A few moments spent in drawing up an agreement of this kind may often save weeks of wrangling and the costly process of having the dispute settled, if one should arise, by a court and jury. We think business men are often too careless in the transaction of their business matters. A written agreement can not be disputed, if its terms are intelligibly expressed. It is something that is unassailable. It is better than the evidence of oral witnesses, in a court of law. Do not leave anything to be done in a vague and unsatisfactory way, because where such promises are made people invariably expect more than those making them are willing to concede to them. So, plainly state what you propose to do and avoid any future controversy, arising from a failure to comprehend your proposition, or a defective memory, by putting it in writing and let each party sign it, thereby acknowledging that its terms are clearly understood.—Ex.

TIN.

The recent upward movement in this metal seems to have culminated on Monday. We called attention to the fact in a recent issue that the buying on Change here has been confined to a single operator who is also credited with having made purchases of considerable lines for shipment from the East. Our market at no time fully responded to the advances abroad, and on the slight decline in foreign values yesterday morning the hollowness of the whole movement was apparent, our market declining fully 12s. 6d. per ton (the foreign decline was only 2s. 6d.) without a sale. At the decline there was some endeavor to stem the break and fifty tons of tin were taken at 20,40 cents per pound. On second 'Change values were weak and offerings of tin at 20 40 were very heavy. Endeavors to make sales privately at 20.35 were unsuccessful. The upward turn of values abroad was undoubtedly due principally to the higher values cabled from this side, and partially to the heavy deliveries (1370 tons) from London warehouse during the last half September.

Our London advices are that the deliveries during the first half of September from London warehouses for consumption were but 500 tons, which would make the deliveries for the last half of the month 870 tons, or at the rate of 1740 tons per month. A portion of this increase is to be accounted for by a demand for the metal from the Continent, which sprung up during the latter half of September, but the bulk of it is probably due to a manipulation of stocks by London operators, and will probably be found eventually in shipments to America. The shipments of tin from London to America (960 tons,) are especially instructive showing as they do the utter fictitiousness of London values and that the quotations for the metal, have been kept up by a supposed demand from this side, which has really never existed. There have been sellers in this market during the entire month of September, at values fully one fourth of a cent per pound under the cost of importing tin from London, notwithstanding this fact, shipments of 960 tons of tin, have been made from London warehouses to this side. The conclusion is inevitable that such shipments have been been made not in fullfilment of any legitimate demand, but in order to relieve the London market of an excess of supplies which in the face of small home demand would eventually have been disastrous.—N. Y. Daily Metal Market Report.

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THE PUBLIC IRON WARRANT STORES.

One of the most striking features in connection with our pig iron market for some months past has been the vast reduction in the stocks of pig iron, more particularly the stocks in the public stores, which consumers had to draw upon extensively when they had exhausted what makers had in in store. Such a rapid depletion as that which has gone on in Connal's stock in this district since March last has never been experienced either in this centre of the iron trade or in any other.

They have only about 14,000 tons now--a quantity which is hardly a respectable stock for some of the more important of our firms—whereas when the Durham stoppage commenced six months ago they had 160,000 tons, the decrease being thus 146,000 tons, or nearly 25,000 tons per month. But when we look at the 350,000 tons which Connal's held of Cleveland iron at one time--six years ago—we see in how much better a position our makers are to take their proper part in regulating the value of their iron, instead of allowing this, as of late, practically to be decided by the speculative dealers in warrants. The heavy incubus of stocks out of control of the makers has prevented them asserting themselves.

They have been really at the mercy of persons who had no vital interest in the trade, and who, if they could not make money out of their speculations in it, could to-morrow transfer their attention to other industries. To say the least of it, the way in which the prices of pig iron have for long been regulated has been altogether anomalous, on account of the large stocks that have been held outside the yards of the makers. We do not see anything like this in the finished iron and steel trades, for there no stocks are held, and producers take their legitimate part in determining the prices of what they have to offer.

It is now apparent that a condition of affairs more favorable to the makers is prevailing, for on account of the very smallness of the stock of warrants held there is no chance of "bulling" and "bearing," and speculators now dare not touch our warrants. The stock in Connal's stores in this district has never been so small since the firm in 1878 took over the business from the Cleveland Iron Store Company, Limited, which had been established a couple of years before, shortly after the North-eastern Railway Company had cleared out their stores. There is now only about 14,000 tons held in Connal's stores. We can readily arrive at the value of this stock when we consider that nearly all the iron lodged there is of No. 3 quality, the forge being generally sent direct to the consumers or stored in the producer's own yard. The worth of this stock will not, therefore, be less than £28,000.

Now, on account of this paucity of stock in the public stores it has been suggested, both in the daily papers and in other prints where a more accurate view of the situation might have been looked for, that the ironmasters should seize this opportunity, and bring about the abolition of the warrant stores altogether, by buying up all the iron that is now contained in them. The amount of capital that this would require is certainly not large and would not be hard to get, especially after the producers have had such a fine run of converting into hard cash the heavy quantities of iron that had been on their hands for years. If they combined to get possession of the warrant iron the amount required from each individual firm would be such as could not put any of them to inconvenience. It is pointed out that they need not even supply all the cash themselves, as £3,500 of ready cash would buy up the lot, if the holders were willing to sell. The banks, it is well known, make advances on warrants up to within 5s. of the market price. The money difficulty is, therefore, not one which would prevent makers abolishing the warrant stores if that would do it.

There are other and more potent reasons why the public warrant stores will not cease to exist, even though the stock is so small, and apparently things greatly favor an attempt to bring them to an end. In the first place, it is not likely that the makers would be induced to combine in a movement of this kind, and a few firms would not carry out an undertaking in which it would seem to be the duty of all to take part. Besides this, some makers would refuse to join, because opinion is much divided among them as to the utility of the public stores. Some think them an unmitigated evil, and do all they can to prevent any of their iron going into Connal's; while others, on the contrary, and they not the least important firms in the district, would be sorry to see the institution abolished, for they have profited by it in bad times, as when they could not sell all the iron they made they have sent iron into the public stores and got advances on it which enabled them to carry on and be ready to take advantage of an improvement when it arose, whereas if they could not have done this with their iron the furnaces would have had to be blown out, and they would not have been able to profit soon by any increase in trade, besides which much expense would be incurred in blowing out and in again. All makers are not large capitalists, who can afford to accumulate heavy stocks in times of depression. It is held that the workmen profit by the existence of the public stores, in that employment is afforded to them in bad times, where unless their masters had facilities for storing they would be idle.

It is thus very unlikely that makers, who have profited by the stores in the past, would be inclined to join in any movement the object of which was to deprive them of facilities which they have reason to appreciate. But makers will not avail themselves of the so-called opportunity of terminating the existence of the stores by buying up the stock, because they know that that would not lead to the abolition of the institution. That does not rest with them, or with any syndicate that may buy up the stock; it rests altogether with Connal's themselves. Even if every ton were removed from their stores they would not be abolished, because Connal's could declare that they were still open to receive iron, and it is not probable that they would abandon a business which, if it do not here bring in much at present, has been very lucrative in the past, and no doubt will be again when the make once more exceeds the requirements, and also the ability of the makers to keep the surplus iron in their own yards.

The only way in which the ironmasters could make it not worth the while of the public store keepers to continue their business would be for them all to agree not to put any of their iron into the stores, and further to stipulate when they sold iron that the customer should not send any of it into Connal's. Several of our leading firms who regard the public stores as detrimental to the interests of the trade, have for long made this stipulation, and thus there are certain brands which never can be obtained from the public stores. It may be thought strange that the buyer after he has purchased and paid for iron cannot do what he likes with his own; probably he could legally, whether he agreed to the stipulation or not. But the ironmaster has an effectual method of securing compliance with his requirements, even after the iron has left his hands, for if he finds out that in this disregard to the stipulation it has been sent into the public stores he simply refuses in future to do business with such a buyer, and that in the case of merchants would be a matter of much importance, for he would ever afterwards have a difficulty in securing the brand of the maker whom he had offended, and whose iron his customer might have a preference for. Thus his business would be limited. It is not likely, however, that all the producers would combine to make this stipulation, and thus Connal's themselves must be the arbitrers as to whether they will efface themselves in this district, which is most improbable, when they have done so much within the last fourteen years to establish themselves, and have undoubtedly secured a sound footing. —North-Eastern Daily Gazette.

RUSTLESS IRON A POSSIBILITY.

It has been demonstrated that the rustless process can be used not only in iron pipes, but in every article where iron is used. The method is very peculiar, says a writer in a recent issue of Dixie. After the article is made, it is put into a furnace about 3½ feet high, 15 feet long and 8 feet broad. The furnace is made in an oval shape and is air tight. After the iron has been in the furnace for two hours, and it has attained almost a white heat, the air that comes through the regenerators and air valves is shut securely off, and the furnace is made air tight. After the air has been shut off the superheater, which is located in the combustion chamber at rear of the furnace, and at right angles from the air valves, is opened, and the furnace is filled with steam, and is kept in this condition for eight hours. At short intervals a small valve is opened so as to allow the exodus of steam in the furnace, allowing fresh steam to be put into the furnace. When the articles have been ten hours in the furnace there has been accomplished the formation of magnetic oxide upon the iron surface. They are then put into an acid well, which is the last treatment.

A PARROT TRADE.

[Many purchases are made with the same outcome as indicated in the conclusion of the following "o'er true tale."]

It was some years ago, in an old fashioned store,
That a parrot perched daily just over the door :
There he squinted at strangers, who stared up aghast,
And he chatted and swore at the urchins that passed.

But his master was quite a remarkable man
A retailer of goods on a vigorous plan ;
He'd a habit of swearing his prices were low,
And of saving, to clinch his assertions, "That's so !"

This sagacious old parrot for many a day
Noted down every word that his master would say,
Till the oft-uttered phrase he at last came to know,
And his principal pastime was squawking : "That's so."

Once an elderly gentleman entered the store ;
He was very much pleased with the bird at the door
And he said to the owner, "My friend, do you know
That's a mightly fine bird ?" Said the parrot, "That's so."

The old gentleman stared, with a look of surprise,
Like a person who scarcely can credit his eyes.
And exclaimed : "I declare he is wonderful, though :
How distinctly he talks !" Said the parrot, "That's so."

And he marveled still more at the wonderful bird ;
'Twas the plainest discourse he ever had heard ;
And he said : "Will you sell him ?" The owner said "No !"
"But I'll have him I vow !" Said the parrot, "That's so."

"Well, old fellow, I see you're determined to buy ;
What's your offer ? Remember, now, parrots are high."
" Forty dollars, by jingo ! Come, say it's a go.'
Said the owner, "Too cheap." Quoth the parrot, "That's so."

"Then I'll raise it to fifty." Well, take him along :
But it's really letting him go for a song."
So the money was paid. Now, away we will go."
Quoth the buyer. The parrot responded "That's so."

With delight in his heart and with pride in his eyes,
The old fellow went home with his gibbering prize,
Where he gleefully said to his wondering wife,
'There's a present ; you never had such in your life."

"Did you buy it ?" she asked him : "how much did you pay ?"
For she feared he'd been fooling his money away,
Why, I paid fifty dollars ; some money it's, true,
But you'll find he's well worth it. I bought him for you."

"Fifty dollars !" she said, in a voice of surprise,
With a frown on her brow and a flash in her eyes.
"Ain't he worth it, my dear ?" "Fifty dollars ! why no
You're a stupid old fool !" Said the parrot, "That's so !"

—Merchant Sentinel.

MAKING HAIRPINS.

Few women you meet can give any information about a hairpin, except that they cannot possibly do without one. Undoubtedly the hairpins manufactured in London have the best American patronage. Five hundredthousand dollars' worth are imported nto this country a year. The majority come from England, some from France, and some from Germany. There are but four American factories. The two largest are in Birmingham and Waterbury, Conn. ; the other are in Philadelphia and Brooklyn.

Hairpins are made by machinery. There is no standard machinery for their manufacture, but each company constructs machines of its own design. The machines are automatic and very complicated. The wire, which is first in coils, is put upon drums. As it uncoils it feeds itself to the machine, becoming straightened in the process. It then passes along until it reaches two cutters, which cut it to the required length, pointing the ends at the same time. This piece of wire now slips along an iron plate until it reaches a slot. At this point a finger reaches down and presses it through the slot in such a way that it cannot help being bent into its regular shape.

The next process is japanning. The hairpins are put in a dish and japan is poured over them. A fork is used to stir them around. In fact they are beaten up with the japan much in the style of an egg being prepared for a cake. The oven in which the pan goes is heated to a temperature of from 300 degrees to 400 degrees, and the hairpins stay in fifteen minutes,

In the manufacture of the articles in the United States 300 tons of wire are consumed annually. The common hairpin of to-day has been in use about seventy-five years, but hairpins in general are of ancient origin. Those used by ancient Egyptians were 7 or 8 inches in length, with large gold heads.—Jeweler's Review.

SITUATION WANTED.

WANTED—SITUATION AS HARDWARE salesman or traveller. Five years experience, first-class references. Address F. F. T., box 41 Sunderland. 40

BUSINESS CHANCES.

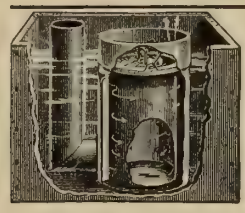
Advertisements inserted under this heading one cent per word each insertion.

WANTED—AS PARTNER—AN ACTIVE, RE-liable young man, with $2,000 or $3,000 capital. Paying hardware business in country town. A good chance for the right man. Address K. C., care HARDWARE. 41

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.



Crown Water Heater

Best on Earth. Warms drink for stock in the winter. Scalds hogs, &c Burns wood and never throws sparks. Wanted some one to manufacture and sell in Canada or will sell patent. For Circular and information address H. E. Harrington. Walden, Caledonia Co., Vt.

-MIXED PAINTS-

THE CELEBRATED

" UNICORN " Brand

IS THE BEST IN THE WORLD.

Send for our sample card of 40 colors.

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A. RAMSAY & SON,
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EVERLASTINGLY AT IT.

Salesmen are sometimes inclined to take it easy and place too much confidence on duplicate orders where a sample order has been secured, relying upon the quality of the goods to do the entire work of the future. The result may prove satisfactory in many cases, but duplicate orders cannot be depended upon to come in on their own sweet will. No matter how much merit an article may have, competition is too strong to permit even a good thing to hold its own against a thousand competitors, who are struggling day and night to get trade away from others, claiming that they can furnish a better article for less money, and now and then getting a foothold with your customers in the same way you succeeded in obtaining a trial order. To do business successfully now-a-days it must be one continual hustle. First, get your goods introduced and then see that your customer gets them to the front and actually sells them; and last but not least, see that he buys more. There was a time when salesmen could rest upon their laurels and take it easy occasionally. Such times are a thing of the past. See that the goods you sell are conspicuously displayed by the retailer; then if he does not duplicate, find out why, and the remedy is in your own hands.—Ex.

COMMON SENSE ON COMPETITION.

Of late years it has been the custom with a great many houses in retail trade to put out advertisements periodically with the startling information that they were ready and anxious to sell goods below cost simply for the purpose, presumably, of transacting business. So general has this become that very few people pay attention to it, as they did formerly, unless some thoroughly well-known firm announces a clearing sale. The truth has been forced upon people that men are not putting capital into business for the purpose of losing it, and that whatever is sold below cost is made up for in some other way—and the people who do business with a firm that is eternally making sacrifice sales pay the dividends to the owners of the shop that is doing this sort of business. The subject of clearing sales has been ably discussed, and all decide that it is money in the firm's money drawers, as well as money in the public's pocket for firms to get rid of unsaleable goods. But in the line of direct competition these job lot sales are not counted. They are exceptional opportunities offered the public. Every business man's aim is, or should be, to get the most profit out of his capital, and on this subject a contemporary observes:—"It has been truthfully said that it is little short of a crime to transact business without making a profit. No one will dispute that it is at least foolish, and in the majority of instances most disastrous to those who make the attempt. In order to successfully carry on a business the merchant must have a thorough knowledge of it, possess a certain amount of executive ability, employ competent help, and expend considerable money outside that directly invested in stock in carrying on his business. The quality instead of the price of goods should be the merchant's point in competition. No shrewd business man cares to enter into competition where he will lose money instead of make it. While it is true that there are a certain class of consumers who will accept inferior goods at a slight reduction in preference to paying full price for better grades, fortunately that class is very small numerically, and consequently need not be catered to as much as the majority. The merchant who embarks in business usually does so with the view of continuing the same for a prolongued period, and the one who bases his success more upon the future than the present will in the majority of instances come out ahead. To secure business at a figure less than what might be considered profitable to the seller, and to be compelled to furnish an inferior quality of goods in consequence of accepting the business at a low figure, is not the sort of a foundation to place beneath what is intended to be a permanent business. Such a foundation will eventually crumble away and let the structure down with a crash.—Ex.

HOW LENSES ARE MADE FOR GLASSES.

Only those who suffer from defective sight fully realize the value of perfect vision. So rarely is this sense found in its normal state at the present day that most people are ready to acknowledge the use of glasses a grateful relief sooner or later in life. To whom the credit of the original invention is due no one can say, but with characteristic calmness the Chinaman claims to have used them a few thousand years before anything was known of their existence outside the Celestial Empire. Whether the revered Confucius needed glasses set in bamboo to assist in chronicling the doctrines of that early time or not, the average terrestrial citizen would now think two pairs of spectacles at least necessary to decipher the mysteries of that occult, tea-chest language.

The combination of two lenses adjusted to fit the eyes is generally attributed to Roger Bacon, and the manufacture of them is known to date back to the beginning of the fourteenth century in England and Spain, and was afterward introduced in Germany and Switzerland.

The invention of printing and more general reading consequent to the circulation of literature fostered the demand for "helps to read," and from that time on the improvement and perfection of these articles have kept pace with other applied sciences and occupied the attention of some of the ablest men of the times.

It is only within a quarter of a century that Americans have attempted this work, earlier demands being met with imported goods.

The preparation of the lens is, of course, the most careful work, and requires great skill in perfecting. The material used for the lens is sometimes pebble and sometimes glass, and may be so carefully made that the ordinary observer could not distinguish the two kinds; but the skilled optician calls in the sense of touch, and with a practiced hand determines whether a natural or artificial medium is used by a perceptible difference in temperature. The best grade of glass lenses contain a large percentage of lead, the other ingredients being silica, lime and soda. They are softer than those of inferior quality, and have no green tinge when looked through edgewise.

If a lens is to be made of a pebble, the first appearance of the stone is much like a rough bit of quartz or flint. After being sawed into sections with diamond saws these slabs or pieces of plate glass, if such material is to be used, are roughly shaped in ovals of the required form, and are ready to be ground.

This process brings out the best qualities of the substances, although a rough, tedious, laborious treatment is necessary—just as the polishing of the rough diamonds of humanity friction will bring out the sterling characteristics of the man. These round, transparent pieces are placed between two bowl-shaped vessels or molds, whose surfaces are like sections of spheres of greater or less diameter, according to the form of lens desired.

Near-sighted eyes are so shaped that the crystalline lens focuses the rays of light before they reach the retina, and require a concave lens to disperse the rays slightly before entering the pupil, while far-sighted eyes, being just the opposite shape, fail to converge the rays on reaching the retina, therefore needing a more or less convex lens to aid in concentrating the rays of light to a focus at the right point. The various grades of condition require double convex, double concave, plano-convex, plano-concave and concavo-convex. Some times, to prevent prismatic effects, a double convex is fitted into a plano-concave lens, while special cases require cylindrical lenses. Hence the polishing vessels are of very different forms.

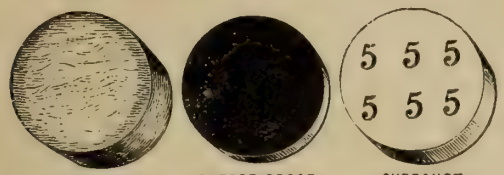
When concave lenses are needed these pieces of pebble or glass are attached to the entire inside of the larger bowl with a pitchy cement to hold them in place, and with polishing powders of varying fineness and with water inside the bowl, it is fastened in the machine while the smaller bowl is closely fitted into it, and being secured to a revolving pitman, the grinding process is kept up with changes in the polishing material until the brilliant surface of the lenses have conformed themselves to the grinding surface of the mold opposed to them. To make a convex lens the glasses are cemented to the outer surface of a hemi-spherical form and the wet powders frequently applied while a hollow-surfaced bowl revolves upon the outside, just reversing the method used before.

Very interesting machinery turns the reels of wire of different metals into the various slender parts of the rim, the nose pieces and bows; the wire, after passing through a machine, comes out grooved along its length and is wound spirally upon a mandrel, then annealed, and, by cutting this spiral the entire length, the frames for the lenses are formed. The other parts are made with equal exactness and soldered to each other in the heat of the oxy-hydrogen blowpipe, with minute rivets to strengthen the joints, and tiny screws, made automatically, are used for the various adjustments of the frames.

The exactness of the mechanism, as well as the delicacy of the articles produced with such rapidity, is remarkable in the entire manufacture. —China, Glass and Lamps.

The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

To be had of all Jobbers and Dealers in Sporting Goods.

JAMES BALDWIN & SONS,

ORIGINAL MANUFACTURERS,

Morville Street, Birmingham, Eng.

Agent:--W. H. JAGGER,

24 Front Street West, TORONTO.

Price Lists and Samples to the Trade Only.



SILVER WARE

Having the name and Trade Marks of

The Toronto Silver Plate Co.,

Is not only guaranteed as to quality, but possesses artistic merit only equalled by a few of the best known makers.

A large assortment of specialties suitable for this season's trade, carried in stock.

Our travellers are now out with photographs and samples of newest goods. If they have not called on you, advise us.

Factories and Salesrooms: 570 King St. W., TORONTO.

E. G. GOODERHAM, Manager. JNO. C. COPP, Sec-Treas.

We solicit enquiries for quotations on the following goods for immediate or fall shipment :

Large Brass and Copper Preserving Kettles, American Hudson and Little Star Apple Parers, Peach Parers, Fruit Presses, Meat Cutters, Sausage Stuffers, Cow Ties, Rope Halters, etc.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN, 164 Fenchurch St., London, E.C.

Business Changes

REMOVALS AND DEATHS.

C. E. Shelding, hardware merchant, Arden, Man., has moved to Pipestone.

Christian Seybold, of Seybold, Son & Co.' wholesale hardware merchants, Montreal, is dead.

SALES MADE OR PENDING.

The stocks in the estate of Ruby & Hilker, general merchants, Port Elgin, and Underwood, Ont., are advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

The Balfour Trading Co., general merchants, Balfour, B.C., has dissolved. J. Almoure continues.

REMOVALS AND DEATHS.

Robert Cairns, general merchant, Sawgerville, Que., is dead.

Daniel Cronan, West Indian trader, Halifax, is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Donald Currie, general merchant, Duart, Ont., has assigned to James D. Currie.

John S. Betzner, merchant, Plattsville, Ont., has assigned to John Robinson.

John Benjamin Smith, general dealer, Fort McLeod, Alberta, has assigned.

Miss E. Lemieux, general merchant, Montreal, has assigned.

Thos. Charette, general merchant, Gatineau Point, Que., has assigned.

J. E. Degagne, general merchant, Les Eboulements, Que., has assigned.

J. A. Mercier, general merchant, St. Michel, (Bellechasse), Que., has assigned.

J. A. Chapdelaine, crockery merchant, Sorel, Que., has assigned.

J. H. Whitman, general merchant, Salmon River, N.S., is offering to compromise.

W. W. Lyons, stoves and tinware merchant, Otterville, Ont, has assigned to W. W. Robinson.

THE WATCHFUL DEALER WINS.

Every merchant needs to keep a watchful eye on his stock. How often it happens that a customer asks for an article and is informed that "We are just out, but shall have some in a few days." Every time the merchant says this he loses trade, and may be a customer. It does not pay to be out of staple goods. A merchant should make it a rule to inspect his stock daily, or a portion of it, and as soon as an article is running light in stock an order should be made, so that the fresh supply may be on the shelves by the time the present stock is exhausted. A merchant should reduce his order to such a system that freight bills will not be needlessly numerous. If a watchful eye is kept to work, orders may be so bunched that it will not be necessary to have the smallest shipments made, but the package will be of respectable dimensions. There is money in keeping orders bunched as much as possible, as every unnecessary package reduces the year's profits to the amount of freight charged. There is a feature in ordering that should always be kept in mind. The orders should not be too large. How many stores there are carrying old and dirty looking stocks of goods. The trouble is that the merchant has four times what his trade demands. The result is he injures his business every time he allows an overstock to come into his store. And the same thing is seen in all lines of goods. The merchant has no overstock, or he is "out." Either of these conditions should be strenuously guarded against by every merchant. They are evils in his business that if allowed to have hold will always hold him aloof from prosperity.—American Storekeeper.

SOME STORE RULES.

1. During business hours all hands must be employed and never be idle.

2. Never let a customer wait. Every other duty should give way to waiting on the counter, if it can possibly be done.

3. Every person entering the store, whether laboring man or bank president, rich or poor, small boy or big man, white or colored, should be treated alike with courtesy and kindness.

4. Boisterous mirth or loud conversation, as well as sullen temper or indifferent, cold bearing, are to be carefully avoided as unbecoming the character of the pharmacist and not tending to improve the business. A uniformly cheerful and manly bearing is an attainment which is far beyond the price it usually costs, and should pervade the whole establishment.

5. Let the most experienced clerk attend to waiting on the counter.

6. Have a place for everything and keep everything in its place.

7. Let every one of the employes of the store feel at home, and let none think he is master and none think he is servant; let a feeling of mutual respect and animation permeate the atmosphere of the store; for each one is to feel conscious of the fact that the performance of the duties assigned to him is of equal importance and just as necessary as those of any man behind the counter.

8. Devote one day of every week to the thorough cleaning of the store. Observe and maintain absolute neatness, perfect order and thorough cleanliness of the whole establishment. Do not fail to have the apprentice go over all the counters and show cases and desks with a moist towel to remove the dust early in the morning, and repeat in the afternoon, or just as often as it becomes necessary.

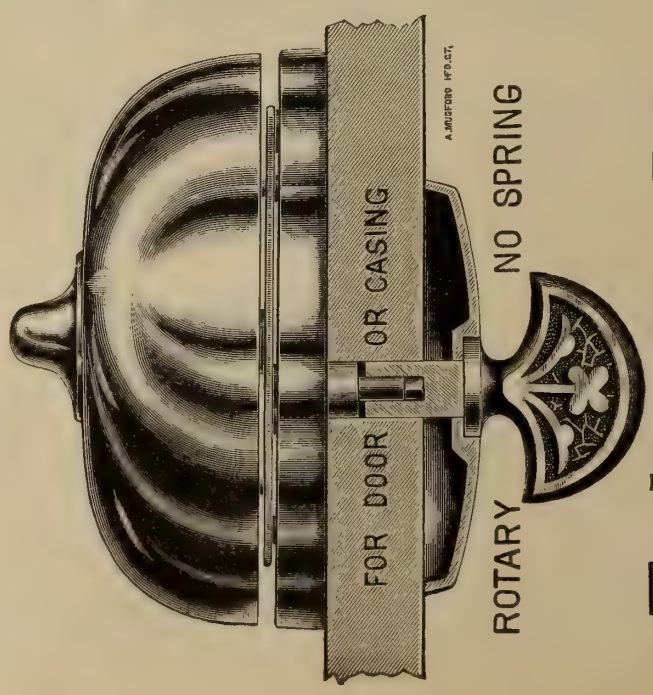
9. Keep your order book in a convenient place, and take especial care that all the drawers, shelves and cases are well supplied with their respective articles.

10. See that the counter is well supplied with wrapping paper of various sizes.

11. Do not tolerate any lounging in the store; carefully avoid the congregation of sports who like to meet at a store. Do not invite any of your friends to your store; it is better to go out and visit them, lest the store become the gossiping place of the neighborhood and repel many a lady customer.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

NEW DEPARTURE "ROTARY" DOOR BELLS.



Incomparable!
NO SPRING!
Best Tone, (Sure)
Superior Finish!
Bronze Trimmings!
COMPACT!
CHEAP!

For Circulars, address
THE NEW
Departure Bell Co.,
BRISTOL, CONN.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11:

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern; so that we have the somewhat singular sight of a combine reducing prices."

The E. B. EDDY CO.

MAKE

Paper of all kinds suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.

MAMMOTH WORKS AT HULL, CANADA.

CUTLERY.

A choice assortment in stock at close prices. See our samples of Cutlery made by Jos. Rodgers & Co., E. M. Dickinson, and other Cutlers, also "African Silver" Spoons and Forks, before placing your Fall orders.

A. C. LESLIE & CO., Agents,
445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"
PORTLAND CEMENT.
BEST ENGLISH BRAND MADE.

Canadian Consignees :
McRAE & Co.,
Ottawa and Toronto.

New Wrought Iron Pipe Bedsteads

Strength, Durability, and Comfort Combined. No wood about their construction. Proof against disease germs, and vermin.

J. & C. Hodgson
Wrought Iron Pipe Manufacturers,
MONTREAL.

H. D. SIMMONS,
74 York St., Toronto,
Western Representative.
SEE SAMPLE AND GET PRICES.





Trade Mark.

F. LE PAGE'S
IMPROVED
Liquid Glue
The Strongest,
The Best,
Quality Guaranteed.

Agents for Canada,
W. L. HALDIMAND & SON,
MONTREAL.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

I. H. CAMERON, 10 Front St. E.

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X., "	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright 2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ to 65 p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4¾
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Plts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 05½ 0 05¾
Domestic "	0 05 0 05¼

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06¾

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03½ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	5
No. 2 Do "	4½
No. 3 Do "	4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 57½
Boiled "	0 60 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 46½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p c.; ton lots, one shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross... ... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... ..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... ..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 56		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]

Ordinary.

st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.

1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0 3

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests, Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc. Prices Low. Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.

Bronze, Berlin, per doz ..	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava "	8 75	10 00
Shutter, porcelain, F & L screw, per gross	$1 30	4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass "	4 00	4 50
All glass, "	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

Locks—*Door.*

Canadian, dis. per cent..	....	50
Russell & Erwin, per doz	2 90	7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp't'rs', hickory "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon	3 38 4 00
Diamond.....	12 00 15 00

Oil.

Canada Refined Oil (Toronto)	14	15
Carbon Safety "	0 17	0 18
Canada W.W. "	0 20	0 22
American W.W. "	....	0 25
S. R Seal .....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

Picks

Per doz.....	6 00	9 00

Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, "	40	1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz.....	55	1 00
Axle.	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set....	....	72
" hollow, per inch	....	1 00

Putty

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot....	3	3½
Sliding Door, "	3½	3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9½ 9¾	11 11½
¼, 5-16, ⅜ in.....	10½ 10½	11½ 11½
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	0 70	0 75
" N P. "	1 00	1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each....	1 75	2 75
" frames only		75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz	2 10	4 50
Foot, "	40	3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.

Bench, wood, per doz....	3 25	4 00
Bench iron per doz.....	4 25	5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 60 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned,	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, "	1 80	2 25

Snaps

Harness, German, p. gro.	1 65	5 50
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Soap

Sapolia ¼ gross boxes.....	3 25
" ½ and ¼ gross boxes per gross net cash	12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00	
Dessert " ..... "	21 00	.....	
Table " ..... "	30 00	30 00	
Dessert Forks.... "	24 00	.....	
Medium " .... "	27 00	.....	
Table " ... "	36 00	.....	

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb	4½ 4¾

Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		0 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz.....	0 35	1 50
Rat "	2 00	4 50

Trowels.

Disston's, discount 10 p.c.

German, per doz	4 75	9 00
Brade's "	00	10 50

S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap.....	.....	0 11½
" Crown.....	.....	0 10¾
" Silver Composite		0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50½
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	4½ 4¾
" 4 " 4 & 6 " "	
" Plain twist, 2&3 wires	
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.... 0 04½
Ditto Glidden 2 point	.... 0 04½
Galvanized Barb, "Lyman," 2 to 4 points.....	.... 0 04½
Steel staples	0 04½ 0 04½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.

Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR — SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE — HOLLOW WARE.

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REGISTERED TRADE MARK FOR — WM. ROGERS. — KNIVES, FORKS, SPOONS.

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MUNN'S LIQUID GLUE.

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DIRECT IMPORTERS AND DEALERS IN

SCOTCH FIRE CLAY-BRICK



DRAIN AND WATER PIPES.

Double strength for railway culverts, etc.

Sewer Bottoms or Invert Blocks, Cement.

NOTE.—Only pure SCOTCH unglazed Fire Clay Linings and pipes are kept in stock ; any other quality is worthless for resisting heat and frost. Correspondence invited. Quotations promptly furnished.

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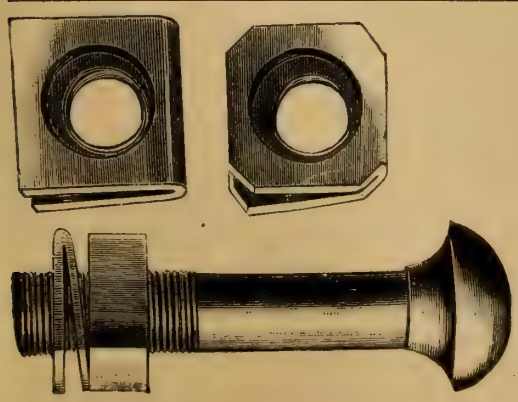
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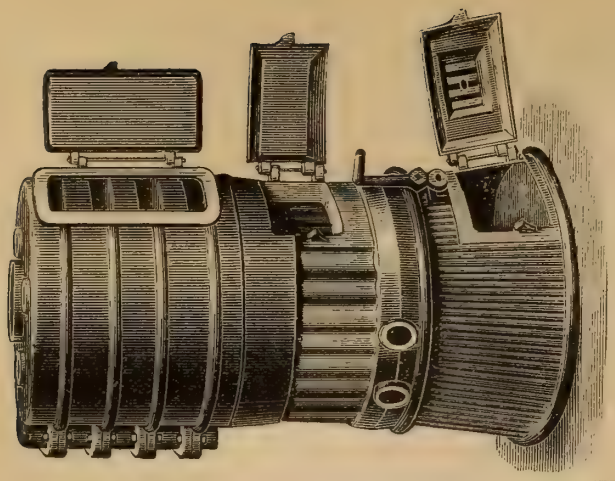
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Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

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MANUFACTURERS OF

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Ask the Merchant you deal with for it and take no other

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The Gutta Percha and Rubber Mfg. Co.,
OF TORONTO, LTD.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalled Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during this season.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

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Puritan Coffee Pots,
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Puritan Egg Poachers,
Puritan Spice Nests,
Puritan Tea Steepers,
Five o'clock Tea Kettles.

All goods are manufactured from the best material and workmanship and are therefor strong and durable, possessing a superior finish and handsome appearance. No kitchen should be without them.

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AND METAL MERCHANT

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NEW YORK OFFICE, N. W. Cor. Washington and Cortlandt Sts. CHICAGO OFFICE, 12 Pacific Avenue.
MONTREAL OFFICE, H. McLaren & Co., Agents.

MANUFACTURERS OF

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"Champion Metal," - - 25c. " " " "
"Aluminum Bearing Metal," 18c. " " " "
"Big 4 Babbitt," - - 14c. " " " "
"Pyramid Metal," - - 10c. " " " "

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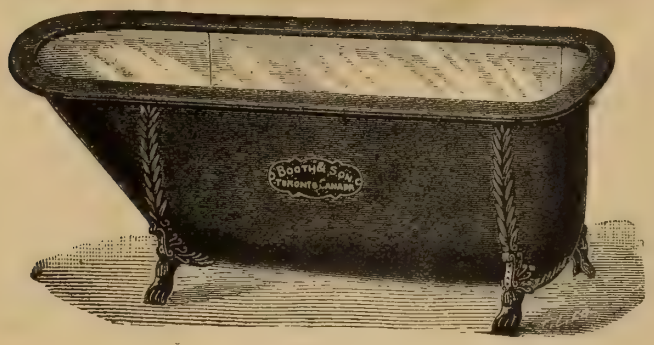
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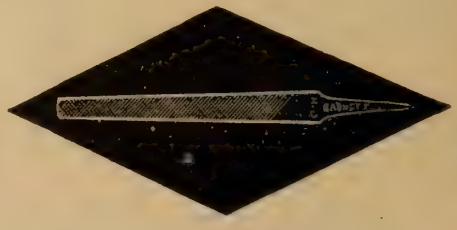
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Vol. 4. TORONTO, OCTOBER 15, 1892 No. 42

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas

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FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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The base burner has all but entirely disappeared from cities and towns, but it is not therefore obsolete. New fields have been opened up to it by the enforced substitution of coal for wood in many country districts, where wood is no longer obtainable except at prices at least equal to those paid for coal. The decline of the wood supply prolongs the demand for the base-burner and transfers it to the country, where it will be some time before the furnace will disturb its possession. The shipments of base burners to small places have been more numerous this year than they were last, and stove makers do not feel warranted in discontinuing their manufacture.

* * *

Hardware merchants in eastern parts of the province found the demand for pine tar unusually active in the latter part of the summer. For this expansion of their trade they are indebted to a new pest, which has begun to make life a burden to our horned cattle. It is the Texan fly, an undesirable immigrant brought to Canada in cattle cars from the United States. This fly finds the base of the horn the choicest morsel, or probably the mostly thinly protected point, in the animal's flesh, and there it burrows. Nothing that has so far appeared can match the Texan fly as a tormentor of cattle. The animals are driven almost mad by their sufferings, they cannot thrive on their pasture, the milk of the cows declines in quantity and quality. The farmers have had but one summer to study the matter, but they have evidently got on the right track in taking to pine tar as a protector of their cattle. The tar is too much for flies, the odor or the taste repels them, and they leave cows alone whose horns are girdled at the base with pine tar. These flies have so far been confined for the most part to the eastern part of Ontario, but another summer will almost certainly find them more widely diffused. It is as well for the trade to remember that pine tar is unwholesome for flies and be able to recommend its use to the farmers whose cattle are or may be afflicted by these pests.

* * *

A year ago methods of road-making appeared to be on the brink of a transition in Nova Scotia, but now they seem to be as conservative as ever. At the last session of the legislature of that province the inception of a reform was effected. An Act was passed, which left it permissive with municipalities to substitute, by direct vote of the people, a road tax for statute labor. The first township elections since the passage of that Act are now being prepared for, and only in one municipality, that of Digby, has it been decided to vote on the matter. The people appear to be perfectly satisfied to leave the condition of the roads in the hands of the pathmasters. It is a pity there was not more of an inclination to give the tax-system a trial, as the adoption of it by a few municipalities might show effects that would influence others to introduce it. The people dislike any addition to their taxes, and will usually render service in preference to paying for it. In the same way the Canadian citizen will sooner render a hand in the national defence than help to pay for the support of a professional class devoted to that service. But the Canadian citizen makes a better soldier than roadmaker.

* * *

Complaints come from the North West of delays in the shipment of merchandise from wholesale centres in Ontario. The advance of cold weather sharpens the need for certain classes of these goods, particularly stoves. The heavy shipments of stoves, those making full cars, have gone forward, and now numerous sorting up orders are being submitted, which as the season is far advanced, are expected to be shipped with promptness and not held until the accumulated orders make a car load. Instructions are sent to make these shipments an enclosure in a car of freight that some hardware house is making up. We learn from some of these merchants that they have had their stove orders in the hands of shippers here three weeks, and have been unable to get the stoves because the hardware wholesalers with whose freight they are to be enclosed are not ready to ship, giving as their reason that the manufacturers are not ready with the goods. The stove men are ready, and waiting to send forward all the goods their orders call for, but they cannot move until the hardware houses in question are ready. It is stated that this delay retards trade in certain lines of hardware as well as in stoves. Manufacturers should be spurred on to have the stuff ready in time for the hardware jobbers to keep their engagements, as considerable annoyance is expressed by disappointed merchants in the North West. The winter trade opens earlier with them than it does with us, and any backwardness in shipments causes inconvenience that we hardly unerdstand here.

* * *

An element of disturbance is withdrawn from the linseed oil market in this country by the reconstruction of the National Lin-

seed Oil Association in the United States. That puts an end to the slaughtering of prices on this side of the border, by United States crushers who, in the stress of unrestricted competition, were driven to low figures and outside markets to get rid of their surplus. The price now quoted by the National Association is still a low one, being the same for car lots as what our wholesalers are jobbing at. There is a possibility that Canadian prices will advance somewhat when winter freights shut out competition from the other outside source, that is, the English market, as an advance above the low prices our jobbers have been forced by United States competition to take is not unlikely.

* * *

Dulness in any commodity produced in the United States is supposed to be sufficiently explained by reference to the Presidential campaign. That is submitted as the reason why spirits of turpentine is so lacking in spirit. The price now is about ten cents below what it was this time last year, being then quoted by jobbers at 55 to 56c. f. o. b here, and now quoted 47½c. delivered, Yet there is a shortage in this year's visible supply of 5,000 barrels as compared with last year's. The cause is generally believed to diversion of interest to election matters, and as these will reach their climax next month prices are expected to go up, and in anticipation of the revival then an advance of 1½c. has been made this week in the South. On this market there is evidently an expectation of high prices before November is over, and as a consequence some large orders have been placed.

THE POSSIBILITIES FOR BRITISH PIG IRON.

Pig iron and its position in the way of supply and demand is the barometer of the iron and hardware trade. At present the barometer, at least the British aspect of it, is somewhat difficult reading, for the position of affairs at primary markets is confusing. There has been a continuous decrease in the visible supply in store for over a year past, yet in the face of it prices are considerably below the values ruling at the same time last year. In fact the British pig iron market has never occupied a more peculiar position than it does at present, and wholesale reductions in the output by makers have utterly failed to create any beneficial effect, while recent advices give no hope of improvement in the near future.

They also show the extraordinary position of the market statistically. Taking the three principal public stores, Glasgow, Middlesboro and Cumberland, Connel's figures show a decrease as compared with the same period in 1891 of over 370,221 tons. Scotch pig in store has decreased 119.000 tons, Cleveland pig 132,000 and Hematite 118,000 tons. This shows plainly the remarkable retrenchment that has taken place in the output. On the other hand, shipments do not show any increase at all, the total figures from Scotland, Middlesboro and Cumberland from the 1st January to the 11th September being 233,314 tons less than for the corresponding period in 1891. It is no wonder, considering this remarkable falling off in business, that the British iron masters are disheartened at the outlook.

The exact effect of this depression on values in Canada during the coming winter is hard to say, but a certain amount of sympathy will be shown, and it is not natural to anticipate any high range of values. It is unlikely, however, that there will be much variation now, for, after the close of navigation our prices are fixed to a certain extent by the cost laid down, and therefore not so susceptible to fluctuation elsewhere. Our stocks though are not large, and a marked scarcity of special brands, notably the higher grades, such as Summerlee, is a feature of the situation. This is due to the curtailment of production on the other side, and the weeding out that stocks in store have been subjected to throughout the year. This has imparted greater firmness to such brands, but there is yet a considerable margin for advance before prices will be on an equivalent basis with those ruling at the same time last year. Taking Summerlee as the standard, which sold as high as $22, prices have to stiffen $1 or $2 per ton, and this is not considered probable, and no one at present anticipates as high a range of prices on pig iron as last year.

A DEAL IN COPPER.

The buoyancy in copper referred to last week has materialized this week in a sharp advance in values in London, and there has been a corresponding stiffness in New York on high grade Lake ingot. Within the past three days London quotations have jumped from 44s. odd to 46s. odd, an appreciation of over 2s. and the fact has led to some lively speculation. The effect has not been felt on values in Canada yet, but one operator at least has determined to take time by the forelock and see if there is any money to be made out of copper even on a small market like our own. Nearly all the copper sold in Canada is casting copper. Only for electrical purposes and the very finest work is there any demand for Lake ingots. Hence a transaction involving 20 tons of Lake ingot copper is an unusual one for a market like Montreal, but that quantity changed hands between two dealers here the other day. There was nothing in the condition in Canada to create immediate want for such a round quantity, and it was not until the cable reported the big advances in London that the trade even surmised the cause of it. Then speculation was scented, and everyone wanted to know the basis of cost. Of course the actual figure has been kept quiet, but it is generally believed that the enterprising buyer stole a march on the seller, even securing a concession on the prices which have been ruling for some time back. Considerably below 12½c. is placed as the basis, and the purchase, allowing for the present position of Lake ingot copper in outside markets, is considered a good one. If the boom elsewhere referred to is of any lengthy duration spot prices are sure to stiffen, and if not it is not anticipated that copper will go much lower than it is at present. In fact the ones who did not think of the chance are wondering to themselves how they allowed it to slip.

A FAMOUS OLD BELL.

The congregation of the little colored church at Haleyville, in Cumberland County, N. J., will contribute an interesting historical relic to the Columbian Exposition in the shape of the bell that has for years called them to church. In the year 1445 the bell, it is said hung in one of the towers of the famous mosque at the Alhambra. After the siege of Granada the bell was taken away by the Spanish soldiers and was presented to Queen Isabella, who in turn presented it to Columbus, who brought it to America on his fourth voyage and presented it to a community of Spanish monks, who placed it in the Cathedral of Carthagena on the island of New Granada. In 1697 buccaneers looted Carthagena, and carried the bell aboard the French pirate ship "La Rochelle," but the ship was wrecked on the island of St. Andreas shortly afterward, and the wreckers secured the bell as part of their salvage. Captain Newell of Bridgeton purchased it and brought it to this country and presented it to the colored congregation of the Haleyville church. The bell weighs 64 pounds and is of fine metal.

GOVERNMENT MANUFACTURE OF CHAINS AND ANCHORS.

In the manufacture of its own chains and anchors the United States claim to secure results otherwise unattainable on the score of strength and durability, even making its own iron, using nothing but the finest of malleable scraps, and the process is unique. The metal, says the New York Sun, as withdrawn from the furnace a glowing white mass, is rolled into long flat slabs of about 1 inch in thickness, which are cut up into short lengths, to be again subject to intense heat; these, being withdrawn, are rolled into billets of a few inches square at the ends and about 2 feet long, which are now for a third time thrust into the furnace, and at a white heat are taken out by means of large tongs suspended by a chain from an overhead trolley wheel, then rolled quickly into rods of various sizes and a number of feet long, being allowed to cool gradually in the air. The rods are now cut cold into short lengths for the links, which are formed by again heating and placing upon a special contrivance and turned into a staple shape, the staples being then linked together, completing the chain; the ends welded together by hand, the joining piece then put on—the link being then complete, so far as workmanship is concerned. To test the work, a long ditch running on one side of the shop is provided at one end with secure fastenings and at the other by a hydraulic engine, by means of which the chain is drawn tight and subjected to so many tons pressure; if, under this, a link breaks or exhibits any flaw, it is rejected.

HARDWARE CLUB FOR NEW YORK.

Much interest is being taken in hardware circles at the moment in the organization of an association which is officially named the Hardware Club. The club was incorporated on June 11, and its particular object is to provide a suitable meeting and lunch room for the use of and to promote acquaintance among the members thereof, and to further the interests of the hardware and related trades.

Active work is now going on to extend its influence. A special meeting was held in the parlors of the Cosmopolitan Hotel on Tuesday, and action was taken looking to the carrying out of the purposes for which the club was organized. The President, William H. Williams, on behalf of the Board of Governors, laid before the club the project of having the headquarters of the club in the Postal Telegraph Building, now in course of erection on Broadway, corner of Murray street, referring briefly to the advantages possessed by this location and the excellent accommodations which would be furnished for club purposes. It was also explained that the plan would involve an extension of the original scope of the club, and the bringing in as members of gentlemen connected with other lines of business, while the management of the club would remain in the hands of hardwaremen. For the carrying out of this plan it would be necessary to increase the initiation fee and annual dues beyond the figures which were at first contemplated. It is not anticipated that there will be any difficulty in obtaining all the members necessary to carry it on successfully and in order to keep it within bounds a limit to the membership was decided upon.

A VERY MEAN MAN.

It is quite common to hear of the closeness of some men, but it seems as if the Warsaw Republican had been given the opportunity of telling about the meanest man on record. That paper tells the story as follows :

There is a business man over at Lagrange who is meaner than the man who crossed his bees with lightning bugs so they would work at night. The Indiana man is a merchant and while driving from Rome City home he lost a wallet containing $8,000. A lightning rod agent from Kalamazoo, Mich., chanced along and found the money. The Michigander proceeded on his way, and it was three months before he heard of the owner, although he made diligent search for him. When the Lagrange man got possession of his lost treasure he said nothing, but went straightway and began suit in the Circuit Court against the lightning rod agent for interest on the money at the rate of 8 per cent, setting up the complaint that the use of it was worth that amount.

THE MAKING OF THERMOMETERS.

The thermometer maker, says an exchange, buys his glass tubes in long strips from the glass factories. The glassblower on the premises cuts these tubes to the proper lengths, and with his gas jet and blowpipe makes the bulb on the lower end. The bulbs are then filled with colored alcohol, and the tubes stand for 24 hours. On the following day another workman holds each bulb in turn over a gas jet until the colored fluid, by its expansion, entirely fills the tube. It then goes back into the hands of the glassblower. He closes the upper end, and then turns the tip backward to make the little glass hook which will help keep the tube in place in the frame. The tubes now rest until some hundreds of them, perhaps thousands, are ready. Then the process of gauging begins. There are no marks whatever on the tube, and the first guide mark to be made is the freezing point, 32 degrees Fahrenheit. This is found by plunging the bulbs into melting snow. No other thermometer is needed for a guide, for melting snow invariably gives the exact freezing point. This is an unfailing test for any thermometer whose accuracy may be suspected. But melting snow is not always to be had, and a little machine resembling a sausage grinder is brought into use. This machine shaves a block of ice into particles, which answer that purpose as well as snow. When the bulbs have been in the melting snow for a sufficient length of time, a workman takes them one by one from their icy bath, seizing each one so that his thumb nail marks the exact spot to which the fluid has fallen. Here he makes a scarcely perceptible mark upon the glass with a fine file, and goes on to the next. The tubes with the freezing point marked on each, now go into the hands of another workman, who plunges them, bulbs down, into a vessel filled with water kept constantly at 64 degrees. A standard thermometer attached to the inside of this vessel shows that the temperature of the water is correct. Another tiny file scratch is put at 64. Then a third workman plunges the bulbs into another vessel of water kept constantly at 96 degrees. This is marked like the others, and the tube is now supplied with three guide marks, 32 degrees apart. A small tab is then attached to each tube, on which its number is written—for, owing to unavoidable variations in the bore of the tube, each one varies slightly from the others. With its individuality thus established, the tube goes into the hands of a marker, who fits its bulb and hook into the frame it is to occupy, and makes slight scratches on the frame, corresponding to the 32, 64, and 96 degree marks on the tube.

The frame has a number corresponding with the number of the tube, and the tube is laid away in a rack amid thousands. The frame, whether it be wood or brass, goes to the gauging room, where it is laid upon a steeply sloping table, exactly in the position marked for a thermometer of that size. The 32, 64 and 96 degree marks must correspond with the marks upon the table. If they do not, the error in marking is detected, and the frame is sent back for correction. A long, straight bar of wood or metal extends diagonally across the table from the lower right-hand corner to the upper left-hand corner. On the right this works upon a pivot, and on the left it rests in a ratchet, which allows it to ascend or descend one notch at a time. That notch marks the exact distance of two degrees. With the three scratches already made for a basis, the marker could hardly make a mistake in the degrees if he tried. The marks made upon the frame or case are all made by hand, by a geometric pen and India ink, if the frame is wood, and with steel dies if it is metal. The tube bearing the corresponding number is next attached to the frame, and the thermometer is ready for the market without further testing. Some makers use only two guide marks, but the best makers use three. In the process of manufacture the ordinary thermometer goes through the hands of nineteen workpeople, half of whom are often girls and women. Some of the larger concerns in and near New York produce several hundred thousand instruments annually, and on every one of them the purchaser may see, if he looks closely, the tiny file scratches on the glass at the 32, 64 and 96 degree marks, or somewhere near them, as different makers use different points.

AVERAGING RETAIL PROFITS.

It is necessary in most retail stove and hardware stores when the sales are moderate in volume to average a gross profit on the total annual sales of thirty per cent. to fully meet all the expenses and depreciations, and permit of a respectable net income for the proprietors.

If the expenses are quite light a gross profit of 25 per cent. may be sufficient to secure a satisfactory net income.

In order to obtain the necessary 25 or 30 per cent. gross profit on sales, it becomes quite a problem to exactly determine how to proportion the individual profits on the various lines of goods to maintain the desired average as a whole.

In a stock of the variety and detail required for modern storekeeping some system must be adhered to which can be relied upon to effect the purpose and at the same time permit of a wide range of profits, according to the local competition and the nature of the goods.

To start with, it must be always kept in mind that 25 per cent. on the sales means 33 1-3 per cent. added to the cost: and that a minimum of profit, per cent., should be established below which nothing will be sold in the ordinary course of business under any circumstances, unless it is for some good reason desirable to close out the line.

Ten per cent. is low enough for the minimum per cent. of profit, and a retail store which often touches that extreme is trading on very dangerous ground indeed.

Every dollar's worth of goods sold at 10 per cent. profit means that another dollar's worth must be sold at 40 per cent. to overcome the deficiency and makes the average 25 per cent. on the sales.

Every dealer, therefore, feels the necessity of adding to his stock such goods as will stand a high per cent., to counteract the many staple goods which his trade demands at a close margin.

It is, of course, impossible to state on general principles just what proportion of profit each line of goods should earn to fit individual cases, since the problem in detail is a personal one, and every merchant must be guided by the proportions of his sales in previous years to determine the exact course to pursue; but a casual glance as to the relation of profits may not be without some value.

Taking first the goods which earn from 10 to 20 per cent. gross profit, we class such lines as are very staple and competitive, as nails, barb wire, sash weights, builders' hardware under contract, and such leaders as may be thought desirable for advertising purposes.

From 20 to 25 per cent. includes a large share of the sales. Such lines as machinists' tools, cordage, files, paints and generally staple goods sold in moderate quantities.

From 25 to 30 per cent. we find carpenters' tools, wooden ware, agricultural tools, shelf hardware and a variety of articles which may be classed as staple goods, but yet of such a nature as to admit of a higher rate of profit.

At 30 to 50 per cent. we come to table cutlery, pocket knives, razors, scissors and shears, plated ware, tinware, sporting goods, lamps, housekeeping sundries and newly patented specialties and novelties.

Beyond these we find some articles which sell singly for a few cents each, as various brass hooks, tacks, and small articles of shelf hardware in general, which will earn a profit ranging from 50 to 75 per cent., according to circumstances.

Suppose, for example, that a retail store with annual sales of say $25,000 and expenses of $5,000, requires to average not less than 25 per cent. gross profit on the sales to earn a net profit of $1,250, which represents the total income of the owner.

Under ordinary circumstances the sales would be divided about as follows:

$10,000 sale at	15	per cent.	—	$1500
5000 "	20	"	—	1000
4000 "	25	"	—	1000
3000 "	40	"	—	1200
3000 "	50	"	—	1500
$25,000 sales equals a profit of				$6,200,

or approximately, 25 per cent. gross profits on sales.

Now, it will be apparent that if the expenses were $5,000, as stated, a slight decrease in the goods sold below and including 40 per cent. would leave nothing for the owner; and, indeed, the goods to the amount of $3,000 which were sold at 50 per cent. more than covered his entire income and constituted his sole support.

If the sales had been so divided as to have earned a gross profit of 30 per cent. in place of the 25 per cent., his net income would have been $2,500, or double what it was at 25 per cent. The difference between these per cents (25 per cent. and 30 per cent.), while seemingly slight, is therefore in reality a matter of 100 per cent. in net income to the owner.

To illustrate this difference in net income, compare this table of sales with the former example:

$5,000 sales at	15	per cent.	—	$750
5,000 "	20	"	—	1,000
5,000 "	25	"	—	1,250
5,000 "	40	"	—	2,000
5,000 "	50	"	—	2,500
$25,000 sales equals a profit of				$7,500

or exactly 30 per cent. gross profit on the sales, netting the owner an income of $2,500, or, as stated, 100 per cent. more than the same amount of business with the same set of expenses, earned at 25 per cent.

In order to secure this result it is necessary to be continually pushing forward new goods, which naturally earn a higher per cent. of profit than do staple articles.

It is also necessary to carefully discriminate between the selling qualities of goods as regarded in the light of earning capacity, without regard to their relative cost, since some lines of goods costing, say $8 per dozen, will only retail for 90 cents each, or 25 per cent. profit on the sales; whereas another line of wares costing $8 per dozen will sell for $1 each, or 33 1-3 per cent. profit on the sales, which means a more than doubling of the owner's net income for the year.

It is for these reasons that the necessity of departing from the old ruts of the trade of the past and handling any class of goods which may be profitable, without regard to personal prejudices as to what constitutes the supposed limits of "straight hardware," has been so often urged upon the retailer. In fact, there are to-day no "limits" recognized by leading merchants in any line of trade. While this departing from the old established customs and the breaking down of the mythical fences which once separated the various lines of merchandise may be for some sound reasons roundly deplored, still, since it is "a condition, and not a theory," which confronts us, it only remains to steer our mercantile craft out into the tide of current events, rather than to waste our substance in a futile endeavor to retain an exclusive position, acknowledged by practical example to be commercially untenable. —Metal Worker.

TRADE MONOPOLIES.

According to the census bulletin last issued, the industries practically under the control of so-called "combines" show the highest percentage of full working days for the period taken as a test by the commissioner. This result is favorable to the class of skilled labor especially interested in these industries, and is, to this extent, a strong argument in favor of the "trust" system. Labor seems to be assured steady employment. When we find further that wages appear to have advanced appreciably in these particular lines of manufacture, it is evident that the grasping hand of capital has not despoiled its enemy—labor—to the extent predicated by many economists, nor does it appear that the market price of any one or other of the several commodities has risen to an extent likely to take from the labor thus employed the surplus of wages he is now enjoying. This result is one upon which the country should congratulate itself, for the future has in store a wide extension of the system of trade monopoly. It is useless to close our eyes to the fact that the individual is rapidly giving away to the corporation as a manufacturer or trader. The tendency of the present day is all towards "commercial socialism." Competition is the main cause of this tendency. A state of competition cannot be a final permanent state; its main office is that of selection of the fittest. In the industrial war the more perfect the competition the stronger must be the resulting monopoly. One per cent. advantage in efficiency in the markets of the world may suffice to gain control, and an expansion of business increases the advantage, until a practical monopoly is secured. As regards articles of general consumption, the tendency is greatly strengthened by the development of money orders, by system of cash on delivery and discounts, and by uniform retail prices. These devices extend the market of the monopolist, depriving local competitors of the advantage of their geographical position. The abundant supply of capital, through the development of banking, helps instead of checking monopolies. Thus the expansion of undertakings passes all previous bounds, stimulated by the well-known advantages of division of labor and production on a large scale.

The tendency towards "trusts" has been considered scientifically by many

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Cartridges, Cartridge Cases, Wadding, Shot, etc.

able economists, and their views are of interest. Professor Foxwell, an Enlish authority of high standing, published an article a year or two ago, in which he viewed the growth of monopoly and its bearing upon the functions of the State. Disregarding patents and copyrights, he divides monopolies into three classes: monopolies by efficiency, monopolies by combinations, and monopolies by local service. The characteristics of the age are favorable to monopolies of efficiency, nor does the progress of education or of political equality arrest this tendency. It has been truly said that "whatever may be true in politics, the industry of the world tends not toward democracy, but in the opposite direction." The significant fact of modern industry is the increasing value and importance of business ability. As to the second class, monopolies by combination, most trading corners have proved failures, owing to the difficulties of making and maintaining agreements. The greatest successes are railways, which fall into the third class. Other instances are gas and water companies, whose competition in one street is regarded by Prof. Foxwell as wasteful and dangerous. The Professor quotes from Chas. Francis Adams, in reference to railway competition, that "the best policy is to allow amalgamation, not so much on account of its obvious economics as because the larger the concern the more easily responsibility is fixed, and the more easily the pressure of public opinion is brought to bear upon and to control it."

Monopolies, once established, have a tendency to beget other monopolies. Competition does not necessarily exist merely because the State does not interefere, and the regime of laisser faire has been favorable to the growth of practical monopolies. What Prof. Foxwell asks is the reasonable position to adopt toward industrial monopoly? Mononpoly does not in its modern form spring from privilege or legislation, but from competition itself. Business men turn to monopoly as a welcome relief from the terrible uncertainties of so-called competition. Monopolies have certain undoubted advantages, as economies in administration and division of labor, the concentration of knowledge and skill and the esprit de corps that go with great firms. Savings are made in litigation and advertisement, and the consumer profits by the guarantee of quality in ascertaining prices, in the absence of adulteration and in larger choice. In these huge firms the employes benefit most of all, the administration being on better principles and more amenable to public opinion. Monopolies, on the other hand, have their dangers. They may raise prices unduly and end in unfair discriminations or personal preferences. Great corporations boast that they can make or ruin individuals or even whole towns, or will these powers necessarily be always used in the interests of the corporation itself, but may be warped by corruption, which is emphatically the curse of modern business. The Professor concludes that if the State is not to administer industry itself directly, and as, since competition results in monopolies, the let alone policy is out of the question, some sort of public control is necessary.

Another important paper is that published in England by George Gunton, who deals more directly with industrial combinations as they appear in the United States. He holds that trusts and corporations are fundamentally the same, differing only in this, that each in its turn represents a greater concentration of capital than previously existed. He cites the principal charges brought against them as follows:—1st, that they tend to build up monopolies and drive small capitalists out of business; 2nd, that they destroy competition, which is the great reducer of profits and equalizer of prices; 3rd, that they amass fortunes at the expense of the community by increasing prices of commodities; 4th, that they tend to build up an oligarchy that controls legislation in its own interests. As to the first charge, Mr. Gunton says: "If the monopoly is gained by the arbitrary exclusion of competitors, it is an evil; if, through the capacity to make articles more cheaply than others, it is an advantage to the community." To the second charge, he says that the concentration of capital does not necessarily destroy competition. The plane of competition is raised. First, it was between small manufacturers, then between corporations, and lastly between trusts, tending to minimize the margin of profits. Nor does the concentration of capital tend to increase prices; and Mr. Gunton cites the cotton manufacturing business of the United States and the operations of Standard Oil Company as having actually reduced the price of cotton cloth and oil. Self interest prevents trusts from raising prices too high. To the fourth charge, that trusts control legislation, Mr. Gunton answers that the Statute books of the States bristle with enactments against them, and that such influence as they possess only serves to prevent legislation against them, and has never sufficed to obtain any legislation in their favor. Mr. Gunton agrees with Professor Foxwell that the evils ascribed to trusts are no necessary part of them, but are the results of corruption in their management. The State should exercise control over them by obtaining and furnishing to the public full reports of their operations, with reliable statistics as to the cost of production, wages, transportation and sale price. In other words, those who are at the head of these great industrial combinations should not be suffered to arrogate to themselves the right of secrecy in dealing with the immense interests in their hands, but should be held to a strict moral accountability for the proper and legitimate exercise of their powers.—The Bankers' Journal, Montreal.

Competition is keen and active and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

"Happy Thought"

IS BOUND TO WIN

Merchants that appreciate despatch, neatness, permanency and exactness will use nothing but our new "Happy Thought" Counter Check Book.

No Carbon Paper required. Every page copies to the very edge and nothing to do but use your pencil upon the bill. Surely the invention is a "Happy Thought."

Every Merchant is made happy, contented and safe when they use "Happy Thought." Made in all sizes and shapes of Carter and Grip Books.

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8P Mention this Paper.



ENTRANCE TO GOWANS, KENT AND CO'S SAMPLE ROOMS—CROCKERY, GLASSWARE, ETC.

MONTREAL TRADE NOTES.

The firm of Wm. Clendinneng & Son are now engaged in the manufacture of the Etna hot water heaters, under the Beaupre patent, and are open for orders.

Messrs. Abott, although seriously incommoded by the fire which destroyed their works, have met the wants of all their patrons well, considering the difficulties they were under. The roof of their nail house is now covered in and will be ready to turn out work shortly.

In consequence of the sudden stoppage of the direct German steamers, the price of glass has jumped up in Montreal, as will be seen by our regular market reports.

There has been a big deal in copper here during the week, and the buyer is generally considered by the trade to have made a lucky "spec."

Meetings of the various iron trade associations were held during the past week, the gentlemen who attended being as close as the proverbial oyster as to the actual proceedings. It is gathered, however, that the agreement between makers to sell goods only at a standard price has worked well, and that there have been no serious difficulties between buyer and seller requiring adjustment, except in the case of a large purchase of cut nails, and this is not the fault of the agreement, but is simply a dispute between the buyer and seller as to what the exact terms of the contract were. The Cut Nail Association are, it is understood, adjudicating on this matter now. No change in prices was decided upon at any of the meetings, although the advisabilty of some increases was discussed. With crude materal on such a low plane, however, it was not considered necessary to make any advance at present. The interests represented meet in the following order: Horse shoe and horse nail men, barb and smooth wire, wire nails, tacks, lead pipe, and finally cut nails, the meeting of which association took place on Thursday last.

COKE AND CHARCOAL PLATES.

Coke and charcoal is a misnomer which is still continued in the trade. It is an inheritance of expressions which denoted the different kinds of iron which existed years ago before the manufacture of steel was perfected. Then we had two kinds of iron, the iron made of coke and the iron made of charcoal. Of course the charcoal process was more expensive, but it produced better iron, and therefore commanded higher prices, so the higher grade of plates were made of charcoal and the lower grades of plates from coke. All this has been eliminated and done away with long ago. All tin plates are now made of steel, either by the Bessemer or Siemens process, but we still inherit the old expression of "charcoal," which is used to designate the better grade both in bright and roofing plates. Really, now charcoal has nothing to do with the iron; it is simply meant to designate the more heavily coated plates as distinguished from the lower grade. As regards the process of tinning, there is no difference whatever except in the mixture of metal used. In making terne plates the mixture is generally three-quarters lead and one-quarter tin. In making "coke" plates the mixture is pig tin alone. In making "charcoal" tin plates the mixture is pig tin alone; but instead of being about three pounds of metal to each box, it is put on heavier, from five to seven pounds or heavier, according to finish required.—Ex.

IT MAY BE INTERESTING TO KNOW

That when excursion rates are made to Chicago for people who live in the East, to enable them to attend the World's Fair next year, it is contemplated by the Western roads to also make excursion rates from Chicago to all principle business and tourist points in the West, Northwest and Southwest, so thst those who desire to spend a few weeks among their friends in the Great West, may have an opportunity of so doing without incurring much additional expense. It may be well to consider this subject in advance of actual time of starting, and the Chicago, Milwaukee & St. Paul Railway Co. has issued maps, and time tables and other instructive reading matter, which it will be glad to furnish free of expense upon application by postal card addressed to A. J. Taylor, Canadian Passenger Agent, 4 Palmer House Block, Toronto, Ont., or to GEO. H HEAFFORD, General Passenger Agent, Chicago, Ill.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."



These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

From $1.80 per cask upwards.

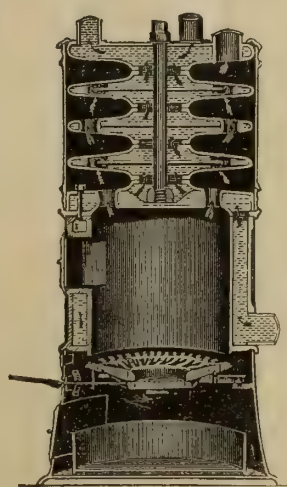
FIRE BRICKS, from $15 per 1000
DRAIN PIPES, from 7 cents to $1.30 per foot.
CALCINED PLASTER.
MORTER COLORS.
ENAMELLED SINKS, (Porcelain.)
And all kinds of Builders' and Contractors' Supplies.
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

Thos. Firth & Sons, Ld.,
Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,
Bessemer Steel,
Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.



-THE-
"Acme"
HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST.
H. D. SIMMONS,
AGENT.



Wire Cloth.

Galvanized Wire Cloth
For Apple Drying, 24, 30 and 36 inches wide in stock.

Cinder Sifter Cloth
30 inches wide in stock.

Hardware Grade Cloth
For Fanning Mill repairs, etc., 18, 21, 24, and 30 inches wide in stock.

THE B. GREENING WIRE CO., Ltd., Hamilton, Canada.

IN FRONT OF THE STORE.

There is some dispute among advertising experts concerning what the window show should be in front of a store. Some think that anything which is really novel and attractive will tend to draw people inside; while others claim that the better plan of advertising is for the merchant to stick to his business text and display nothing which does not directly represent what the dealer has to sell. For instance, you may put a live fox and its litter of young foxes in the window of a fur store, the party of the second part would say; but, in a store for the sale of clothes pins exclusively, it would be better to build up a wooden fox out of the clothes pins themselves.

This contestant thinks, therefore, that it is not safe to let a possible customer to forget for a moment what it is you wish to tell him; while the party of the first part believes that any striking feature or tableau, that compels people to pause and look in the door or window, will bring up the subject of the dealer's business indirectly with quite as much effect. The show of the goods themselves seems certainly to have the lead in practice—partly because it is the easiest thing to do, and almost always has been done. Where the goods are not enticing, from the very nature of them, but must be purchased, the display is not omitted any more than where they suggest beauty.

It has always been a matter of wonder to me, though, that the undertaker displays his goods in the window and front of his store. But he does, just as much as if the passers-by were anxious to be his customers. It would seem as if here was one instance at least where the display of goods themselves might be dispensed with to advantage; and, a sufficient sign being given to determine the nature of the store, the front space could be used as an attractive reception room, where flowers and things artistic might abound. You cannot, of course, put out of sight always the inevitable necessities which the trade is organized to supply; but it would seem as if they might be somewhat less paraded. A softening of the fact of death, by making the ante-chamber leading to its furniture and cymbols in a measure disassociated from them, ought relly, I should say, to be a benefit.

In the yard in front of the stone-cutter, which is made to look like a cemetery, the excuse for the show is more apparent. For style in the monument and tombstone is a thing much more to be considered, and is more permanent to the eye than the undertaker's goods. They are never to be in sight, after the first few hours' use; while the cenotaph or tomb adornment may outlast generations. Even with this tradesman, three or four samples of work unostentatiously placed ought to do service enough; so that passers-by and the neighbors opposite need not have the reiteration of death forced too emphatically upon them.

There are other branches of business which display their goods profusely, and without fail, who certainly suffer by it in one respect. And these are the green grocer and provision man. Fish and clams and meat and garden stuffs are never exposed in hot summer days, or for the most of the year, without injury. And yet I never saw a green grocer or fish dealer or butcher who would think it possible to continue his business if he did not put on the sidewalk, in front of his store, a most bountiful supply of the most perishable goods imaginable. You see the same samples there day after day, greatly to their detriment; and, of course, they are the best the store affords, or they would not be put on show. Two things result from this: Either they are sold to the customer's disadvantage, finally, or they are ultimately thrown away, after having served their advertising purpose.

How would it do for a green grocer or fishmonger to say to his customers: "I don't want to lose the value of my best stock by using it for sign purposes; and you don't want to buy it, half stale, after it has been so employed. I purpose, hereafter, to keep all my goods in a cool place inside, and you shall know what they are by significant placards and transformation pictures in front"? Would not such a grocer or provisioner gain by this plan? or would he lose enough custom to more than counterbalance the assured economies attained? It would be interesting to get some experienced opinion on this point, which one who has been in either of these businesses must certainly have.

Speaking of signs, and shows in front generally, there is no doubt that any good devices or novelties which attract do good, and cannot ordinarily be skipped. But each business and each particular dealer will follow his own intuition on the subject, rather than obey a hard and fast literal rule.—J. B., in Printers' Ink.

THE INVOICE OF BUSINESS.

The object of all business is not simply occupation, but profit. To secure this result, the money coming in must exceed that going out. The exodus of the latter knows no halt, while the bank trips of the former are apt to be irregular and frequently limited. The popular idea of business as an infallible money-getter is by no means in line with facts, while its success is more a matter of climbing a hill than scraping the sky wtih a balloon. For these days it is less and less a luxury, and makes incessant demand on brain, energy and hard work with more persistence than ever. Even in inherited cash or estate, the age is making its farewell bow to time of padded and soporofic adolescence is making its farewell bow to time and men, and in keeping capital, as in making it, there is less of peace in a nightcap than is generally supposed. This increase of activities and anxieties is due to conditions from which we can legislate no escape. In many instances they are hurtful and pernicious with body, soul and spirit, impairing the health of one and demoralizing the others, but the cold fact stares us in the face that we can never incubate a business as a hen does an egg by warming the nest with stationary feathers. Everything in business has to move, and along lines both of direction and method that are constantly changing. Public taste has to be met before its cash is transferable. The presentation of materials, both new and old, is continually varying from a locomotive to a spoon, with cannon and calico, cooking stoves and hairpins, and nearly everything included in the list of manufactured goods. The fashion of one year is antiquarian in the next, and to meet the demands of this nimble and very capricious autocrat, the business man must not only study its phases, but be prepared to supply its wants. In manufacturing industries pure and simple these uncontrollable diversities necessitate the purchase and use of new machinery. Increased production at reduced cost drives its iron nail in the office timber. Machines must be improved or discarded, and in the latter instance take their chances at an auction or in a private trade, or bide their time in idleness or rust till they close their biography in a scrap pile. This is uncomfortable and by no means remunerative, but has to be accepted as part of the invoice of modern business. Improved appearance, finish and numerous details in manufactured articles are necessary to command sales, and keep in line with the procession.

In the presentation of products to public attention another factor is added to the bill of expenses. It has to be done by printers' ink or personal canvass, and neither are gratuitous. The printer has to be paid and the drummer to be clothed in fine linen and dined in palace hotels. In neither case is the duty done for love, or the results secured on any other terms than a cash basis. In both cases they may be a disappointment as to immediate results, but one or both means of securing business is indispensable. The advertiser nowadays is the most successful man. The advertised machine kept persistently before the public eye is not likely to vacate its memory. Week by week or month by month it serenely stares the reader in the face and generally ripens into a profitable intimacy. Placing it in the right place, reaching the right people and giving it due respectability in appearance. with an occasional eye-arresting novelty, is an art, which in a reading age is becoming an important science in business success, and involving judgment as well as money. In any instance and with varying scales of success, up or down the barometer, it is yet a cold fact that advertising is a necessity and by no means a humble item in the invoice of business. In this as in other directions there is no escape from the logic of our present business conditions. They necessarily involve a problem in which competition is the acute factor, the cheapness of product depressing values, and clipping its coupons from marginal profits, with expenses in commercial lines constantly multiplying, a complication in which success in business is rapidly becoming, where not a hazard, a positive science.—Age of Steel.

THE ONTARIO TACK CO.
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton, Ontario.
SP

The Art Metropole

131 YONGE STREET, TORONTO,

IS HEADQUARTERS FOR

Artists' and Decorators Colors in Tubes, Artists' Canvas, Academy Boards, Brushes and Materials of every kind, being direct Importers from every manufacturer of repute in Artists' supplies, and giving our entire attention to this special trade.

If you handle this line of goods, it will certainly pay you to get quotations.

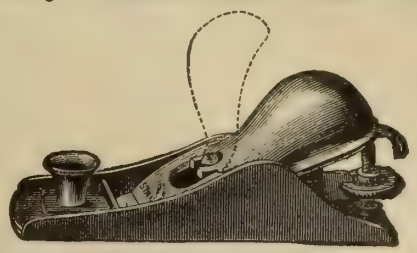
IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY

RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

Stanley's Knuckle-Joint Block Plane.



The knuckle-joint in the cap makes it a lever, too; and the act of placing the cap in position, will also clamp the cutter securely in its seat.
No. 18. Knuckle-Joint Plane, 6 in. Length, 1¾in. Cutter, Lateral Adjustment, Nickel Plated Trimmings..$1.75



CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST

E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
Edward Still.
John F. Helliwell.

TORONTO, ONT.



WE ALL AGREE

THE GREEN SEAL BRANDS OF

White Lead, Paints,
Varnishes, etc., etc.,

ARE PURE AND THE HIGHEST STANDARD.

Walter H. Cottingham & Co.

Proprietors,
MONTREAL.

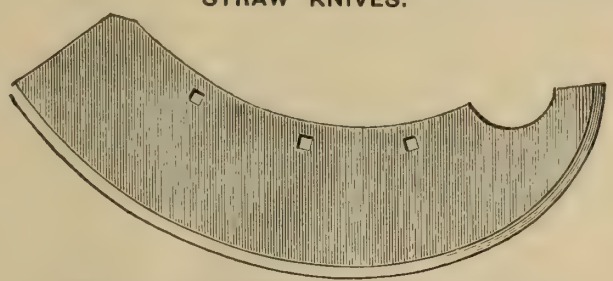
Robertson's Invincible



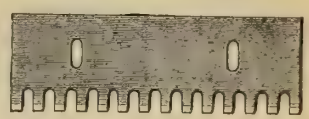
EACH SAW GUARANTEED PERFECT.

Made from Best Quality Silver Steel. Fastest Cutting Saw in the Market. If your dealers' cannot supply, send your orders to us direct.

STRAW KNIVES.



ROOT CUTTERS.



We make a specialty of Straw Knives and Root Cutters. Quality guaranteed. Prices low. Send for quotations before placing your orders.

JAMES ROBERTSON & CO., - TORONTO.

The Whitman & Barnes Mfg. Co.



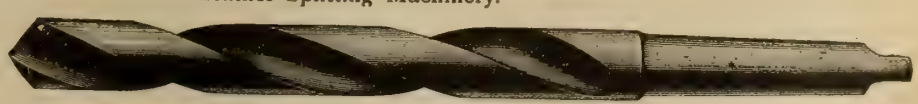
Canadian Branch:
ST. CATHARINES, ONT.

MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES:

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

J. M. Robertson, of the firm Thomas Robertson & Co., Montreal, was in Toronto last week.

C. R. Leah of Goodlass, Wall & Co., Liverpool, Mfrs. Paris green, colors, varnishes, etc., is on a business trip in Canada.

There was a $125 blaze at the Toronto Hardware Co's shops, 1108 Queen street west, at an early hour on Friday morning.

W. H. Jagger, 24 Front street West, Toronto, is figuring on carrying a stock of Hamilton & Co's., London, (Eng.) paint brushes and painters' supplies.

New York Hardware says: There are now only two large manufacturers of iron butts left in the country; and as it takes a large capital to carry on the business, but little change can be made toward a lower base of prices.

Edward Morton, hardware merchant of Campbellford, was married at Belleville last week to Miss Ida Jane Massie. The ceremony was performed by Rev. M. Scott. The couple left for the eastern provinces on their wedding trip.

The offer of a government bounty and the success of experiments in hemp culture in the Bahamas have induced a company to put 2,500 acres under cultivation in the islands. It is claimed that Sisal hemp can be produced as well in these islands as in Yucatan.

Harkley Bros., hardware merchants, Spadina St., Toronto, have called a meeting of their creditors for the 14th inst.. The notice of the meeting gives inability to get in outside accounts and recent failures as reasons for the firm's inability to meet their obligations.

The Seamless Flanged Drip Pan advertised on another page by Thos. Davidson & Co., Montreal, who are the sole manufacturers for Canada, is a superior article. The material and the structure are both strong points in its favor, and it is obtaining a strong hold wherever it is introduced.

Capt. H. Traheny, who is interested in a copper mine at Mamainse, on the east shore of lake Superior, was in Ottawa on Tuesday on business with the Geological Department. He says that the mine in question is now being developed, there being about $10,000 worth of machinery put into it. The machinery was manufactured in Canada.

A company has been organized in Detroit with a capital of $100,000 for the manufacture of a steel-clad bath, which is meeting with a large and ready sale in the United States. A number have been specified for the new Chicago hotels about being constructed for the World's Fair. The industry is a Canadian enterprise in which Toronto merchants and manufacturers are represented.

The contract has just been drawn up by which the Swift Bicycle Company, Coventry, England, locates a factory in Richmond, Ind., to be the largest in America. The company has thirty factories and employs 10,400 men. They will build here on the modern plan and employ 300 men. The capital stock is $200,000 of which Richmond capitalists hold one third.—Chicago Journal of Commerce.

The Toronto Lead and Color Co. have effected an important achievement in the production of an indestructible white baking enamel. This was supposed to be unattainable, and numerous careful experiments by many experts had ended in failure. Black has been long produced, but white never before. The Lead and Color Co's white baking enamel is now being used very extensively and successfully upon iron bedsteads. It is a pure white and being baked in by a heat of 150 to 400 degrees it is not possible to affect it by handling.

In electroplating the nickel is deposited in a porous condition. If you were to take a magnifying glass and look at the nickel plating on stove trimmings you would detect its porousness at once. Hence it is that moisture attacking the nickel, which it cannot affect, rusts the iron under it and causes the former to flake or peel off. Nickel plated stove trimmings should always be taken off when the winter is over, wrapped carefully in paper and stored in a dry place. That is the best way to prevent them from rusting.—Age of Steel.

The timely discovery of an outbreak of fire at Cowan's hardware store in the Cronyn Block. Dundas street, London, on Friday forenoon, and the prompt response to an alarm sent out to the fire companies prevented what might have been a disastrous conflagration. The firemen were soon on hand with plenty of water, and the fire was extinguished, but not before the varnish tins had become dangerously hot. Had the fire communicated to any of the inflammable material the result can only be conjectured. As it was, a few dollars will repair the damage.

The guarantee of the purity of their linseed oils, which J. & J. Livingston give in their advertisement in this issue of HARDWARE, is of the utmost consequence to the retailer. It furnishes him with substantial ground for confidence in the quality of these oils, as such an assurance has the weight of responsibility behind it. It leaves the question between Livingston's linseed oils and other linseed oils not so warranted, a matter of choice between certain and doubtful purity. Further, being of domestic production, there is not the chance for loss through leakage that there is in the long transit of imported oils.

FORGING IRON.

In forging a piece of iron a man must take care that the hammering is done in such a manner that the grain of the iron is not split apart, letting the metal come to pieces. To illustrate this point better than by telling, try to hammer a piece of iron into a round shape, and do it cold. Before a dozen blows have been struck, says the Tradesman, the iron will be all broomed up, and no subsequent hammering can make it solid again. In "drawing down" a large piece of iron to a smaller size, the correct way is to hammer the metal square, then keep shape until desired size is reached.

It does not do to flatten the iron too much one way before the other side is treated therefore it is necessary to turn the iron frequently, hammering first one side and then the other. The skillful smith will turn the iron while he is striking, and never lose a stroke of the hammer. If a piece of iron be hammered so much that it breaks into fibre, the only wax to fix it is to take a good welding heat on the iron, keeping it well fluxed, then hammer smartly until the iron becomes firmly united again. Iron should always be forged as hot as it will stand, and so should steel, but there is a great difference in the degree of heat that the different metals will stand. The iron calls for a welding heat, while the steel should only be heated to the traditional "cherry red."

If a piece of iron is overheated, it will come to pieces under the hammer, and the remedy is to let it lie a few moments without striking it with the hammer, then it can be welded up just as good as new.

When a piece of steel is overheated the case is different. There is no known means of fixing it up again, and the only way is to throw it away and get a new piece of steel in its place. There are lots of compounds advertised for "restoring burnt steel," but they are all worthless, and the mechanic should waste no time on them. There is little difference between cast iron and steel, as far as the quantity of carbon contained in each is concerned, but there is a wide difference in the effect caused by the carbon and the lack of it. Cast iron contains a certain amount of carbon. Remove the greatest part of it, and the cast iron becomes wrought iron. Again introduce a certain amount of carbon into the iron, and steel is the result. By the Bessemer process, just enough of the carbon is burned out in the converter to bring the metal to the required standard, and thus steel is produced direct from the pig-iron. This, however, cannot be done with all kinds of ore. Only certain kinds will do it, and then the steel produced is a "low" steel, that is, it is low in carbon, and there is not enough of that substance contained in it to harden the metal.

You can lose more than we do by not subscribing for this paper.

TO CRUSH LAKE SUPERIOR HARD ORES.

For some time past the furnacemen have been claiming that one of the principal reasons for the greater popularity of soft ores with reference to hard was because the latter had to be crushed, this entailing a considerable expense and loss of time not met with in the softer grades. While it is a fact, also, that the hard ores are usually higher in metallic iron, and while there is little or no moisture, the consumers have set them aside on the above ground. The moisture of hematites runs anywhere from 8 to 12 per cent. The hard ore miners have felt that the furnacemen were unjustly discriminating against their product. Now the Minnesota Iron Company will make an effort to reduce its hard ores at its Tower, Minn., mines, and for this purpose has ordered a large and powerful crusher, which has been built and shipped. Should this reduction be found a cure for the present slow demand, then there will probably be a general introduction of ore crushers throughout the Marquette range, which is the only one outside of the Vermillion producing ores of this class.

This treatment will add to the cost of the ore, and it remains to be seen whether the consumer will pay the price of crushing at the mine. The hard ores are generally more expensive to mine than soft, although there are exceptions to this rule. While little timber is needed in hard ore formations, there is much powder used, and more labor has to be expended on securing a ton than in the majority of hematites. The Minnesota company has wonderfully large stopes, and breaks its ore readily and cheaply. With its product reduced to the size required for furnace work it remains to be seen how it will compare in popularity with the softer grades. There is the point of better quality that the hard ore miners should present in favor of their product. This is a feature that should be thoroughly ventilated. We believe there is being too much soft ore used for the good of the manufactured product, and the admixture of more of the hard variety may soon be demanded by those who desire strength, toughness and good wearing qualities.—Iron Ore.

TO BREAK UP THE COMBINE.

Farmers have been groaning for years under the iron heel of the binder twine monopoly, and various methods have been suggested for their relief. At every session of the Dominion Parliament a motion is brought forward to remove the duty on this article, in the hope that the price will then come down and latterly the Ontario Government has taken up the problem and proposes to solve it by manufacturing twine at the Central Prison by convict labor.

But the Patrons of Industry in this part of the province have determined not to wait for the application of either of these methods, and propose to meet the difficulty by forming a joint stock company among themselves, for the manufacture and sale of binder twine. The prospectus which has been issued provides for a company to be composed exclusively of Patrons of Industry. The shares are placed at $10 each, and subscribers are limited to one share for each 100 acres of land owned or worked by them. Already a large portion of the stock has been subscribed.

Arrangements have been about completed to manufacture in Hamilton binder twine of the first quality, which will be delivered to shareholders at the station nearest to their farms. All Patrons of Industry will be given a chance to take stock and share in the benefits.—Hamilton Herald.

ARE IMPORTED PLATES UP TO THEIR FORMER STANDARD?

A question of no little importance to the consumers of Welsh tin plates and one that may have no little bearing on the future of the tin plate industry of this country, has arisen in connection with the reduction in gauge of plate and consequent weight as well as the reduction in weight of the coating of terne or tin of certain brands.

The charge is openly made, especially by a well-known Eastern dealer in tin and terne plates, that certain makers, one in particular, of well known and highly esteemed brands of Welsh tin plates are deliberately reducing the quality of the plate in the manner suggested above, and that they are doing this under a belief that they are going to lose their American trade and propose to make as much as they can out of it while it lasts, and that this reduction in quality is not brought definitely to the notice of consumers, but the name of the brand which heretofore meant a certain grade and standard has been retained with the result that those who buy this brand, supposing they are getting what they always have been purchasing, are deceived.

We are not prepared to say that the facts are as set forth. We do say that evidence has been submitted to us which leads us to believe that as regards certain brands the charge is true. How extensive the practice is we cannot say.

No one for a moment denies the right of a Welsh tin plate man to reduce the quality of his goods in any way that may seem to him proper and wise. If he thinks that the trade of this country is lost to him and that his good name here is of no value to him it is his right to reduce weight and coating and even the quality of the sheet if he will. But we question the right of a maker to offer plates of an inferior quality branded with a brand that has for years maintained unchanged a certain standard without distinctly calling the attention of the buyer to the fact of its deterioration. We question if the delivery of the inferior goods would be a good delivery in law as it certainly would not be in morals.—American Manufacturer.

Soap and water are cheap, but soil on goods is expensive.

A customer secured is a promise of greater salary in time.

Goods conveniently located save time, money and temper in showing.

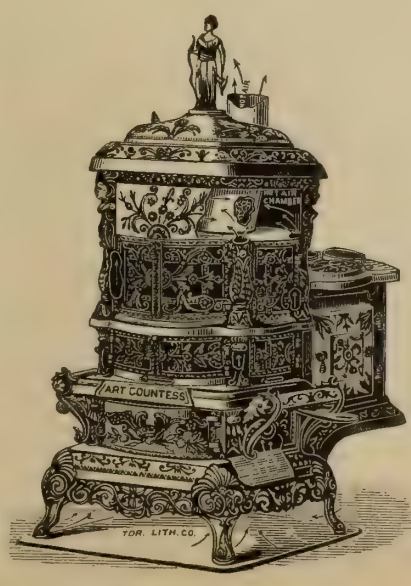
Restore goods to their proper places as soon after using as possible

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

ART COUNTESS BASE BURNER

WITH AND WITHOUT OVEN ATTACHMENT.



Over 15,000 now in actual use, and our sales this year larger than ever.

This is undoubtedly the most beautiful and perfect working Heater ever manufactured.

EVERY STOVE A DOUBLE HEATER.

By a patented device, the cold air usually found along the floors or under the base is drawn up through circulating air flues and over the fire, and is then thrown out at the top of Stove into the room, or may be conveyed to any other room by attaching a pipe to the cellar.

FOR SALE BY ALL LEADING DEALERS IN THE DOMINION.

E. & C. GURNEY CO.

TORONTO, ONT.

MARKETS

MONTREAL MARKETS.

MONTREAL, Oct. 14, 1892.

HARDWARE.

The week has witnessed a continuation of the movement noted last and all the shelf and general hardware houses have sufficient orders both by mail and otherwise to keep them busy, and the orders are not all of a sorting up kind either but compose some good lots of leading lines. Enquirers are making their appearance also with regard to winter goods and although nothing has transpired the indications are encouraging. There has been a fair demand for cuttlery etc., while building materials maintain the life noted in our last. Sleigh bells and saddlery supplies are moving freely from first hands as previously noted and the presumption is that jobbers are fairly well supplied with orders. In fact a fair degree of activity is to note all round in general hardware. There is no change in values except in glass which is higher although meetings of the various associations were held here last week. Nothing particular could be learned of the actual proceedings but the general report says harmony prevailed between workers, and that no serious difficulties came up for adjustment. In consequence of these meetings values on horse shoes, horse nails, barbed wire, plow wire, wire nails, tacks and lead pipe etc. are unchanged. Makers of each report fair orders and the general reports regarding payments are satisfactory. In fact with the exception of crude material the market is active and encouraging.

PIG IRON.

There is no change in pig, business continuing of narrow proportions. Buyers seem secure of the market and do not seem at all anxious about supplies. The firmness and scarcity of special brands referred to last week is still a feature of the market and likely to remain so. Very little Summerlee is offering and it and equal brands are held firm at $20. Lower grades are not so scarce but stocks of them also are light. They have furnished the only extensive business of the week, round lots of Carnbroe moving ex wharf at $18 to $18.50 and Eglinton at $19. In domestic pig, makers agents here report a moderate busines in Nova Scotia Siemen's at $19 to $19.50.

BAR IRON.

There is no change in bar iron, which is moving quietly at $1.85 to $1.90.

SCRAP IRON.

There is only a small movement in scrap iron to note while prices are the same as before. We quote wrought $15 to $16 and cast $13 to $14.

TIN PLATES.

Tin plate is featureless with values easy in tone although there is no quotable change. Nothing is doing in cokes which are quoted at $3.30 to $3.40. Charcoal is dull but steady at $3.90 to $4.25.

TERNE PLATES.

The terne plate market is still at present and prices are more or less nominal under the occasional sales that occur at $7 to $7.25

CANADA PLATES.

Business in this line is small and unimportant and prices are the same at $2.50 to $2.60 according to grade.

COPPER, ETC.,

Copper as noted elsewhere has furnished the chief feature of the week in the market for heavy materials. Reference was made last week to buoyancy on the other side which has materialized in a sharp advance in values over there and in New York. This fact has led to a large speculative purchase of copper some 20 tons at a figure under 12½c. which is considered a very good price allowing for the position of outside markets. There is no change in tin or lead, the former being quoted at 22½ to 23c. and the latter at 12¼c.

NAILS,

There is a fair trade doing in nails both from makers and jobbers and no change in prices is to note. Wire nails also are fairly active and steady.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	.....	$3.00
9 dy to 30 dy	"	.....	3.25
8 dy	"	.....	3.50
7 dy	"	.....	3.75
6 dy	"	.....	3.75
5 dy	"	.....	4.00
4 dy	"	.....	4.25
3 dy	"	.....	5.00
3 dy fine,		.....	6.25

CHEMICALS.

There is no change yet in chemicals but as we noted last week there is the possibility of an advance on some lines of German goods.

Bleaching powder,	$3.25	to	$4.00
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

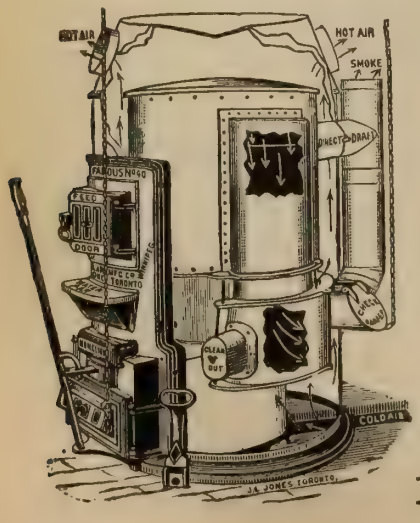
As we anticipated there is an advance in glass, principally owing to the cause referred to in these columns last week, but also due in port to the fact that prices have ruled very low this summer. The fact that late shipments from Hamburg will have to pay double freight, decided dealers this week upon an advance, and now 50 feet boxes will cost 5c. more and 100 feet boxes 25c. Quotations now are, first break $1.35, second $1.45, third $3.25 and fourth $3.50 and so on, and the tendency is to still higher prices.

OILS AND PAINTS.

There is a fair trade doing in oils, but prices are unchanged, linseed being steady at the advance noted last week. We quote as follows;—Cod, Newfoundland 42½c. steam refined 40 to 42½c.; linseed raw 55c.; linseed, boiled 58c.; castor oil 8 to 10c.; cod liver oil, Newfoundland 80 to 90c.; cod liver oil Norway $1.05 to $1.20; turpentine, 46 to 47c. Less 3 per cent. 30 days.

NAVAL STORES.

There is no change in the ship chandlery business which rules quiet. We quote as follows:—Turpentine, 45 to 46c. for small lots; do in cases, 51 to 52c.; Rosin $2.40 to $4.50 as to quality; Coal Tar, standard barrels, $3.50; Pine Pitch, $2.50 to $2.60 in round lots; Pine Tar, $3.75 to $4.00; Cotton Waste, colored, 5¾ to 6½c.; do. white,



We have an experience of nearly half a century in making Stoves. They are at the head of the Trade and will be kept there. This year every Stove is re-inspected, so that the dealer may rely on their perfect order.

We have 57 varieties of Coal and Wood Hot Air Furnaces.

Our Steel Dome Low Radiator Coal Furnace is WHAT YOU WANT. (Shown in cut.)

IT FILLS EVERY REQUIREMENT.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MONTREAL Markets continued

8 to 10c.; Oakum, 5½ to 8½c.: Cotton Oakum, 10 to 12½c.

CEMENT, ETC.

The shortening of the season for the German steamers has given more tone to cement, but prices are unchanged at $2.05 to $2.15 for English and Belgian 10c less. Firebricks are quiet at $17 to $20.

PETROLEUM

There is an improving demand for petroleum which is unchanged. We make the following quotations: Canadian, 12½c. at shed in Montreal for round lots and 13½ to 14c. for small quantities. Benzine is quoted at 11c. Petrolea, and 13½ to 14c. Montreal. American petroleum, 19⅞c. in car lots, 20½c in 10-barrel lots, 20¾c- in 5-barrel lots, and 21¼c. for single barrels, 2 per cent. off for cash; American benzine, 23 to 25c.

TORONTO MARKETS.

TORONTO, Oct. 14, 1892.

HARDWARE.

Jobbers report a brisk call for nearly all lines in shelf hardware. Shipping keeps every one busy in the warehouses, as stock is going forward on orders received for instant delivery. The sorting up wants of traders continue to increase despite the fact that they received a good deal of attention last month. Early shipments of goods upon orders taken a month ago for future delivery are being made to merchants in the west. The bane of price-cutting appears to have been expelled from this fall's trade, and generally full prices are secured. This is an improvement that may in some measure be due to the retirement of one local jobber, whose stock was sold some time ago, and whose withdrawal reduces the strain of competition to some extent. The manufacturers' associations have not as yet announced any changes in prices as the result of their quarterly meetings, but as the deliberations of some of them are probably not yet concluded, it may be premature to infer that they have made no changes. Nails are in smart demand now, both cut and wire. Rope is selling freely. Glass is also going out steadily at from $1.35, but it is possible to buy as low as $1.30 in some cases. Payments are reasonably prompt, but renewals figure in the settlements about as much as ever.

METALS.

A further contraction in the demand for pip iron, a sharp advance in tin in the London and New York markets, a stiffening in the price of copper, and no great amount of business upon this market in anything, are the chief points in the metal trade.

PIG IRON—No sales of British iron are reported. Consumers do not appear to grow uneasy in the face of the prospect of having to pay higher prices when winter freights obtain. They can get the iron at reasonable price even after the expiry of summer freights. Carnbroe still quotes at $20.75, Langloan $21.75. Summerlee is not to be had. Of Canadian Siemens iron all there is to say is that a little business has been done at $21 for No. 1 and $20.50 for No. 2. So far as United States irons are concerned there is no change of importance and but little business.

Rogers, Brown & Co., Buffalo, N. Y., have the following report af the Toronto pig iron market: Although Southern furnaces have been forced to advance prices still further, on account of being heavily undersold, Northern and Eastern irons have not sympathized further than to be remarkably firm at old prices. This situation will result in heavier purchases of the latter irons and should improve the market all over the country. In some lines business is duller now than it promised to be in September, but in others it is exceeding the most sanguine expectations. From this time of the year through the winter there is usually a large increase in demand from Canada, owing to the greater convenience in obtaining American iron over Scotch. We quote for cash f.o.b. Toronto, in bond: 1X Foundry Strong Coke Iron Lake Superior ore, $16.20; 2X Foundry Strong Coke Iron Lake Superior ore, $15.20; 2 Foundry Strong Coke Iron Lake Superior ore, $14.70; Jackson County Silvery, 1 $18.25; Jackson County Silvery, 2, $17.75; Lake Superior Charcoal, $17.20; Tennesse Charcoal, $17.20; Southern Soft, 1, $14.35; Southern Soft, 2, $14.10.

FINISHED IRON AND STEEL—Bar iron quotes from 2c. up and is but moderately active. The boiler makers keep up the demand for plate and sheet steel, an order for 60 tons of the former having been booked by one local firm this week. Steel in all forms is unchanged.

ANTIMONY—This metal is not especially interesting at the moment, as orders are not large and prices are steady. Clarkson's quotes at 13¼ to 13½c., and other brands at 12¾ to 13c.

CANADA PLATES—Orders continue to come in quite freely, while prices remain steady at from $2.70 to $3.10.

SHEET STEEL BRICK
ABSOLUTELY FIRE PROOF.
METALLIC ROOFING Co
CATALOGUE FREE M'F'RS TORONTO

COPPER—This metal has undergone decided improvement, an advance has taken place in New York, the market there is firm, and Canadian importers have withdrawn quotations. On spot this causes little excitement as stocks are full and demand is low, while mistrust of the stability of any advance in the copper market is generally entertained, former advances having turned out illusive to speculators. There is however a feeling that the present temper of the market is more constant. Casting copper continues to job at 13½ to 13¾c. Lake ingots are ½c. higher.

GALVANIZED IRON—This metal continues to be a leading one in the demand. Considerable sales have been made this week, at prices ranging from 5¼c. upwards according to gauge.

INGOT TIN—This metal too has evinced a new spell of vitality, and a sharp advance has taken place in the New York market. There prices have risen from $20.35 to $20.80 in one to four ton lots. The price is also firmer here at 22½c. for Straits tin and 23c. for Lamb and Flag tin.

LEAD—Dulness deepens upon the lead market, the motives to business seeming to diminish. The market price is 3¼c., but business can be done under that figure for round lots,

SPELTER—The price is easy at 5¼c. for blocks. Zinc sheets are 6⅜c. to 6½c.

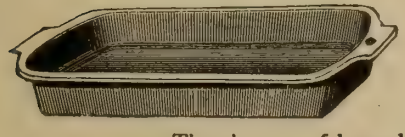
TIN PLATE—A small business falls to this department. The market is dull and prices are steady at $3.65 for cokes and $4.25 for I C charcoal, with $1. extra for each cross.

OILS, PAINTS AND COLORS.

There was some expectations that an advance would follow the upward movement in United States prices, as these in car lots are now the same as Canadian jobbers are asking, but no such advance has taken place, and prices continue to quote at 57½c. for raw and 60½c. for boiled in 1 to 3 barrel lots. Two cents is allowed off these prices in Toronto, Hamilton, London, Guelph. On larger lots the quotation is ½c. lower. The English market now rules prices

"The Seamless Flanged Drip Pan."

MADE OF THE BEST QUALITY OF SIEMENS-MARTIN PICKLED AND COLD ROLLED STEEL.



THIS PAN is drawn by means of dies and is finished with a flanged edge as shown in the cut. This flanged edge enables the housewife or cook to lift the pan easily and safely from the oven.

The superiority of this seamless pan over the old style pan made of common stove pipe iron is apparent at first glance. Its advantages, briefly enumerated, are:—

1. The absence of lapped edge, seams and wire bead which collect and retain grease and filth of all kinds.
2. The superior quality of metal and the shape of the pan which prevents it from warping and twisting, which is the case invariably with the old style lapped edge pan.
3. The pan retains its shape, thereby insuring an even bake.
4. It is much cheaper as it will outlast several of the old style pans.

Made in the following sizes: 8x10 in., 8x14 in., 10x15 in., 12x17 in.

THOS. DAVIDSON & CO., Sole Manufacturers for Canada. MONTREAL, QUE.

MARKETS—Continued

here and will do so until the advance in freights, after which there may be some advance. Turpentine is steady at 46½c. delivered. An advance in the South of 1½c., reported on Monday, has so far not affected values here. A considerable amoant of business in round lots has been done in the expectation that higher prices will ensue the Presidential election. Castor oil continues very low, having declined further in India, as a consequence, in part, of the depreciation in silver. In cases it quotes at 7½ to 8c., and is 8½c. by the tin. All other lines handled by paint men are unchanged, and trade is dull.

PETROLEUM.

Trade is active in a jobbing way, but prices develop no tendency towards movement up or down. Canadian refined is 14 to 14½c.

The Petrolia Advertiser reports :—Petrolia crude $1.27 per barrel, Oil Springs crude $1.27½ per barrel. The week under review, has witnessed a decided strength in crude value, notwithstanding the fact that several extra good wells have been completed. Refined is very firm, and rumor has it that an attempt is being made to re-form a refined syndicate. The manufacturer should get a better price for his commodity and we should be pleased to see a reasonable advance take place.

OLD MATERIAL.

The prices of old material of all descriptions are unchanged, but there is now a very good outlet afforded by the demand of manufacturers. We quote : No. 1 heavy cast scrap 65 to 70c. per 100 ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c; light scrap brass 5½c. ; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c. ; scrap rubber, 2¼ to 2½c. ; country mixed rags, 80 to 85c. per 100 lbs. ; clean dry bones, 50 to 60c. per 100 lbs. ; plough shares, 60 to 65c ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

HIDES, SKINS, WOOL, TALLOW.

HIDES.—No. 1 green cows' are still quoted at 4½c. Cured are moved out at 5c. in car lots.

SKINS—Sheepskins are 70c. Calfskins are quiet at 5 to 7c.

WOOL—Combing fleeces are 17c., clothing fleeces 19 to 20c. The market is very dull. In pulled wools prices remain at 22c. for super and 26c. for extra.

TALLOW—Is quiet at 5¾c. for rendered and 2c. for rough.

AMERICAN METAL MARKET.

NEW YORK, Oct. 14, 1892.

The prominent feature of the local market for has and steel during the past few days has been general quietude. The orders placed for finished productions were of common place character, and new inquiries were not such as would indicate larger or more urgent wants in any quarter. Gradually increasing competition still has a more or less depressing effect upon prices of most lines of soft steel, but there is no yielding from former prices for other products of the rolling mills, and between favorable relations of supply and demand and existing agreements between manufacturers, prices are fairly well maintained, except, as noted above, for heavy sections of soft steel.

In crude material there has been no change. Former prices for Bessemer and other varieties of pig iron prevail in outside markets, the same may be said of the varieties of foundry and mill grades particularly adapted for Eastern consumers, and, as a whole, former prices prevail : Quotations on Northern brands are : $15 for No. 1 X foundry, $13 75 to $14 for No. 2 X foundry and $13.25 to $13.50 for grey forge. Southern brands are quoted at $14.25 to $15 for No. 1, 13.50 to $14 for No. 2 foundry and No. 1 soft, $13 to $13.50 for No. 2 soft, $12.50 to $13 for grey forge.

Old material has been selling in a moderate way only, but prices are still held with some showing of firmness. Iron tee rails are quoted at $17 to $17.50 f.o.b. Jersey City, and No. 1 wrought scrap at about $16.00 to $16.50 at same point.

Local agents have captured a few small orders for steel rails, but the entire business reported makes an indifferent showing, and, to all accounts, the general situation is much the same as it has been for some considerable time past. Prices for heavy sections are maintained at $30 f.o.b. mill. Rail fastenings are slow, as a matter of course, with the leaning of prices still in buyers' favor.

There has been livelier buying of Lake Superior ingot copper by home consumers, many of whom engaged supplies for the balance of the year, while some extended their purchases in fair sized parcels for delivery further ahead. The rumor of an agreement on the part of companies as to future production had a certain amount of influence, but a report that the Lake companies would not ship copper overland at prices lately ruling, also had a certain effect. Whatever the incentive to operations, the fact remains that sales have been made to a considerable extent at from 11¼c. up to 11⅝ to 11¾c. Electrolytic is now quoted at 11c. upward, and common casting copper at 10½ to 10¾c. In the London market merchant bars advanced to £45 15s. for prompt and £46 5s. for future delivery.

Pig tin is somewhat higher in price, with 20½ to 20.60c. net quoted for round lots, prompt and near future delivery. There has been some speculation at the advance and a little business on jobbing account, but buyers generally appear slow about taking hold at the higher level of cost. In the London market there has been an advance to £94 for prompt and £94 7s. 6d. for future delivery.

Business in pig lead has been on a moderate scale and the market continues rather weak, with sellers at 4c. for this and next month's delivery. Western spelter is also weak, with business in a wholesale way at over 4.40c. the exception.

The tin plate market has been quiet and bare of new feature.

BRITISH MARKETS.

A. G. Kidston & Co., Glasgow, report as follows :—We cannot say that the outlook is any brighter, and there is a great want of confidence which militates against any improvement. However, "when things are at their worst they will mend" is a good-going proverb, and though it might not be safe to say that the worst point has actually been touched, it is difficult to believe that we can be far from it. Manufacturers cannot make ends meet under present conditions, and many have dropped out. Stocks everywhere must be moderate, and this alone will tell whenever confidence has been restored.

Pig Iron.—The business done in warrants has been of the most meagre description, and prices have not been characterized by any material fluctuation. Cleveland iron, being relatively dearer than Scotch, has been almost totally neglected, while during the past week in the Scotch "ring" there was not a single transaction in hematite warrants .The withdrawals from public stores during the past fortnight have been—Scotch iron, 9,967 tons; Cleveland, 3,051 tons; and hematite, 1,510 tons, and stocks to-day stand at 378,792, 10,954, and 36,283 tons respectively. Settlement prices at close of market are 41s. 7 1-2d., 39s. 7 1-2d., and 49s. 3d. per ton.

Manufactured Iron.—The returns from the various centres do not indicate any improvement in the finished iron trade. Bars are only in moderate request. For hoops there is said to be a fair enquiry, but makers of Sheets report a great absence of demand.

Steel.—The Steel trade is also in a very unsatisfactory condition. Ordes are few and are keenly competed for. Prices are only maintained because there is no room for further reductions. It is an anomalous state of matters to find Steel Ship Plates in point of value about a par with fair average grades of Bar Iron. Makers are hinting at a combination to maintain values, but this may not be easily arranged. In Steel Rails orders to the extent of 30,000 tons have recntly been placed.

Copper.—The London metal market is practically idle, and transactions in copper and tin have been of the most limited nature. The price of copper has fluctuated between £43 15s. and £44 2s. 6d. for cash, with 7s. 6d. to 10s. extra for three months forward. The statistics issued for first half of September show a small increase in the total visible supply.

Tin.—There seems to be at present little interest manifested in this metal, and values have still a downward tendency The amount of business being transacted is most meagre.

Tinplates.—Notwithstanding the reduction in the make occasioned by the closing of several works there is no improvement in the condition of this industry. Though prices are as low as have ever been touched, the market continues very depressed, and there is not much in the outlook to relieve the gloom.

Lead.—Is rather firmer in tone. Stocks are decreasing and supplies from Australia and elsewhere are being curtailed. We quote foreign at £10 7s. 6d. nett, ex ship London, and English at £10 12s. 6d. less discount, f.o.b. shipping ports.

Spelter.—The syndicate which formerly controlled the production and the price has been dissolved in so far as the latter is concerned, consequently there has been a sharp reduction in value. To-day's quotations are £18 7s. 6d. to £18 12s. 6d. nett, ex warehouse London.

Zink.—Has been reduced quite 40s. per ton, and may yet go lower. Meantime until prices steady there is very little business being done.

FALL GOODS FOR HARDWARE DEALERS.

Guns, Rifles, Ammunition and Decoys

Agency for the Ithaca Gun.

—o— CATALOGUE READY —o—

H. P. Davies & Co.

81 YONGE STREET.
TORONTO.

W. J. REID & CO.

IMPORTERS AND DECORATORS OF

Crockery China and Glass.

LAMPS A SPECIALTY.

All glass, Vase, and Library Lamps, in every hue and design.
Our travellers will call upon you shortly with samples.
LONDON AND BELLEVILLE.

Horse and Stable Brushes and Brooms.

HIGHEST QUALITY AND FINISH.

The Most Saleable Goods in the Market.

MANUFACTURED BY

CHAS. BOECKH & SONS,
TORONTO.

Send for Special Illustrated Price List.

Hamilton and Toronto

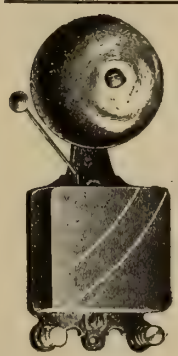
SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.



ELECTRICAL
HOUSE -:- FURNISHINGS.

Bells,
Batteries,
Push Buttons.

The largest and best assorted stock in Canada.
Send business cards for discounts.

T. W. NESS,
749 Craig St., MONTREAL.

THE BEST
English Sporting Gunpowder
USE THE
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—Made only by—
Pigou, Wilks & Laurence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
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are famous for their fine quality
Razors, Scissors
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Pocket Cutlery

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(TREE BRAND)
FOR SALE BY LEADING WHOLESALE HOUSES.

Canada Iron Furnace Co., Ltd.

Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C. I. F."** THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

TO CARRIAGE HARDWAREMEN



The season for Horse Shoe Vises is at hand. It will pay you to get samples now.

A. B. JARDINE & CO.,
HESPELER, ONT.

OUR LONDON LETTER.

LONDON, Oct. 5, 1892.

BUSINESS IN SHEFFIELD.

It is well worth noting that while local cutlery manufacturers find it a hopeless task to make headway against hostile tariffs, the Germans appear to be making a far more stubborn fight. The German cutlery firms are importing a larger quantity of Sheffield steel than formerly, while at the same time they are receiving heavier consignments of ivory and pearl for hafting. The busy Teuton must be taking a good deal of our trade in the markets where the prohibition tariffs practically close the gates against English goods. As I have before pointed out in these letters, the Indian markets are being overrun by Solingen and other foreign houses, who are making India a "dumping ground" for their cheap lines, being excluded very largely from the United States. Writing on the 23rd of last month, the editor of a local Sheffield paper said:—"To-day thousands of Sheffield craftsmen, who were at one time fully engaged for the Indian markets, are walking the streets, and factories once filled with busy workers, show beggarly accounts and empty benches." A cutlery maker of the same town tells me that the demand has greatly fallen off in consequence of German cutlery being sold at a much cheaper price, and also through the low rate of exchange increasing the cost, so much so that dealers ask the makers to allow an interval of six weeks or so between each shipment of each lot. At the present time the heavy trades of the town are in a depressed state. Armour plates and other war materials are not in demand, and as the current orders are completed the men are discharged. This is occurring week after week, and now the aggregate number of unemployed in the heavy industries is very large. Business with South America and Australia for railway stores is practically nil. A few good orders have been received lately from the former market for files, butchers' knives and similar goods, but such orders are quite inadequate to keep the cutlery trade going as a whole. The oldest tradesmen do not remember a worse time in the cutlery trade.

EXTENSION OF THE STRIKE AT JOSEPH RODGERS'.

The strike of cutlers at Messrs. Joseph Rodgers & Sons, Ltd., the well-known Sheffield cutlery firm, which has already lasted several months, has now been considerably extended. On the 3rd inst. the whole of the cutlers, forgers and grinders in the penknife department resolved to hand in their notices. The strike began in the pocket blade department in resisting an attempted reduction of wages which the firm said was necessary by the loss of a good part of the United States market, and also against a system of team labor by which the work is given out wholesale to certain contractors and the workmen employed by them. The 300 men who have been out have been supported by their own and other Sheffield trades, and an effort was made by the Sheffield Trades Council to initiate negotiations, but Messrs. Rodgers refused to deal with anyone except the men. Since then matters have drifted on, and the penknife makers have now decided that unless the firm will meet the men in some way they, too, will join the strikers. The grinders, forgers and cutlers, after full meeting, decided in each case to unanimously give in their notices. Thus more than 200 men will be brought out, and this step will probably bring matters to a crisis.

WAGES REDUCTION IN THE METAL TRADES.

Wages are being reduced all over the country. The Glasgow and west of Scotland engineers and ironfounders have received notice of a ten per cent. reduction. A reduction of 3d. in the ton on puddlers' wages has also been made in England.

THE CREDIT SYSTEM.

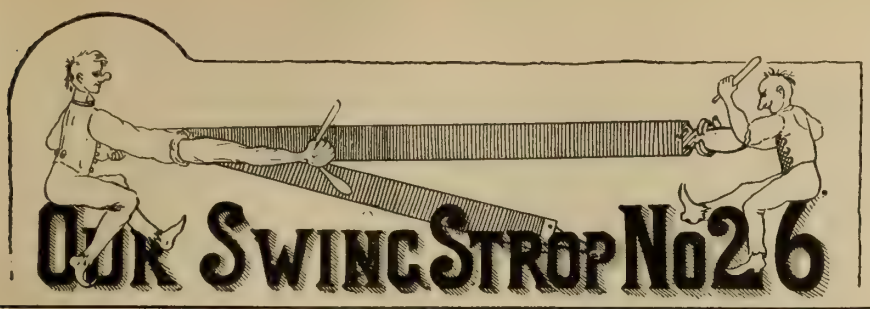
One of our English trade papers recently had the following paragraph:

"Buy cheaply,"
"Pay smartly,"
"Cry loudly,"
"Sell quickly,"
"Cash only."

Buy cheaply is to buy in the best market. Pay smartly, and take your discount. Cry loudly is to advertise well and judiciously. Sell quickly at a fair profit. Cash only, and save bad debts. In looking through an American trade journal the other day I was struck with an article on the abuse of the credit system in the hardware trade. The article stated that one man ran up bills from $1,000 to $50,000; took into partnership the local agent of a commercial agency to give the private reports on his stability the right tone, bought heavily all round, and finally "deeded away all his property outside of the business, on the same day that he gave chattel mortgages on his stock to a number of 'friends.'" The writer suggests the following remedy:—Why should not hardware firms adopt the same principle as is employed by the two large Western dry goods U. S. houses—Marshall, Field & Co. and the John V. Farwell Co.—who conduct their own commercial agencies? These two houses require an applicant for credit to fill out a statement of his financial circumstances, unless he is well known to them. This statement must include a list of credits and the amount of indebtedness "not due" and "past due." Local particulars are inquired into by an attorney, the firms employing one in each town where they have a customer, and they also get a report from a local bank. The firms' travellers also make judicious inquiries and obtain much valuable information. The applicant has to state, among other things in his form, the stock of goods on hand and value; notes and accounts good, ditto doubtful, ditto bad; cash on hand; other personal property; insurance on stock, other insurance; description of any real estate; and references. Under "liabilities," the applicant has to say what encumbrances he has on his real estate; ditto personal estate; chattel mortgages; annual business; percentage of expense to sales, etc.

MARRIED WOMEN AND BANKRUPTCY.

A lot of fraud is going on here in England in connection with the Married Women's Property Act. A married woman can only be made bankrupt if she carries on trade separately from her husband. She may have a separate estate, may have incurred separate liabilities, and may have committed acts of bankruptcy, but except in the one contingency of her carrying on a separate trade, no steps can be taken to secure equal distribution of her property under the Bankruptcy Act, and the only remedy of individual creditors is against her separate property. If she has put this beyond their reach, as she generally does, they can't obtain any satisfaction whatever. An adjudication in bankruptcy was recently made against a debtor who had borrowed largely on promissory notes or bills to which his wife's name was attached as surety. In several instances also the wife acted as borrower and the husband as surety. The husband took a house at Brighton—a fashionable seaside resort—jointly with his wife, and furnished it at a cost of $4,000, the major part of the invoices being in the wife's name. The lease of this house was assigned by way of security for loans, and the furniture was sold to a relative of the wife just before the husband's bankruptcy for $12,000, and the proceeds disposed of by her. Many of the creditors held judgments against the wife, but although she was believed to have separate estate, there were no tangible assets on which they could levy execution, they could not obtain her commital for contempt, and as she was not carrying on a trade separately from her husband, they could not petition against her in bankruptcy. Of course, she could defy the creditors. The most frequent way in which the wife's separate legal existence affects the interests of creditors is by way of claims to furniture and effects when a receiving order is made. It is well known that bankrupts have gone, and do still go, into court without a penny, while their wives have been found in possession of land, houses and other property, which have been bought with the bankrupt's money. A bankrupt of this class keeps no books nor anything in the way of accounts or writing, which might give a clue to the money, as he has abstracted it from his business from time to time and given it to his wife. Another dodge is to employ the money of creditors, or materials supplied by them, to repair and improve the wife's separate estate. After bankruptcy the bankrupt, although undischarged, will often commence business again in his wife's name, the bankrupt occupying the nominal position of manager, instead of principal. It is proposed to alter the Act referred to so as to make every married woman subject, in respect of her separate property, to the bankruptcy laws in the same way as if she were a "femme sole." Also that where the separate estate of a debtor's wife has benefited through goods supplied to the husband, the Bankruptcy Court shall be able to order that the wife shall contribute out of her separate estate a certain amount towards payment of the creditors.



Is so constructed that the razor can not cut the edges. The Leather and Webbing are made specially for this strop. The best value ever offered in Canada.

The Hemming Bros.' Co., Ltd.,
76 York St., Toronto.

HANDLING CHEAP CYCLES.

One of the questions which confronts the retail dealer in entering on the bicycle trade is, "what kind of wheels shall I handle? shall they be high or low priced?"

In reply to the question, it is pertinent to ask whether the dealer wants to make a success of handling wheels, or if he is going into the business for a little while and then leave the country. If the first is true, and we trust it is, it seems the best plan to handle the very best wheels that can be secured.

It is quite true that the high grade wheels cost a good deal, but it is also true that there is more profit on them. Then, aside from that, the first wheels a dealer sells will go a long way towards establishing his reputation. If they are cheap wheels they may not give very good satisfaction and may be hard to sell any more. If, however, the wheel is one of strictly high grade, there need be no fear that satisfaction will not be the result of the sale. It will open the way for more sales.

From a customer's standpoint a high grade wheel costs a good deal of money, but he does not take into consideration the fact that it will be a wheel which will stand the wear and tear in every emergency.

We do not mean to say that a popular priced wheel should not be sold at all, for there are many of the lower priced cycles which are very good for the money. But what is meant is that the dealer should make a distinction and point out the merits of both. Then if the customer wants the cheaper wheel, all right. It is always for a dealer's interest, though, to sell the high grade wheel if possible every time.

Prices of wheels do appear to be a little high, and yet when all things are considered, they are not unreasonably high. It is not so much the cost of making the wheels or the material as it is the patent which protects the manufacturer for a few years. In order to keep up prices he has to change the character of his wheel in order to get another patent. Whether this process will be kept up indefinitely it would be difficult to say. It may be that a few years more will make a great difference in prices.

Another thing might be spoken of and that is the kind of tires to put on wheels. It has been suggested by some authorities that the pneumatic tire should not be used by country riders on account of the distance from repair shops. There is much truth in this view as far as it goes, but it does not go far enough. Some manufacturers guarantee their tires for a year, and for that reason their wheels might be safe for country riders to use. Then there are some varieties of tire which can be mended easily so as not to necessitate sending them to a city repair shop. Still there is some risk, and if a customer is afraid of the pneumatic, sell him a good cushion, which is next thing to it.

The best is always the cheapest in the long run, and it will be found true in the bicycle business as well as in other lines of goods. If the customer does not want to pay for the best, let him take his own risks, but do not tell him that a wheel which costs from twenty-five to fifty dollars less than the high grade wheel is just as good, for it is not. It may stand a good deal of knocking around and make a very serviceable wheel, but as for holding out as long as its higher priced competitor, to use a slang phrase, "it is not in it."

If you go into the wheel business, go in to stay for a long time, for the bicycle fever will continue for many seasons to come, and the dealer who gets a trade established on the start will have the best of it. Get good wheels and stick to them, for every one you sell will be a good advertisement and will lead to more sales.—Stoves and Hardware Reporter.

THE PRICE OF PLATINUM.

It is reported that the recent scare as to the scarcity of platinum was got up for a purpose, and that the increase in price was due to a combination between the English handlers of the ore and a broker in St. Petersburg, who together controlled the production and got up a "corner" in this article. The increase in price has, however, provoked competition, and several new mines have now been opened, which have increased the production considerably. There are now at at least 40 mines at work along one river, but the plant employed is of a very primitive character. Some of the mine owners have now introduced steam power, but at present the sand is not purified at the works, but sent to an establishment in Germany where it is prepared for the market. The yield of crude platinum for the year 1891 from the Ural provinces exceeds 9000-lb., or 50 per cent more than the returns for the previous year.—American Manufacturer.

A new process for drawing wire by electricity enables the operator to make wires of platinum and gold finer than women's hair. Glass may be spun into threads finer than silk by the same process, and a dress for the wife of the inventor has been spun from opalesent glass, which is a good counterfeit of Chinese silk.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

--GLASS--

WINDOW GLASS,
COLORED GLASS,
ENAMELLED GLASS
ROLLED GLASS.
See Latest Designs in
Fancy Imperial and Mechanical Embossed.

A. RAMSAY & SON,
Established 1842
MONTREAL.

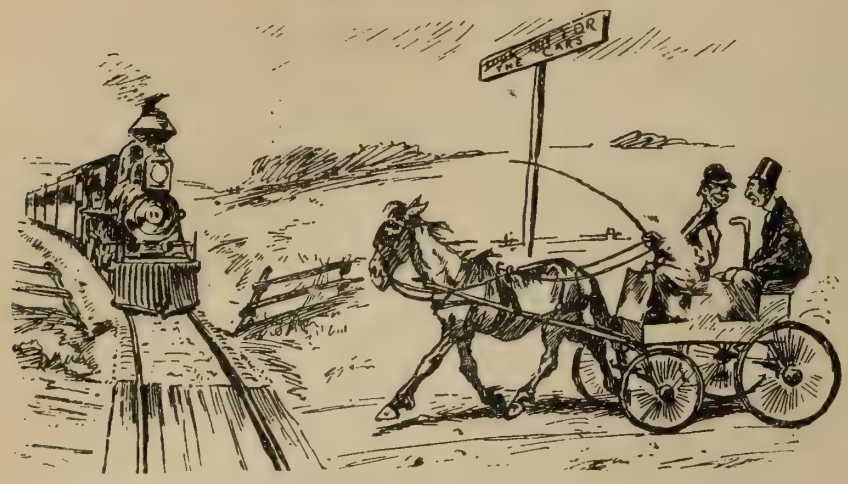
THE OAKVILLE BASKET COMPANY,



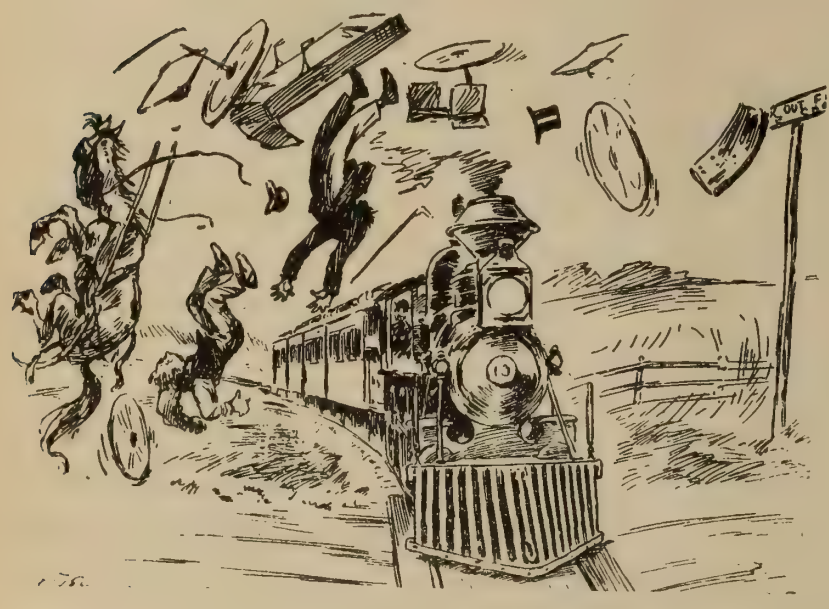
Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS

THE OAKVILLE BASKET CO.
OAKVILLE, ONTARIO.

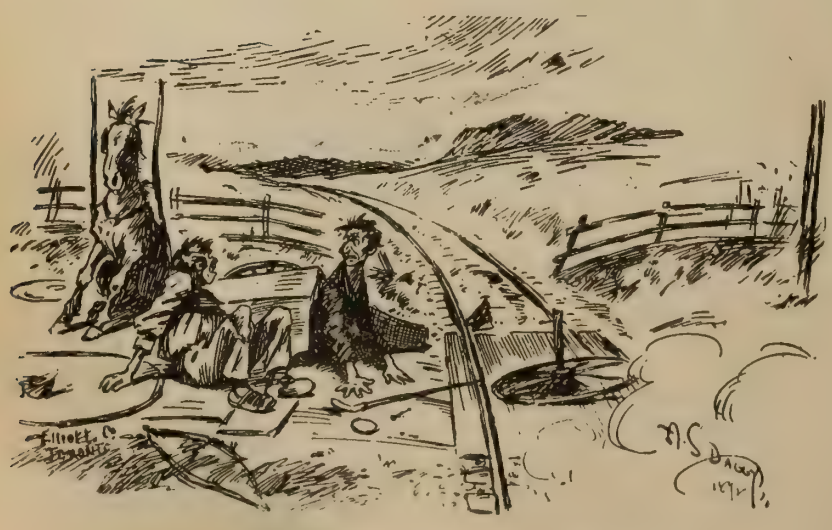
KEPT HIS WORD.



ANXIOUS PASSENGER—"Can we get across?"
DRIVER—"Certainly, we can, certainly."



!!!!!



PASSENGER—"I thought you said we could get across."
DRIVER—"Well, we did, didn't we?"

CARBON BLACK.

Carbon black is the trade name for the soot of natural gas, collected upon cast iron surfaces by impact of the flames from ordinary gas tips of iron or lava. As is the case with many inventions, the merit of discovery belongs to no one. All flames are merely burning gas, and the first person that collected soot on a surface introduced into a flame, made carbon black. The industry may be traced to printing ink makers in this country, who discovered that the soot from artificial gas gave a beautiful gloss and intense color to printing ink, differing in these respects from lamp black made by burning oily matter in an insufficient supply of air, and allowing the smoke to settle in deposition chambers. A small amount was made in a private way, till early in the seventies Peter Neff, of Ohio, and Haworth & Lamb, made experiments with natural gas for the same purpose, and the two latter put up the first factory in which black was made on a commercial scale from natural gas. Oddly enough, neither of the two firms that were pioneers were very successful. The first factories that were built used the "bench" process. Cast iron plates were bolted together in long "benches," the burners stood in rows beneath them, and the black was removed by a travelling car furnished with scrapers and running under the benches. The next system was that of revolving rollers on which the black was deposited from rows of gas jets placed beneath, and from which it was removed by stationary scrapers. The next system tried was that of large revolving plates with apertures for ventilation, and two factories are still in operation on this principle. Later still the principle of a revolving lamp black box and scraper beneath a large stationary plate with ventilation holes was made successful. About the same time small 3-foot plates cast in a ring and revolved by an intermittent motion, were introduced and became so successful that now about half of all the gas black is made by this process. Much attention has also been given to the matter of packing the black, which is very difficult, because it has to be reduced to less than one-third of its original bulk. Probably more than one-half the black is packed by machines that work automatically on the principle of a flour packer. The first lot of carbon black ever put upon the market is said to have brought $2.50 per lb. in the year 1872. Various combinations were made to keep up the price, but it continued to fall. In 1889 7c., 6c., 5c. 4c. were reached, and some lots were sold for less. The production of carbon black has steadily increased, and is larger than ever before. In 1882 it was probably 1,500 or 2,000 lbs. a day. The present production is at the rate of over 3,000,000 lbs. a year, and there is every prospect that the output will continue to increase, and more and more largely replace lampblack for many purposes, such as black paint, mineral black, rubber goods, etc., etc. At present far the largest use is for printers' ink, and there are three makers in this country whose aggregate consumption is about 140 tons a year.—Oil, Paint and Drug Reporter.

USE PURE LINSEED OIL.

We guarantee our make of Raw and Boiled Linseed Oil to be absolutely PURE. It is not adulterated (as is the case with many so called English Linseed Oils) and can be relied upon for any purpose for which this article is used.

J. & J. LIVINGSTON,
Manufacturers,
BADEN, ONT.

FOR SALE BY

J. M. Bond & Co., Guelph.
Adam Hope & Co,, Hamilton,
Bowman, Kennedy & Co., London.
Hobbs Hardware Co., London,
Canada Paint Co., Limited, Toronto.
Ontario Lead and Barb Wire Co,, Limited, Toronto.
Sanderson, Pearcy & Co., Toronto.
James Robertson & Co., Toronto.
Stewart & Wood, Toronto.
Toronto Lead and Color Co., Limited, Toronto.

We solicit enquiries for quotations on the following goods for immediate or fall shipment :

Large Brass and Copper Preserving Kettles, American Hudson and Little Star Apple Parers, Peach Parers, Fruit Presses, Meat Cutters, Sausage Stuffers, Cow Ties, Rope Halters, etc.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN,
164 Fenchurch St., London, E.C.

Business Changes

SALES MADE OR PENDING.

Peter Dodds, general merchant, Arkona, Ont., has sold out to Fuller Bros.

J. Matchett, general merchant, Waterford, Ont., advertises his business for sale.

Joseph Young, general merchant, Hartney, Man., has sold out to Buettner Bros.

George Walker, general merchant, Deseronto, Ont., has sold out to Lewis Hoppins.

Solomon G. Teal's general store stock in Broad Cove, N. S. is advertised for sale by auction.

The wholesale hardware stock of Lefaivre & Garmeau, Montreal, is advertised for sale by auction on the 14th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Henry W. Loeb is registered proprietor in the Montreal supply importing Co., Montreal dating from Sept. 3rd, 1892

Gannon Bros., general merchants, North Sidney, N. B., have registered co-partnership with A. F. and Anthony Gannon in the firm.

R. L. F. Strathy, William Milne, and Peter McCrae, have formed the firm R. L. F. Strathy & Co., manufacturers of cement, plaster, etc., Montreal.

FIRES.

Venant Bourque, A. D. Cormier, B. H. Foley, Anthony Gratton, J. A. Irving, E. J. Leblane, J. C. Ross, all general merchants in Buctouche, N. B., were burnt out in a recent fire which visited that town. All were insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

J. O. Todd, hardware merchant, Waterloo, Que., has assigned.

A. E. Carson, general merchant, Asbestos, Man., has assigned.

Louis Guay, general merchant, St. Isidore, Que., has assigned.

Henry Belleville, general merchant, Drummondville, Que., has assigned.

Fred Blackadar, crockery merchant, St. John, N. B., is offering to compromise.

Bissett Bros., tinware merchants, Exeter, Ont., have assigned to C. B. Armstrong, London.

James H. Whitman, general merchant, Salmon River, N. S. has called a meeting of his creditors.

H. S. Dixon & Co., dealers in office supplies, Toronto, have assigned to James Dixon, Toronto.

A meeting of the creditors of James Enright, general merchant, Port Daniel, Que., has been called.

Upwards of 5,000 tons of tin plates were shipped from Swansea for U. S. ports during the last week in September.

RAMBLES AMONG RETAILERS.

The hardware store in the smaller cities and towns is of peculiar accommodation to the people, even to those who spend the business day in the larger metropolitan centres. Margins in these days are so small that a considerable volume of trade must be done to make the business a paying one, yet in a town of 4,000 inhabitants we find two stores, each averaging $50 per day in amount of sales. Each locality has its peculiar trade; for instance, at the seaside when Saturday comes it would seem as though every man, woman and child had made up their minds to go fishing, and the trade in lines, sinkers and hooks will on that day be remarkable. Saturday evenings the bicycle men drop in to get what is needed in small tools for the Sunday's outing, and if the hardware man is alert he can dispose of many a convenience. The near-by farmer stops on his way home for a pail for the stable, and if he is attracted by any special tool or implement, is pretty apt to buy it, or he will think the subject of getting it over in his mind and send for it or buy it at some time in the future. The proprietor of the store never fully knows how many of his sales are due to an attractive and well displayed stock, both inside and outside, and the customer never mistrusts that he is inveigled into the purchase of many an article for which he has only a trifling use by the prominent position in which it is placed to unconsciously catch his eye.

In the spring builders' hardware is sold largely, but in many of the older villages this is now an unimportant feature. Nails, screws, hammers, saws, hatchets, etc., have a steady sale all the year. Tool chests, and such, for boys, are practically without season—the boy of the present day having as much of a bent for mechanics now as boys ever did. In tinware the demand is an even one, preserving kettles being called for, however, in the late summer.

The hardware man is somewhat of an autocrat in controlling the taste of his people for cuttlery and such goods. He generally fastens to one make of goods and he is steadfastly loyal to it. The maker who undertakes to go by the single hardware dealer in a small village generally has a hard time of it. This fact makes it difficult to advertise beyond him.

One dollar used in trying to reach the proprietor of the store is worth ten in getting to the customer by other means. And it is sometimes difficult to get the storekeeper out of a rut into which he has fallen in clinging to old fancies. Persistency seems to be the only way, with an occasional dash.

The hardware man in manufacturing centres, if he is intelligent and active, has an excellent opportunity.

In some of the Eastern cities the hardware men show signs of great prosperity. The opportunity is to "catch on" to a growing town and come up with it. One thing is very noticeable, that prosperity will—all other things being equal—follow the handsome and well arranged store, one place now in mind being maintained as artistically as a drug store, with the result, after some years, that the two partners are very well-to-do. In the appearance of their store there is more than neatness and cleanliness. There is a blending of color and a display of taste indescribable, and indispensable to large success. There is something in our day which demands this; it is like the window dresser, unknown ten or twelve years ago—now a professional.

Capital seems to be a good thing; integrity indispensable, but consistently diversified brains catch the world now.—N. Y. Hardware.

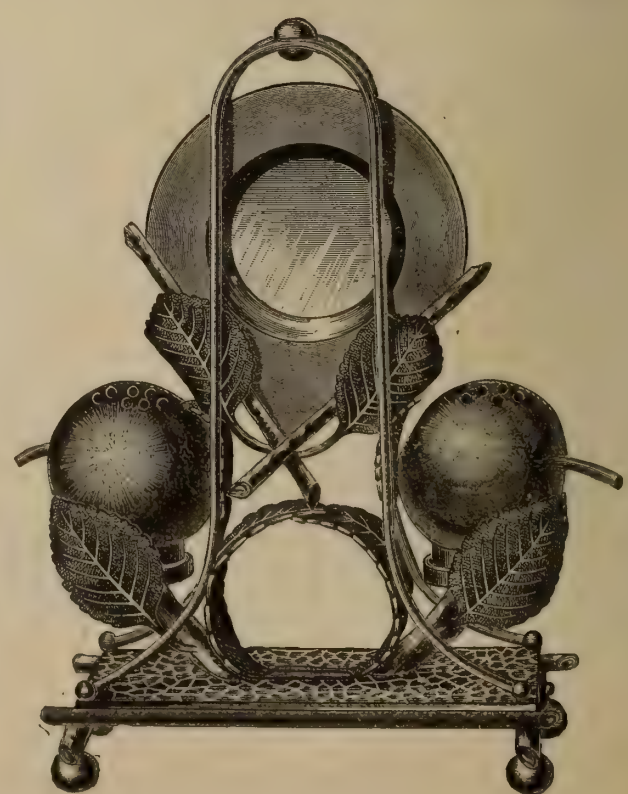
Silver Ware having the name and trade marks of the Toronto Silver Plate Co. is Guaranteed.

If our Travellers have not called on you lately please advise us.
We have a large line of specialties at popular prices, suitable for Christmas Trade.

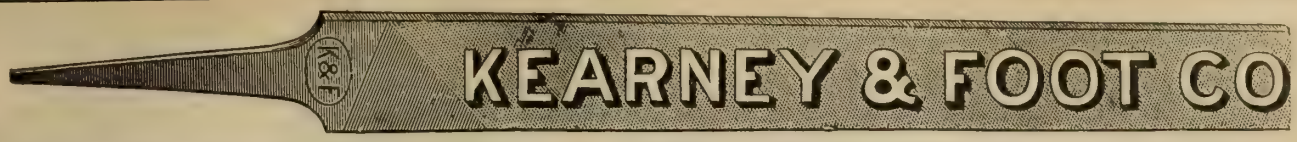
The Toronto Silver Plate Co.

Factories and Salesrooms, TORONTO, CANADA.

E. G. GOODERHAM, MANAGER.
JNO. C. COPP, SEC-TREAS.



OFFICES: 100-102 Reade St., New York, U.S.A.



WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11:

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern; so that we have the somewhat singular sight of a combine reducing prices."

The E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.

MAMMOTH WORKS AT HULL, CANADA.

CUTLERY.

A choice assortment in stock at close prices. See our samples of Cutlery made by Jos. Rodgers & Co., E. M. Dickinson, and other Cutlers, also "African Silver" Spoons and Forks, before placing your Fall orders.

A. C. LESLIE & CO., Agents,
445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"
PORTLAND CEMENT.
BEST ENGLISH BRAND MADE.

Canadian Consignees :
McRAE & Co.,
Ottawa and Toronto.

New Wrought Iron Pipe Bedsteads

Strength, Durability, and Comfort Combined. No wood about their construction. Proof against disease germs, and vermin.

J. & C. Hodgson
Wrought Iron Pipe Manufacturers,
MONTREAL.

H. D. SIMMONS,
74 York St., Toronto,
Western Representative.
SEE SAMPLE AND GET PRICES.





Trade Mark.

F. LE PAGE'S
IMPROVED
Liquid Glue
The Strongest,
The Best,
Quality Guaranteed.

Agents for Canada,
W. L. HALDIMAND & SON,
MONTREAL.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

I. H. CAMERON, 10 Front St. E.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½
Tin Plates—*Charcoal Plates, Bright.*	
Bradley M.L.S.	Per box
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X., "	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7½ 7¾

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina ½ bright	2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ to 65 p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5½ 6
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4¾ 4¾
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¾

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 05½ 0 05¾
Domestic "	0 05 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06¾

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5½ 5¾
No. 1 Do. "	0 5
No. 2 Do. "	0 4½
No. 3 Do. "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre(J.C.) bbls,p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 57½
Boiled "	0 60 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 46½

Castor Oil.

Best, per lb	0 08 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Centra: Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, one shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, eacn 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz.... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c:

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0 3

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc Prices Low. Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c

Horse Shoes,

Per keg 3 60 3 70

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.

Bronze, Berlin, per doz ..	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava "	8 75	10 00
Shutter, porcelain, F & L screw, per gross.....	$1 30	4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass "	4 00	4 50
All glass, "	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp't'rs', hickory "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon	3 38	4 00
Diamond.....	12 00	15 00

Oil.

Canada Refined Oil (Toronto)	14	15
Carbon Safety "	0 17	0 18
Canada W.W. "	0 20	0 22
American W.W. "	....	0 25
S. R Seal .....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz.....	55	1 00
Axle.	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set...	....	72
' hollow, per inch	....	1 00

Putty

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot....	3	3½
Sliding Door, "	3½	3½

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9½	9¾ 11 11½
¼, 5-16, ⅜ in.....	10½	10½ 11½ 11½
Cotton, per lb.....		22 25
Russia Deep Sea, per lb..		13½ 16
Jute ..... " ...		08 08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	0 70	0 75
" N P. '	1 00	1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned,	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, "	1 80	2 25

Snaps

Harness, German, p. gro.	1 65	5 50
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ¼ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00	
Dessert " ..... "	21 00	.....	
Table " ..... "	30 00	30 00	
Dessert Forks.... "	24 00	.....	
Medium " .... "	27 00	.....	
Table " ... "	36 00	.....	

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		0 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey '	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

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Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz.....	0 35	1 50
Rat "	2 00	4 50

Trowels.

Disston's, discount 10 p.c.

German, per doz	4 75	9 00
Brade's "	00	10 50

S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap.....	.....	0 11½
" Crown.....	.....	0 10½
" Silver Composite	0 09	

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50½
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " "
" Plain twist, 2&3 wires 4¼ 4½
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb. "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.

Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

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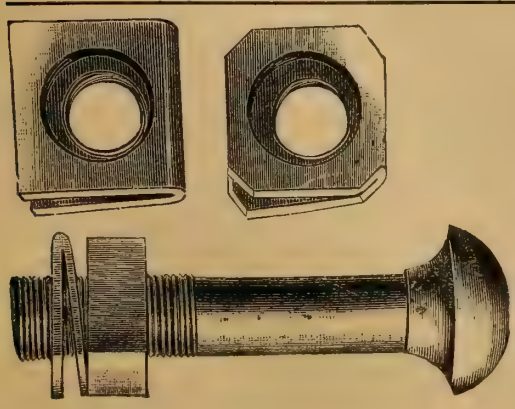
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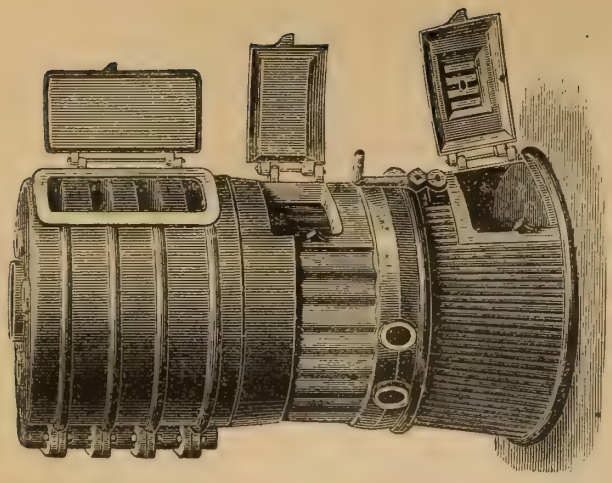
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HARDWARE

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VOL. IV. TORONTO, OCTOBER 22, 1892. No. 43.

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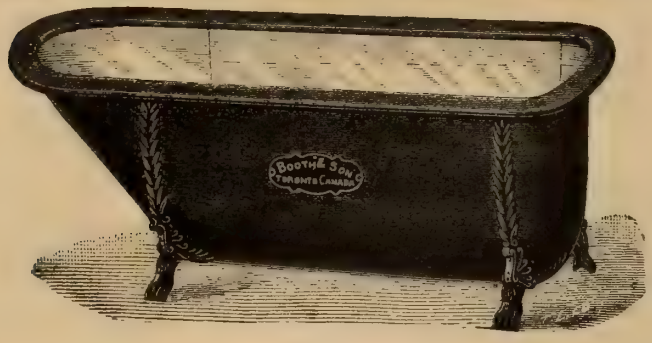
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DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

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Vol. 4. TORONTO, OCTOBER 22, 1892 No. 43

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On and after 1st January next the terms of sale of carriage bolts, coach screws, machine bolts, stove bolts, tire bolts, sleigh-shoe bolts, stove rods, and nuts, will be four months or 3% cash discount if paid within 30 days from date of invoice. This notice is signed by the following manufacturers: The Pillow & Hersey Mf'g. Co., Ltd., Montreal, The Ontario Forge and Bolt Co., Ltd., Swansea, Geo. Gillies, Gananoque, Canada Screw Co., Hamilton, Brown & Co., Paris, John White, London, St. John Bolt and Nut Co., Ltd., St. John, Starr Mf'g. Co., Ltd., Halifax.

* * *

The manufacturers have fixed the price at which jobbers shall sell horse shoes as follows: f.o.b. Toronto or Hamilton $3.65; f.o.b. London $3.70. These prices are quoted for four months and are subject to a discount of 3 per cent. for cash in 30 days. Last January an attempt was made to chain the jobbers down to a uniform quotation, and some believed an agreement they had entered into to keep this price was binding on them, when they discovered that it was not taken seriously by their colleagues. Subsequent steps to make a common price were unsuccessful. As to whether or not the present arrangement is less fragile than the one supposed to be in force last winter time must be the test. Whatever conflict of opinion there may be as to limited prices, there can be no denying that genuine limited prices are much better than fictitious ones.

* * *

Our London correspondents, Tulloch & Co., some time ago discontinued their reports of the linseed oil market, owing to the falling off of shipments to this country. The break in prices in the United States which followed the dismemberment of the Trust, brought competition down to too low a basis for English houses to make any money out of their Canadian trade. Their business with us has consequently been light since United States oil obtained a foothold on this market. Tulloch & Co. advise us that there has been very little oil shipped from London to our ports, and they believe this is due to Canadian crushings being obtainable at lower prices. This conjecture of the cause is correct, though the lowness of Canadian prices was not voluntary but a consequence of the overruling quotations of the United States market. The reforming of the Association in that country releases our market from the influence of sacrifice prices. Our crushers have made no corresponding advance, though it might naturally be expected that they would follow the ups as well as the downs of the United States market. They did not hesitate to quote losing figures when oil came in from beyond the border at or below the cost of production. The English market is now in the ascendant, and any advance mad here before freights went up would invite competition from across the sea to take the place of that from the other side of the boundary line.

* * *

This is an ideal autumn. Lucky is the man who can shoulder his gun and wander through the woods in this glorious weather. But practical, materialistic trade is impatient with the lingering splendor of October, and says, "Away with the gorgeous coloring of the leaves, avaunt ye sunshiny days." The dry goods man chafes to be selling his heavy woollen goods, the furrier his furs, the carriage maker his sleighs, the hardware man skates, and sleigh bells and lumber implements. Nothing so tires the patience of the trader as the prolonging of a period of transition. The last days of any season bring in no trade in lines proper to that season, and if they are long-drawn out, no matter with how much linked sweetness, they arrest as well the demand for goods proper to the coming season. The stove dealers admit that these days are good for the physical health, but complain that they do not agree with business. Ten or twenty degrees of depression in the temperature would dispel a great deal of depression from trade. Like the sluggard who is so comfortable that he wants a little more sleep, a little more slumber, the intending buyer of a stove feels contented these fine days, and defers from week to week the contemplated purchase. But there will come a nipping and an eager air one of these fine mornings that will fairly chill the marrow of procrastinators, and then the stove merchant will have his hour of triumph. There are large stocks now in the hands of retailers, as the sales made by the manufacturers for the two months preceding this one were much greater than those of the same months last year. But the great bulk of all the stoves in retail stocks will be enlisted in the service of the coal and wood trade before the winter is over. There is no great surplus of stove stock.

AMERICAN ENQUIRY FOR COD OIL.

A special feature in the oil market in Montreal this week has been several enquiries from the United States about cod oil and what it can be had at. Montreal wholesalers attribute this unusual circumstance to the fact that more than the usual quantity of the oil has moved in our direction this season, while, according to report, the Americans have not been exceptionally large buyers, and possibly imagine they can secure fresh supplies advantageously. Wholesalers and operators generally are not prepared to say whether any business will result from these enquiries, but they don't consider it impossible, as cod oil can be had here at a pretty low figure compared with the values ruling across the line. At the present time there are round lots of both Gaspe and Newfoundland oil on the Montreal market, on which a good profit could be made at 35 1-2 to 36c., and it remains to be seen whether such figures will prove tempting to our American cousins. As to the domestic market, it has a somewhat improved tendency, the regular jobbing basis being from 40 to 42 1-2c.

CEMENT FIRMER AND HIGHER.

Reference has already been made in these columns to the withdrawal of the Hamburg-American steamers much earlier than usual this season, and the effect it was likely to have on some materials. Glass was the first article to feel the influence, and now it has made itself apparent in cement. The first indication was had the latter part of last week, when a round lot was moved ex wharf at an advance, and it has been supplemented this week by a further purchase of 5,000 casks on western account, the most extensive individual turnover in Montreal for some time. In fact, under ordinary circumstances it would probably have lain on the wharf until the snow flew. The position has been strengthened also by an advance in freight on the London steamers, which greatly enhanced the cost of any later deliveries of British brands laid down in Montreal, and the outcome of the whole is a much firmer cement market than most people expected this fall. Stocks at this time last year were a depressing factor also, but this year they are not exceptionally heavy, and holders of cement have more confidence. It is not meant by this that there is any scarcity, but simply that there is a more confident feeling than was the case last year. Prices naturally are higher in the face of all this. Indeed sales have been made since Friday of last week in Montreal at 10c. advance on the prices ruling then, and now best English brands could not be moved at that centre under $2.20, while some holders are quoting as high as $2.40 for an outside figure for round lots in a wholesale way. The supply of German and Belgian brands is naturally shortened by the withdrawal of the Hamburg steamers, and prices on it are firm also, at $2 to $2.10, which is comparatively low when the price of English brands is considered, but this is due to some lots which can be moved from second hands rather cheaper owing to special circumstances.

MONTREAL LETTER.

Further firmness in linseed oil and turpentine is the chief feature with the paint and oil men, wholesalers in Montreal having advanced prices on round lots of both lines 1c. since Friday last, and the market is firm at the advance. There is usually an appreciation in values at this season, but it is much earlier and sharper than the usual fall advance. The rise in ocean freights which came in force last week is one reason for the increased cost of linseed oil. The difference in cost laid down meant something like 1s. to 2s. 6d. per ton, and of course those operators who had not provided for the delivery of their later fall contracts ahead had to protect themselves. But aside from this, advices from primary centres on the product are much firmer, the latest being to the effect that crushers are not disposed to sell forward at present, except at an advance of 1s. This fact, of course, has nothing to do with the supplies now on the way, but it has a certain strengthening effect coupled with the greater cost of carriage.

In the case of turpentine the freight question also was a cause of the rise in values, but advices from primary markets state that the statistical position favors a strong market. According to news from Savannah, there are 10,000 barrels less in stock than at the same time last year, while the demand on English account is much freer than last season. In consequence of this, ideas of values in first hands down there are much enhanced. This fact, although it had no actual influence on the advance in cost at Montreal, was a sympathetic factor.

NOTES.

A new agate centred ventilator is finding considerable favor with builders here, and the hardware men seem to be doing quite a business in them.

McLaren & Son, the Montreal agents for Booth's patent steel-clad bath, report gratifying returns with it in their salesbook. It is going into extensive use in the new buildings now in course of erection here.

Wm. McNally & Co. have been making some big turnovers in cements lately, some big sales on western account being among the number.

"WORRY."

"Poor fellow! broken down, has he? I am very sorry to hear it. And he a comparatively young man—not much over forty, surely? What a pity! I hope he will get all right again. What do you think was the cause?" "Oh, we have all had a lot of extra work of late, and the governor, poor fellow, had no end of worry latterly; it was that which pulled him down, until at last he had a 'stroke'; he may pull round and do a little by-and-bye, but he will never be fit for much again." This conversation, recently held between a commercial traveller and myself, and which I have reported as accurately as my memory serves, has decided me to address a few words to my comrades in business, in the hope that what I have to say may be helpful to some, and may possibly tend to check in some degree the spirit of feverish haste in which so many of us live, and which the competition of the present day has rendered all too prevalent. Truly, my commercial friend hit the right nail on the head when he attributed the breakdown to "worry" more than overwork. "Care killed a cat," it is said, and as this adage is very ancient, it proves that our forefathers who originated it not only thoroughly realised the wearing effect of "carking care," but that they knew how to be pithy in their maxims; for, certainly, if care can put an end to the "nine lives" of a cat, it must have a most potent ill effect on us poor "bundles of nerves," as our bodies have been very aptly called. Truly, it is wonderful how many hours per diem we can keep going, and what a vast amount of steady work, mental and physical, we mortals are able to undergo without serious or permanent injury. I say "steady work," because I am convinced that once the rate of speed in our work is allowed to increase from "steady" to "hurry," so soon ought the signal to be set at "danger," and if to abundant work there be added "worry" as well as "hurry," well, then the best thing to do is to "throw up the sponge," for a breakdown is inevitable. Reader, if this strikes home, and you have been "hurrying" and worrying, and consequently feel generally out of sorts, unable to sing a song as you used to do, or to originate the side-splitting jokes of which you were once so proud, and if you are in that frame of mind that you feel vexed with anyone else who is light-hearted and jolly, depend upon it, your "danger signal" is up, and the sooner you "throw up the sponge" the better it will be for you. Drop out of the fight for a time; you are daily engaging in a warfare for which you are unfit, so give up the unequal contest. Don't say, "Oh, my holiday time has not arrived yet"—go at once. If you are a good general you have surely trained up some "captain" to take your place in an emergency; let him step into the breach, for that emergency has come, while you go away, not to Birmingham, Manchester, Sheffield, or London, where you will be constantly reminded of business, and certain to call and see some of your "wholesale people," but to the seaside, where you can lie on your

back on the beach and listen to the "niggers"; or, if it suits you better, go right away into the country and rusticate, dwelling dreamily on the delights of a farmer's life, and enviously upon the enormous balance which must surely be standing to his credit at the bank as the natural and inevitable result of such a profitable enterprise as farming! But mind and leave your business behind: don't take it with you. If you have left a good man at home, one whose honesty and discretion can be relied on, trust him: give him an opportunity of showing what he can do; tell him he "need not trouble" you "with the customary reports, and he is by no means to send you a telegram, unless, indeed, the whole place is on fire."

I could not help thinking as my commercial friend was talking that if his governor had heeded the "signals," which in his case, I am certain, must have been set at "danger" for a long time, and had done as I advise, he might now have been in the enjoyment of perfect health, carrying on business not as harassing work, but as a real pleasure, and with twenty years of happy commercial life before him. "Oh!" says one reader, "I hope to have done with business sooner than that. Twenty years, indeed!" Oh, this "making haste to be rich," how much it has to answer for! Reader, "go slow," as the Yankees say (but, with regard to these Yanks, I am sadly afraid that they "preach, but don't practise"); go slow, put the brake on, and enjoy life a bit. Stop and pluck some fruit and flowers as you go; they will be delicious to you now, by-and-bye you will have lost all relish for them; you who have fixed in your own mind exactly when, "all being well, you will retire"; now, listen to me. Just add ten years on to that interval; be content to "make haste slowly"; ease off by degrees; don't work at full tension all the time, until, like the fiddle-string, you break down when such a thing is least expected.

How unreasonable we are, to be sure, to go on working at high pressure, as if our nerves were of "Damascus steel," forgetting that at any moment may "the silver cord be loosed, or the golden bowl be broken, or the pitcher be broken at the fountain, or the wheel broken at the cistern," "and the spirit shall return unto God who gave it!" Answering for myself, I must own to having been very "unreasonable." I felt at one time, and can remember saying, that I could understand anyone getting tired physically, but as for getting weary mentally, or feeling that a time might come when my brain would get fagged, that idea seemed absurd: but I found out my mistake, and on one occasion came very near a collapse.

Beyond recommending my readers to work leisurely, and to practice perfect regularity in their hours of commencing and "knocking off" work, to take care to have abundant sleep, to take life calmly, and cultivate a cheerful serenity of disposition—for that is a quality which can be acquired—I had no intention to say so much on the subject of work and overwork; but it is really "worry," its causes and effects, and how, upon the principle that "prevention is better than cure," those causes—so far, at all events, as financial worry and the worry of arrears of work are concerned—may be remedied or, better still, prevented to a very great extent, if not altogether, that I wanted to write. Yet I cannot see that my remarks could have been complete without some allusion to overwork, for that alone brings one who really has nothing financial or otherwise to worry about into a worrying frame of mind, rendering him unfit for business, peevish, irritable, unable to be happy and pleasant with his customers, to deal advantageously with the commercial travellers who call upon him, and quite incapacitating him for the management of his staff with the kindness, tact, and firmness which are indispensable for the harmonious and prosperous working of the business.—The Ironmonger.

SHALL WE EDUCATE THE ADVERTISER.?

There are trade journals whose attractive contents are confined almost exclusively to advertisements. There may also be a page or two of puffs and a column of editorial self-praise, but what the paid subscribers—presuming there are a few—get for their money, it is difficult to discover. Advertising is a good thing—every publisher knows that, as well as the advertisers themselves; but there should be something sandwiched in to make the paper worth taking by the general reader.—Factory and Fireside.

This is unmistakably true. The surprising fact about it is that the "trade journals" so made up have either subscribers or advertisers. There is a general idea prevalent among publishers that the advertising department of a trade paper is all that there is of it anyway. The editorial portion is cut down and the editor made to feel that he is simply an ornamental appendage kept on hand for emergencies—to help out the publisher when he desires to spell a word of three syllables, perhaps. What a short-sighted policy this is! There is only one way to build up a trade paper, and that is to make its literary features so attractive that it will win and hold subscribers. It will thus grow in strength and influence until the advertisers who ignore it will be placed in a position analogous to that of the individual told of in books, who mutilated his proboscis on account of a misunderstanding with his visage.—The American Artisan.

To which the Sanitary Plumber would add: Is it not even more surprising that so many business men who display more than the average intelligence in the management of their every-day affairs persist in being swindled, taken in and done for and chained to the chariot wheels of the bundles of hand-bills that so frequently pose as "trade papers?" They will contemptuously turn over the reading pages of a live journal and throw it aside without as much as a glance at its contents, while they grope under the desk for a well-thumbed, wire-stitched collection of "dodgers," interspersed with a few columns of stale news, bald-headed jokes, windy persiflage and technical facts that are not so if original, and stolen bodily if true, the whole liberally larded with self-glorification.

Nine times out of ten, if you give the ordinary advertiser his choice between the most intelligently conducted paper devoted to the particular business he wishes to reach and the greatest wind-bag, he will point with pride to the display his card makes in the latter. Whether any of the people he wishes to get at gives the paper a second thought or not, does not trouble him. It is a big thing and he is in it, no matter what proportion the husk may bear to the meat.

There are, of course, exceptions to every rule, but the average advertiser wastes an awful lot of money because he will insist on looking at the papers offered from the publishers' standpoint or his own, and not as he would regard them were he an intelligent reader of trade papers and in search of news or information.—The Sanitary Plumber.

Unfortunately, we fear there is a good deal of truth in this. The way to improve matters is to open the advertiser's eyes for him, if he will not open them himself—to educate him to the folly of his course by showing him that he is money out of pocket by it. There are very few advertisers who are so accomplished that they cannot read with profit, both financial and intellectual, the literary contents of an intelligently edited trade paper. If they fail to do so it is, we think, because they either lack the time—a poor excuse, for we question whether they do not find time for less profitable occupation—or they have a natural distaste for reading. Why such of them who prefer quasi-literature of the class described by our contemporary above quoted labor under the delusion that it is in their interest to encourage such publications, we are at a loss to conceive. We think the topic one which will bear discussion for the advertisers' sakes. Having thus opened the ball, we invite our contemporaries to the consideration of the question printed at the head of this article, and solicit an expression of their views in relation thereto.—American Artisan.

HOW SHOT IS MADE.

Shot is made of a mixture of lead and some form of arsenic. The effect of this arsenic is to render the lead less brittle and of a better consistency for taking the round form. The lead is melted in a large vessel, and the arsenic compound is introduced into the middle of the molten mass and stirred in. The vessel is then covered and left for some hours, during which time the arsenic becomes thoroughly combined with the lead, and the mixture is then tested by dropping a little of it through a colander into water. If the drops assume a long form, or are flattened on one side or in the middle, or are otherwise imperfect, it is understood that the proportion of arsenic was not correct.—Ex.

The Blaina Iron and Tin Plate Co., Ltd., Blaina, Monmouthshire, and the Alyn Tin Plate Works, Mold, Flintshire, have given notice to their respective workmen, the former to the effect that the works will close on account of "the situation of the trade," the latter that unless the employes concede a 10 per cent. reduction in wages operations will cease in 28 days from the date of the notice. The Blaina works have eleven, and the Alyn four mills

MOVING A STOVE.

This story gets round to us by way of the American Artisan's columns :

There is a lively row on in municipal circles across the river from Detroit, in that ordinarily quiet town of Windsor. Lately the council voted on an improvement in the heating of the city hall. A contract was let for furnaces, and last week the police and town hall committee decided to sell the stoves which had done duty there until they look like relics of prehistoric ages. The stoves were taken out of several of the department headquarters, and as the work of putting in the furnaces has not begun and will consume some weeks, there was a general objection. The weather has been cold, and in consequence the town records have been kept up by the men wearing hats and heavy overcoats. Saturday the committe went to the fire headquarters where Chief Cheyne presides and were met by a surprise. He had been apprised of the intention to take out his stove, so he gave instructions to start a fire which would rival a smelting furnace. When the men got around to his office they were confronted by a red-hot stove and the chief himself, who stood by it with a flintlock musket in his hands arguing the inadvisability of disturbing the stove. The committee went out, and since then the chief's office has been the most desirable place, having the only stove. But the committee says it will not be balked, and there is likely to be a row in this section of the Queen's domains in the morning.

WARRANTY OF GOODS.

There are two kinds of warranty known to the law—express and implied. Express warranty is the special agreement, or undertaking, of the seller of merchandise that it is of a certain grade, kind or quality. Implied warranty is the legal conclusion of such an agreement, from other facts which the law regards as imposing the warranty upon the seller. An express warranty is an agreement which though independent of the contract of sale itself is collateral to and forms a part of it.

Representations made prior to the sale, and though made for the purpose of inducing the purchaser to buy, do not constitute warranties unless they are subsequently incorporated into the transaction as such. And a warranty given after the sale is consummated is void, unless it rests upon a separate consideration, for the warranty, to stand, must be a part of a contract, and after the contract is completed it cannot be engrafted upon it.

The law imputes to every man who makes a sale the warranty on his part of all those things which are necessary elements of the contract entered into. First, a man must have the legal title to the property he sells, or there can be no sale, for he cannot pass a title which he does not possess. Therefore every seller is held absolutely to warrant his title. He is held by implication of law to warrant all those things which he undertakes. So, if he sells by sample, the agreement is, when the sale is consummated, that the goods purchased are like the sample, and the law imputes to the seller a warranty that the goods delivered shall be equal in quality to the sample exposed. When a contract is made to furnish goods or materials for a specific use, which use is known to the seller, he thereby undertakes and by implication warrants that the goods or materials furnished shall be fit for the use contemplated by the contract. This latter warranty by implication most often arises in cases where the goods or articles are to be manufactured to order, though it may arise where the chattel is already in existence. There is a principle of the law expressed by the phrase, "let the purchaser beware," which affects the purchaser of existing chattels. First of all, it is the duty of a purchaser to examine the article he is buying, and, in the absence of such examination, unless excused therefrom by some act of the seller, no warranty arises by implication. The sale of goods by sample is an exception to this rule, for here the seller elects to expose the sample for inspection, rather than the chattels themselves. Where the subject of the sale is so situated that the buyer cannot examine it, and this fact is known to the seller, his description of it constitutes a warranty that it corresponds to that description. Usage of trade will also constitute an implied warranty. Where there is a trade custom so universal as to amount to a clear presumption that those who are engaged in that trade must either know of it or be guilty of negligence in not knowing of it, all contracts in the trade are presumed to have been made with reference to that custom. For instance, in the drug trade it is the custom to catalogue certain goods as sea damaged or not, and in the absence of the representation that they are sea damaged they are presumed to be sound, and a warranty to that effect is implied. In the sale of all goods, while the law will not, as a rule, imply a warranty of quality, there is, unless the goods are inspected by the buyer, a warranty implied that they are merchantable. The doctrine of caveat emptor, or, in the freedom of English, "let the purchaser beware," throws upon the buyer the responsibility of securing express warranties or resting without them. There is a long line of cases on this important doctrine of commercial law, and the rules set forth in them may be summarized as follows :

1. If the subject of the sale is merchandise already in existence it is the duty of the buyer to inspect it, and no warranties except title and merchantable quality will be implied in his favor if he does not, unless he is excused from such inspection by the situation of the chattel or the fraud of the seller.

2. When a known, described and defined article be ordered of a manufacturer, if the article ordered be furnished as ordered no warranty is implied.

3. When a manufacturer advertises or offers to furnish a specific article for a certain purpose, he thereby implies by that that it is fit for the purpose advertised.

The rule as to an implied warranty, that a thing shall be fit for the use for which it is sold, rests upon sound common sense. If the transaction is such that the buyer buys wholly upon the skill and judgment of the seller, there is such a warrany implied. If the buyer purchases wholly upon his own judgment, though the intended use of the article is known to the seller, no such warranty is presumed. If the seller, however, knowing the use to be made of the article, actually knew it to be unfit for the intended purpose, and did not communicate his knowledge to the buyer, the sale might be attacked for fraud.—Metal Worker.

GALVANIZING IN THE COLD.

The London, Eng., Metallurgical Co. are introducing a process of galvanizing which seems to have several adtages over the older process. The process is one in which zinc is deposited from its solution in the cold on the wire or sheeting to be coated, and the inventors claim that in this way an even and more uniform thin coating of the protective metal is obtainable, while at the same time, in the case of wire, the tensile strength is not diminished, as occurs when thin iron or steel wires are galvanized by the common methods of steeping in molten zinc. At the ordinary temperature there is no appreciable tendency to form a zinc-iron alloy, which causes a considerable waste of zinc in addition to the reduction of strength already pointed out, and may be regarded as a further defect in the present system. Comparative tests on the hardness of the coating on iron sheeting by means of the sclerometer show that a plate galvanized by this process has a harder surface than that obtained by the ordinary hot method of galvanizing.—Iron Industry Gazette.

BUSINESS RIVALRY.

Business rivalry sometimes brings out the worst traits in the natures of some men, but it is not often fortunately for the good fame of the busines community that such incidents occur as the following :—An active and successful travelling man, for some years employed by a large concern, finding his chances for further promotion unsatisfactory, concluded to start in business. In carrying out this policy he formed a co-partnership with another gentleman of equally good character and abilities, and the new firm started under auspices in every way favorable for success. The ex-salesman having done a large and satisfactory business for his employers, naturally supposed that any reference he might make to them as to his capacity and standing would be truthfully answered. Parties of whom the new firm desired to purchase goods were therefore asked to make such inquiry, which in several instances was done. The responses to these, instead of being commendatory, were, on the contrary, quite the reverse, and the merchandise wanted was withheld, pending further investigation. In this case, fortunately, the high standing of the parties could be readily established in other quarters, and matters were arranged to the satisfaction of the new firm. Believers in sharp business tactics may consider the proceedings as related above perfectly justifiable under the circumstances, but to our way of thinking the depth of meanness was sounded by the former employers of the ex-salesman, and the new firm probably gained a good deal of sympathy at the expense of those who tried to injure them.—Ex.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

"Schultze" Smokeless and American "Dead Shot" Gunpowders

THE BEST OF THEIR KINDS.

Cartridges, Cartridge Cases, Wadding, Shot, etc.

PETROLEUM VS. ANIMAL AND VEGETABLE OILS.

An erroneous opinion has prevailed with underwriters, insurance and mercantile companies, in reference to the supposed risk, involved in the storage and manufacture of petroleum oils, sometimes subjecting the manufacturer and dealer to an extraordinary rate of insurance, assuming as a cause for this additional rate, that petroleum and its products are more liable to ignite from spontaneous combustion, than those manufactured from animal or vegetable oils. This is not the case; on the contrary, fatty oils are much more dangerous, while petroleum lubricating oils are really the only safe ones. The evidence is so positive in its character, and coming from such various and responsible sources, it must be accepted as a conclusive fact, that most of the oils of animal or vegetable origin are productive of spontaneous combustion, while it is impossible to cause spontaneous combustion with any petroleum oil, especially for purposes of lubrication, where metal is working upon metal. It was always considered that sperm oil was the best, lard oil second, neats foot oil third, and tallow fourth. But now petroleum heads the list, and consisting of hydrogen and carbon, is eminently fitted for lubrication, as it contains none of the destroying element, oxygen. The quality of petroleum oils has been much improved of late years, partly for the reason that consumers have exacted a better article, and partly because of the competition of dealers, who have marketed their oils on their merits. It is we think, not too much to hope for that, within a short time, the qualities of pure petroleum lubricating oils may be so far improved, that, with improvements in the shaft bearing of machinery, and some provisions against accidental overheating, all lubrication may be possible with petroleum alone. Use as little animal oil as possible, on account of its high cost, waste by careless handling, its active acid qualities and its tendency to gain. Petroleum cylinder oils, so made that they will do the best work in any or all engines, are the result of much scientific care.—Petrolia Advertiser.

MILD STEEL IN MANUFACTURES.

The committee nominated by the Aachen section of the Society of German Engineers, to consider the subject of steel in reference to recently developed processes and its consequent extended adoption for purposes of construction, has issued its report, in which it is said that the committee thought it advisable to confine itself to general questions and conclusions. The first question considered is: Is soft or hard steel preferable under general conditions, for building purposes? What are the limits of strength which it is desirable to specify, and are any further tests required? The committee says that, generally speaking, soft steel is to be preferred. For ordinary commercial and industrial purposes the tensile strength should be between 23.45 and 28.60 tons per square inch, the minimum extension, 20 per cent. in test bars 8 inches in length, and the coefficient of quality, resistance and extension, 508. For bridge work the tensile strength should be between 23.45 and 27.30 tons per square inch, and the coefficient of quality 572. It is not considered advisable to specify any chemical analysis, as the physical properties afford a sufficient index to the composition of the metal, and the result depends not only upon the quantitative identification of the component substances, but also upon their mechanical combination. In considering whether it is advisable to specify not only the class of material, but also the precise methods and conditions of its productions, the committee is of the opinion that the specification must be limited to such general normal conditions for the identification of quality as can indubitably be conformed to, and that any minute limitations are technically impracticable and without result, and commercially injurious. As to whether any further precautions are necessary in the manipulation of steel, that is, in addition to the methods of working wrought iron, the only point to be noted is that, unless unavoidable, the material shall not be worked when in the condition of blue heat. The committee finally considered whether any increase in working loads is admissible, and if so, to what extent, and upon this point it is decidedly of opinion that the working load can be increased to 6.35 tons per square inch for live loads, and 7.52 tons per square inch for dead loads.—Iron Industry Gazette.

IRON CASKS.

According to experiments which have been conducted by Herr Arthur Holle, of Munich, with a view to manufacturing iron casks suitable for transport purposes, it is demonstrated that simple coating of the interior of the barrel with various kinds of lacquer, enameling, and also tinning, zincing, nickeling and coppering, are unsuitable. In the end the German technologist found that lacquered sheet iron was best adapted to the object in view; but he endeavored at the same time to secure a fitting insulating coating by means of an intermediate layer. Strong paper, it was shown, became decomposed; the use of thin gauze material was also pronounced to be impracticable. The best intervening agent proved to be silk paper. The operation of applying the coating was as follows:—The interior of the barrel was first lacquered; the tissue paper was then evenly put in position with the aid of the same varnish; and, finally, it was furnished with a finishing coat of lacquer. The covering thus obtained resisted the influence of heat, moisture and of acids which were much stronger than those contained and developed in beer. It is to be noted that a special kind of lacquer is used, so that the fluid may not savor of the varnish. With regard to the shape of the casks, Herr Holle is of the opinion that a cylinder, with set-in top and bottom, offers the most suitable form of barrel. Simple soldering of the heads does not seem to suffice, and they should therefore be secured with four or five copper rivets. Casks fastened in this manner are claimed to sustain without difficulty a pressure of 5 atmospheres. Closing of the barrel is effected by means of a metallic flange nut and brass screw. For tapping the liquid in the iron cask a faucet of peculiar construction, furnished with a pipe for the inblowing of air, is utilized.—American Manufacturer.

STEEL CASTINGS SUPPLANTING IRON.

Most of the castings of great or average weight are made with Martin steel, the manufacture of which has become regular and certain. Among the castings daily elaborated in the steel foundries we may cite cog-wheels and pinions of all kinds, the chief accessories of rolling mills, pulleys and fly-wheels, cylinders for steam engines, and generally all peices which if cast in pig, would not present sufficient solidity in work by traction or flection. Among the number of curious applications may be mentioned the hat and parcel racks placed in the carriages of the Orleans Railway Co. Crushers of all kinds are also made of the Martin-Siemens steels. Field and marine artillery have opened a large outlet to cast steel, in authorizing its use in construction of mountings. We have seen mounted powder flasks, of large dimensions, very well made, cast by the Firminy Works. In naval constructions, where all pieces are of enormous proportions, we may mention the employment of cast steel for the manufacture of rubbers, stern posts, etc. Among casting difficult to manufacture we may cite screws for naval engines. There are grave difficulties in casting them in one piece, due especially to unequal contraction, which causes fractures during cooling. To obviate this they do not hesitate to place the mold containing the model of the screw in a furnace maintained at a requisite temperature and to cast the screw in a furnace, where it will be annealed. Thanks to the boldness and skill of founders, we may anticipate the day when all these difficulties of casting will be overcome.

The small converter is an intermediate apparatus between the crucible and the Martin furnace. Its capacity of production is easily modified. With reference to the pieces for the production of which it is best adapted, there are those which are a little too large for the crucible, and rather too small for the Martin furnace. In skillful hands the small converter may also be used for casting pieces of either very light or of considerable weight. The exposition at the Stenayworks, in 1889, showed the full range of the service which could be rendered by the small converters.

To sum up, the studies of engineers and chemists, as well as the researches of practical men, have rendered it impossible to produce to a certainty steel castings capable of replacing with marked advantage the pieces made from pig iron formerly exclusively employed. The official character was lacking for this manufacture, which gives to the product of industry the confidence of the military and naval services, but this deficiency has been recently supplied. Naval engineers and artillery officers have been the first to understand what might be done with steel castings. They have made contracts authorizing largely the employment of cast steel. These steels will thus soon be in general use, and in the course of the next century steel foundries will replace almost all the old cast iron foundries.—La Metallurgie.

GROUNDED RAILWAY CURRENTS ON LEAD WATER PIPES.

In a number of Western cities it was noticed lately that some lead water pipes laid in the ground were breaking down faster than they ought to, thereby causing considerable trouble. In one case in the city of Saginaw, Mich., the lead pipe which was giving trouble was taken up and found to be badly corroded. It will be noticed from this that the corroding action appears to have been chemical in its nature, and that it seems to have been quite powerful and irregular, penetrating deeply in some places and not at all in others. In places where there had been no action the pipe, as it reached us, was partially covered with some black substance resembling varnish, which had evidently protected the lead under it from the corroding action. The compound into which the lead had been changed had all been washed off on the fragment sent us, and we, therefore, could not make any examination of its nature.

An investigation was made to ascertain the cause of the trouble, and at first it seemed impossible to trace it. A chemist analyzed the soil and made other chemical tests. He found that the soil was of the usual nature, with the exception that it contained chlorides of magnesium and calcium, but said that he could not find anything in the soil that would in any way cause the lead pipe to show the pitted appearance as seen on this fragment.

It was finally suggested by some one that, as this lead pipe ran parallel with the electric railway, the corrosion may have been due to the "sparks that flashed from the rail through the earth to the lead pipe." Without endorsing this statement as it is given, it appears likely, from the scant information at hand, that there is some truth in the belief that the earth return currents were the cause, though no definite statement to this effect can be made without having further data as to the conditions.

The appearance of the corroded spots is not as if the lead had been burned out, but is precisely like a certain corrosion which takes place on lead storage battery plates under certain abnormal conditions. It is, therefore, probably chemical in its nature, caused by the electrolytic action of the ground return currents from the railway, stimulated by the presence of certain mineral salts in the soil. Additional data, however, is necessary before the cause can be definitely attributed to these currents.—Sanitary Plumber.

A customer secured is a promise of greater salary in time.

Goods conveniently located save time, money and temper in showing.

Restore goods to their proper places as soon after using as possible

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

You can lose more than we do by not subscribing for this paper.

AS THROUGH A GLASS DARKLY.



Mrs. Boozey (short-sighted)—"I can't understand what fun Boozey sees in everlastingly peekin' through that there old telescope."



Boozey (between the gulps)—"Tell ye what, but this telescope racket works splendid. It's a good job that the old lady hasn t asked to look through it, though."

IT MAY BE INTERESTING TO KNOW

That when excursion rates are made to Chicago for people who live in the East, to enable them to attend the World's Fair next year, it is contemplated by the Western roads to also make excursion rates from Chicago to all principle business and tourist points in the West, Northwest and Southwest, so thst those who desire to spend a few weeks among their friends in the Great West, may have an opportunity of so doing without incurring much additional expense. It may be well to consider this subject in advance of actual time of starting, and the Chicago, Milwaukee & St. Paul Railway Co. has issued maps, and time tables and other instructive reading matter, which it will be glad to furnish free of expense upon application by postal card addressed to A. J. Taylor, Canadian Passenger Agent, 4 Palmer House Block, Toronto, Ont., or to GEO. H HEAFFORD, General Passenger Agent, Chicago, Ill.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."

BRITISH SHEET GLASS
P.B.

These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

From $1.80 per cask upwards.

FIRE BRICKS, from $15 per 1000

DRAIN PIPES, from 7 cents to $1.30 per foot.

CALCINED PLASTER.

MORTER COLORS.

ENAMELLED SINKS, (Porcelain.)

And all kinds of Builders' and Contractors' Supplies.

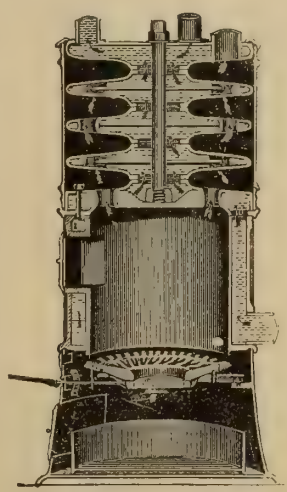
The largest stocks of these goods in Canada at lowest prices.

Wm. McNally & Co
MONTREAL.

Thos. Firth & Sons, Ld.,
Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,
Bessemer Steel,
Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



Wire Cloth.

Galvanized Wire Cloth
For Apple Drying, 24, 30 and 36 inches wide in stock.

Cinder Sifter Cloth
30 inches wide in stock.

Hardware Grade Cloth
For Fanning Mill repairs, etc, 18, 21, 24, and 30 inches wide in stock.

THE B. GREENING WIRE CO., Ltd., Hamilton, Canada.

WHERE HONESTY PAYS.

When in financial difficulties men are sometimes tempted to do things which under favorable circumstances, they would hold in abhorrence. It is said that adversity proves the temperament, and that there are hundreds of men who are respected because they have never really known what it is to be placed face to face with strong temptation. We cannot coincide with any such statement, for the very attributes that are necessary to success are generally accompanied by moral strength sufficient to resist inclination to wrong. It is a fact, though, that cannot be controverted that many a man has been guilty of one or two indiscretions which have placed a stigma that can never be eradicated from their business reputations. A Canadian paper relates an instance that occurred in an Ontario town recently. A young man who had graduated from a book-keeper's desk to become proprietor of a stock of goods, found that his business matters were not improving for him or his creditors. Did he write and take his creditors into his confidence as he should have done? He did not, but lacking a year or so of his majority he simply let the crisis come, and actually ignored liability on the ground that he was a minor. At the outset he was a man to all intents and purposes, but by resorting to such a wretched subterfuge he irretrievably degraded his manhood. Of course his townsmen now view him with suspicion, and rightly so, and he finds it impossible to now secure goods without spot cash.

The true inwardness of this incident carries a lesson to all young men, and possibly to some old ones as well. The young gentleman referred to indulged in too many quiet games of poker. He lost heavily, and while he was parting with his money he was at the same time parting with his principle. He became unscrupulous, as is often the case under such influences. His business suffered, and he was so lost to all sense of honor that he resorted to a mean action, preferring to retain his small stock of goods than his honor.

A business failure need not necessarily involve failure of honor. Many of our most prosperous merchants have had their commercial reverses, and have by ability and persistent integrity risen above them. We have in view two instances that occurred within the past month that show how the truly honorable man will never forget his obligations. One is a merchant who years ago failed in business at Portland, Me. To retrieve his fallen fortune he came west, where, by rigid economy, he accumulated enough money to again start in trade. This time he prospered, and when he had demonstrated that his business was a permanent success, he sent back money to Portland to pay off every dollar of his indebtedness there. The other instance is that of a St. Louis merchant, whose first commercial enterprise in Glasgow, Scotland, proved disastrous. More fortunate in this country, he set aside a certain portion of his savings month by month until enough had accumulated to pay all his creditors in Scotland, which he did only a few weeks ago.

There is in the possession of the Postoffice Department a vast sum of money that reached the dead-letter office through incomplete or poorly-written directions on the envelopes. In seeking to trace these letters it was ascertained that a large proportion of the writers were endeavoring to refund money that they felt they were not entitled to. This "conscience fund," as it is called, has reached a large figure. When we realize how quickly capital is placed at the disposal of men of proven honesty, and how willing creditors are to treat leniently those merchants who have been unfortunate through circumstances over which they had no control, we must hold the opinion that the man who will knowingly shatter his reputation by a dishonest act is morally guilty of a crime, even if he can't be held legally responsible for it.—Ex.

UNIQUE SIGNS.

James F. Henshaw, Washington, D. C., is engaged in doing tin work, such as roofing, spouting, furnace work, &c. His shop is located at 736 Thirteenth street, N. W., and though not a large one a progressive and satisfactory business is carried on. He has adopted a novel method of calling attention to his business by the use of signs, one of which, placed immediately over the shop door, is shown in the accompanying cut. The other sign "We do not solict cheap patronage, and we give the reason why. Read the other sign" referred to is similar in construction and design, placed a little to one side, and reads as follows: "It takes an exceedingly clever man to be the lowest bidder and make his business pay. Low bidders cannot acquire a reputation for good work." He states that he has found that these chalked signs, together with good workmanship, have made his business all that it is. They are referred to as attracting the attention of almost every one, and the suggestion is made that those who have the knack of writing up an attractive sign will find it a good advertising medium. He has found that a sheet of iron wired around and blackened with Munger's liquid slating makes a good board. Referring to the attention these signs have attracted, he writes:

The master plumbers recently held their convention in the city of (Washington, D.C.) They met at the Builders' Exchange, and as my business is on the same square and street, I found myself very much observed by them, many stopping in order to copy my signs. Others came in and talked with me; and one, a fine looking fellow, came in and asked to see the man who had the courage to hang out such a sign, saying that he gloried in my spunk in that I upheld the "dignity of labor." The signs in question are portable, and every week or two I write them up with something original, and I sometimes borrow whatever may be of service from books and papers that I read.

Mr. Henshaw has been putting out these signs for the past 18 months. Below are given some of the signs used, which he suggests might be classed under the general heading of

GOOD WORK AND FAIR PRICES.

Few men have capacities for everything. Our forte is jobbing, and we make a specialty of it.

Reputation as a good workman is worth something, so we do not compete with "slashers." We put our minds on our work and persist in its thorough execution.

Some men advertise their goods at prices less than cost. We have no accumulated stock and offer nothing at less than its value. We agree to do our work well for a fair price.

"What is worth doing is worth doing well." We don't know everything, but we are proficient in what we do know, and we do it well.

Work done at an unreasonably low price is almost invariably a swindle. We want your work at a price that will secure you a good job and yield us a profit.

Every one has own ideas of cheapness and economy. To some it means what is saved in first cost, and to others what is secured in the long run. To us a fair price and a good job are both cheapness and economy.

There is nothing in low-priced work to profit a workman, unless he does it in a swindling way. We offer conscientious work at a fair price and have no recourse to schemes.

"Where there's a will there's a way." We have plenty of will and the way lies in your patronage. Leave us your orders.

The man who declares what he knows is not necessarily a braggart. We want your patronage and we state a fact. We know our business.

"No cure no pay." We are not M.D's, but when it comes to stoves and tin we can promise you good work in every branch. Our terms are not in advance, we make it a

THE ONTARIO TACK CO
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton, Ontario.
SP

condition of payment that work shall be satisfactorily done.

We are often outfigured by our competitors and sometimes lose work because we will not conform to a lower price. We make a specialty of jobbing and solicit the repairs of work that has been cheaply and imperfectly done.

We labor for gain. 'Tis the fair price that secures good services. Those who want good work for less than its value should remember that few people take advantage of themselves.

"Come, let us reason together." Don't that old roof need painting and repairing? Is your furnace out of order? Does your Latrobe fail to operate! Isn't something wrong with the range? Leave your order with us and all the above will be promptly and thoroughly attended to.—Iron Age.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

NOW READY

The newest thing in Varnish. Put up in the neatest and handiest tin ever known. Easily opened. Easily sealed. No corks and no waste.

Unicorn
Furniture Varnish

In tins of assorted sizes. Packed in handy cases for the trade. Handsome show card in each case.

A. RAMSAY & SON,
MONTREAL.
Manufacturers of Leads, Colors, Varnishes, etc



CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.

Established 1864.

CLARKSON & CROSS,
CHARTERED ACCOUNTANTS
NO. 26 WELLINGTON ST. EAST
E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
Edward Still.
John F. Helliwell.
TORONTO, ONT.



WE ALL AGREE

THE GREEN SEAL BRANDS OF
White Lead, Paints,
Varnishes, etc., etc.,
ARE PURE AND THE HIGHEST STANDARD.

Walter H. Cottingham & Co.
Proprietors,
MONTREAL.

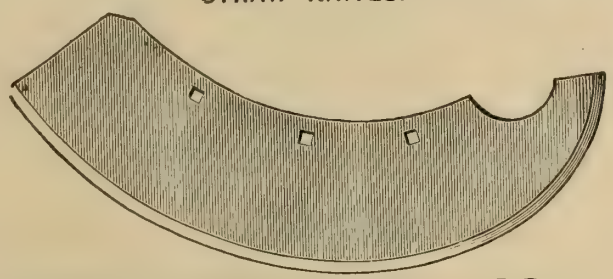
Robertson's Invincible



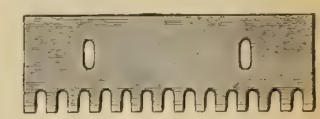
EACH SAW GUARANTEED PERFECT.

Made from Best Quality Silver Steel. Fastest Cutting Saw in the Market. If your dealers' cannot supply, send your orders to us direct.

STRAW KNIVES.



ROOT CUTTERS.



We make a specialty of Straw Knives and Root Cutters. Quality guaranteed. Prices low. Send for quotations before placing your orders.

JAMES ROBERTSON & CO., - TORONTO.

The Whitman & Barnes Mfg. Co.



Canadian Branch:
ST. CATHARINES, ONT.
MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES:

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

The Greening Wire Co., Hamilton, is adding to its already large premises.

Mr. William McMaster, manager of the Montreal Rolling Mills, has been sworn in a justice of the peace.

Mr. Bell, hardware merchant, was among the losers in Wednesday's fire in Beeton, Ont.

A line of granite ware called onyx is one of the new things in trade. It appears to meet a very favorable reception from buyers.

The Kingston Foundry Company has received orders for six boilers from a New York syndicate. The boilers are to be delivered at Montreal.

Benny, McPherson & Co., wholesale hardware merchants, Montreal, have dissolved partnership. The business, it is said, will be continued under a new firm, of which Mr. McPherson will be a member.

H. S. Howland, Sons & Co. are selling a large quantity of Schultze smokeless powder these days. Another gunpowder which this firm have the sale of, the Dead Shot, is likewise in active request.

W. Howard, of Thos. E. Howard, Montreal, has left for New York, to attend a convention of metal manufacturers. He will visit all the factories in the United States and then sail for Europe. The above firm are opening up a large factory in Canada employing over seventy-five hands.

At a few minutes past three o'clock on Wednesday morning the brigade was called to a fire at Polson's iron works, on Esplanade street, Toronto. The flames were under the floor in the boiler room, and before they could be extinguished the works had to be shut down. The damage amounts to about $300.

Among the firms giving tenders for the contract of completing the Kingston suction pipe are the Dominion Bridge Co., Lachine; R. Waddell, bridge works, Trenton; A. Gartshore, Hamilton; Brown Manufacturing Co., Belleville; Stevens & Burns, London; Law Bridge Co., Peterboro'; St. Lawrence Foundry, Toronto; Kingston Foundry and Kingston Locomotive Works.

Thomas Robertson & Co., Montreal, will shortly open a branch warehouse in Toronto, where their representatives, Craig, McArthur & Co., will keep full stocks of all the metals handled by the firm. Premises have already been chosen on Front street, a few steps from the office which Craig, McArthur & Co. now occupy, and which they will continue to occupy, at the corner of Scott and Front streets. Quotations can be got at their office every day on all ingot metals, boilermakers' supplies, etc.

Some time early on Friday morning some parties broke into the hardware store of R. E. Walker, Caledonia, Ont., and secured a number of revolvers and other articles. They then visited Lawson's clothing house, where they discarded their old clothes for new ones. Mr. Lawson and the chief of police have been making a vigorous search for the offenders, but have so far failed to find them. The entire receipts of the fall show, amounting to about $2,500, which were in Mr. Lawson's store, were left untouched.

On Friday morning death claimed one of the oldest and most highly esteemed citizens of Dundas, Ont., Hugh Moore. Mr. Moore came to this country in the year 1845, and has been a resident ever since. For many years he conducted a very large and profitable dry goods and hardware business on the corner of King and Main streets, but retired from business some years ago. He was 86 years of age.

The moulders in Chown & Cunningham's foundry have ceased work because, they claim, the furnace cannot heat metal to such a temperature as to make the casting of stoves profitable. They say that the metal being cool, imperfect casts are made, and the men lose pay. Thomas Windom, vice-president of the Moulders' Union, is there.

We can state upon undisputed authority that the Anaconda mine will close down on November 10th, and remain closed for three months. The action will be taken for the purpose of cleaning up ores and fine dust now on hand, and making certain alterations and repairs. It has no bearing on the copper market. The production for 12 months will not be decreased, because upon the restart production will be materially increased, bringing it up to the average of past years.—N. Y. Daily Metal Market Report.

LITTLE LEAKS.

From far-off Sydney, Australia, comes the Storekeeper with some very good sayings in line with what has frequently been set forth by the Commercial Enquirer, and which will bear reiteration. Under the above title it says:

The proverbs of all nations, ancient and modern, contain at least one pithy saying as to the value of small things, and the races most remarkable for thriftiness—such, for example, as the Scotch and French—are rich in the possession of wise saws on the subject. It is not sufficient, however, that a business man should himself be thrifty; he must see to it that all his assistants, from the office boy to the manager, practice the virtue, even where the most trivial matters are concerned, and are thoroughly alive to the importance of small things. For there are a hundred little leaks through which the stream of profit will escape, unless remedial measures are adopted in time. Employes are apt to be indifferent to economy in small things, for when a man's own pocket is not interested he is inclined to be careless, if not downright extravagant.

How often it happens, for instance, that an assistant engaged in serving a customer with a few pounds, weighs out an ounce or two over the exact quantity. It is a small matter in itself, but let that excess weight be given five or six times a day for three hundred days in the year, and then reckon what it aggregates. The same remarks may be applied with equal force to all articles sold by weight. These little leaks, insignificant though they may appear, have a tendency to enlarge themselves, and will do so, unless discovered and effectually stopped.

Little leaks will also occur in your incidental and general expenses. There is always a strong temptation in the hurry and rush of business to neglect the saving that might be effected in this direction, and men who are earning a fair wage and could be better employed are set to work on a job that could be done equally as well by a boy at eight shillings a week. There is no wisdom in using porcelain when earthenware will do.

By studying one of the elementary principles of political economy—the division of labor, to wit—no inconsiderable retrenchment of expenses in the matter of wages might be accomplished. In a general country store, where the rush of customers is not great, it is senseless prodigality to keep an experienced, and consequently expensive, assistant in each department. One good man, with a general knowledge of all departments, assisted by an intelligent youth, would answer every purpose, and save a considerable sum in wages every week into the bargain. No storekeeper can afford to pay even a moderately high salary to an assistant whose time is not fully occupied from the raising to the lowering of the shutters.

Do not imagine that these little leaks have no existence so far as your business is concerned, merely because you do not see them at first glance. They must be looked for with keen eyes, and though we have given some indications of their favorite localities, it is more than probable they will be found in other places as well.—Commercial Enquirer.

UNFAIR COMPETITION.

Competition in business life is justly regarded as the standard of vitality. Without competition there is no progress, and the incentive to improve on existing conditions does not exist. And yet the competition that we look upon as the very barometer of business activity may at the same time prove to be a pitfall to many, a source of danger to its advocates and of trouble to those by whom it is directly encouraged.

Take as an instance the manufacturer of plumbers' copper work, boilers, bath tubs, etc. He turns out a fair article that commands a good trade until, attracted possibly by his success, a rival enters the field, and in order to secure attention lowers his prices. As long as he continues to turn out for the smaller sum an article equal to excellence to that supplied by the older house he is a dangerous competitor, but eventually he finds this method of doing things unprofitable, and in order to make a profit he lowers the standard of his goods. With careful purchasers who are honest to their customers and not easily deceived his false step is fatal, but there are a plenty of unscrupulous mechanics to encourage him, and who are willing to work off an inferior article on their patrons if they can obtain it at a lower price. They may be prompted to follow such a course either by the lowest bidder system or by sheer av-

arice. The manufacturer comes to their aid. He offers them copper goods stamped "16 ounces" that are really made from 12 ounce metal, and thereby enables his patrons to bid low and to make larger profits, while he can at the same time compete to advantage with concerns that supply only goods that they are prepared to guarantee. The plumber is to blame for this competition, for he incites it by cut-throat bidding and the demand for low prices; the manufacturer is to blame for it, for he encourages the demand for dishonest goods and promotes unfair competition.

The same tactics are pursued with regard to other articles. Brass goods are skimped in weight, made up of zinc, with barely enough copper to color them, and put together in the cheapest way; iron pipe is cast of the veriest rubbish, in place of good grey iron, and stamped with weights and grade regardless of consequences. Faulty earthenware, doctored lead pipe, etc., etc., are nothing new, and may be ascribed to unfair competition.

It is an easy matter to blame the manufacturer for this state of affairs, when as a matter of fact it is the plumber on whom the onus of responsibility for so disgraceful a condition of things principally rests. If there were no receivers there would be no thieves; if no demand for these dishonest goods existed manufacturers would soon cease their production. It is because plumbers want them that manufacturers make them, and if they made them half as good for half the money they would find plenty of purchasers. There are firms whose names we might mention who will not touch anything in the fraudulent line under any circumstances, and the confidence their system of doing business inspires brings them the pick of the trade. There are others who make a specialty of catering to the "cheap John plumber," and who will at any time go hand in glove with him in his swindles in order to secure his orders.

From such concerns fraudulently marked copper work, fake brass goods, etc., can be purchased at a considerable reduction from the price for standard goods of honest quality.—Sanitary Plumber.

ADVERTISER AND PUBLISHER.

In regard to the publisher taking only reliable advertisers, it is the rule now among many publishers to carefully scrutinize advertising that goes in their columns as carefully as they do the reading matter which goes into their pages. This is the proper spirit to show. There is, however, a certain class of papers which boast of their large circulation. They usually carry in some conspicuous part of their paper a large lot of announcements generally set in small type, of a very shady character, and publishers say they are not responsible for the fraud perpetrated through the use of their columns. The people generally hold that they are, and the courts probably would be of the same opinion.

Then there are certain rights which belong to the reader of the paper, especially the man who pays for it. Such a one of course expects that what he says in his journal shall be of a reliable character both as to reading and to advertisements. The subscriber for a journal has a right to ask that there shall be fit reading for a home, both as to regular reading matter and as to advertisements, and the writer concludes the time will come when the advertising columns will be as carefully edited and expurgated as are the reading columns of a journal.—Grocers' Bulletin.

SOME STORE RULES.

These rules are contributed by J. F. W. Helmuth, of Chicago, to the Pharmaceutical Record, and while designed for druggists, most of them contain a germ of thought for all storekeepers:

1. During business hours all hands must be employed and never be idle.

2. Never let a customer wait. Every other duty should give way to waiting on the counter if it can possibly be done.

3. Every person entering the store, whether laboring man or bank president, rich or poor, small boy or big man, white or colored, should be treated alike with courtesy and kindness.

4. Boisterous mirth or loud conversation, as well as sullen temper or indifferent, cold bearing, are to be carefully avoided as unbecoming the character of the employe and not tending to improve the business. A uniformly cheerful and manly bearing is an attainment which is far beyond the price it usually costs, and should pervade the whole establishment.

5. Let the most experienced clerk attend to waiting on the counter.

6. Have a place for everything and keep everything in its place.

7. Let every one of the employes of the store feel at home, and let none think he is master and none think he is servant; let a feeling of mutual respect and animation permeate the atmosphere of the store, for each one is to feel conscious of the fact that the performance of the duties assigned to him is of equal importance and just as necessary as those of any man behind the counter.

8. Devote one day of every week to the thorough cleaning of the store. Observe and maintain absolute neatness, perfect order and thorough cleanliness of the whole establishment. Do not fail to have the apprentice go over all the counters, show cases and desks with a moist towel to remove the dust early in the morning, and repeat in the afternoon, or just as often as it becomes necessary.

9. Keep your order book in a convenient place, and take special care that all the drawers, shelves and cases are well supplied with their respective articles.

10. See that the counter is well supplied with wrapping paper of various sizes.

11. Do not tolerate any lounging in the store; carefully avoid the congregation of sports who like to meet at a store. Do not invite any of your friends to your store; it is better to go out and visit them, lest the store becomes the gossiping place of the neighborhood, and repel many a lady customer.

THE CONFIDENTAL WHISPER.

The "whisper" is oftentimes an effective instrument in impressing the buyer with the idea that he is being treated exceptionally well in the matter, or price or something else, but it requires to be used with discretion. When it fails to come off the salesman is apt to feel pretty mean. An instance of the latter was to-day affording considerable amusement in one house. A salesman who has a strong tendency to "whisper" all the time got hold of a visitor, and drawing him mysteriously aside showed him a line of goods. There was the usual "mouth-in-ear" accompaniment, and then an outburst from the visitor in angry tones heard all over the floor: "Yes! Whisper it! Whisper it low! You ask me 16½c., and I have just bought four pieces at 12½c. Oh, yes! whisper it." The salesman was covered with confusion. He had misread the marking, in which, by the way, there happened to be very little difference between the 2 and 6 marks, and trying to impress the buyer with the idea that he was being offered a bargain had actually asked four cents per yard over the regular price. It is coming on towards the time of year when there will be considerable "whispering," but it may be predicted that one salesman, at any rate, will proceed with caution in future.—N.Y. Commercial Bulletin.

THINK FOR YOURSELE.

Columbus, who added a new world to commerce, would never have immortalized his name if he had not thought for himself. Every discoverer in nature, science or art accomplished his purpose almost unaided and alone.

Think for yourself, for when the mind is actively employed, its powers are strengthened by the exercise. He who learns to think, to reason and to judge soon becomes intelligent, and his opportunities are greatly enlarged. Never be contented with the beaten track of others. Think for yourself and you will develop strong individuality and self-reliance.—Ex.

POINTS FOR RETAILERS.

Buyers in the aggregate, think very little about sellers and will rarely move much out of their way to make a purchase at their friends, provided they can get the article they want equally cheap and equally good in the immediate neighborhood where they may chance to be.

Those who expect to keep up with the times and with competitors must take and read their class journals for it is only in this way they are likely to keep well posted. There is no excuse for not knowing the news and advertisers.

Advertising in trade papers must pay, or else so shrewd an aduertiser as John Wanamaker, for example, would not use such mediums. His business engages a large audience. His problem is, of course, how to reach all sorts and conditions of people.—Ex

MARKETS

MONTREAL MARKETS

MONTREAL, Oct. 21, 1892.

HARDWARE.

The movement of business this week in most lines from jobbers hands has been good, especially in lines of shelf hardware, all of which furnish considerable activity. Regular fall orders have been supplemented by good sorting up over, and the hardware jobbers at anyrate seem pleased with the world in general. Builders supplies are somewhat quieter, but otherwise there is no change to note in any lines. If makers anticipate advancing prices on nails, horse-shoes, or any of the association lines, they have not given any indication of it, and jobbers are booking orders right along with their customers on the old understanding. Crude material rules quiet, but the stiffening in freights, which has come a little early this fall, has sharpened up prices a trifle on Scotch pig. The fact fails to have any effect on the demand, and the movement continues of moderate proportions. In other lines of heavy material there have been some special features, notably the further advance of 1c. in both linseed oil and turpentine, while a fact worthy of note is the enquiries which operators here are receiving about the quantity and cost of cod oil in Montreal from dealers in the United States. Reports from the country are encouraging, and if there is any reason for complaint about payments merchants fail to make it known.

PIG IRON.

Business in pig iron has not assumed any extensive proportions but the advance of the season and increased freight which is having its effect on other lines has caused some stiffening in values. Scotch pig is not plentiful here, but it appears to be equal to the demand. In the better brands some small lots of Langloan which came out under special circumstances have brought $21 but this is an exceptional case. Summerlee has sold ex wharf at $20.50 while Carnbroe and Eglinton sold at $18.50 $19.50 respectively which is somewhat firmer. In domestic Nova Scotia Siemens $19 to 19.50 is still the range. These of course are prices for round lots of stock.

BAR IRON.

Makers report fair orders for bar iron but jobbers seem to find matters quiet. We quote $1.85 to $1.90.

SCRAP IRON.

There is only a small business doing in scrap iron and values remain as previously reported. We note some small sales of wrought at $15.50 and quote the range $13 to $14 for cost and $15 to $16 for wrought.

TIN PLATES.

There is absolutely no feature in this line. The same easy feeling is to note and we lower our inside price a trifle, but allow the same range to stand. We quote cokes $3.25 to $3.40 and charcoal $2.85 to $4.25.

CANADA PLATES.

A few orders have come to hand for these but they were small and unimportant and had little effect on the general dullness. Prices are nominally the same at $2.50 to $2.60 according to grade.

TERNE PLATES.

Business in these so far as any respectable sale is concerned was a complete blank. Quotations are unchanged at $7 to $7.25.

COPPER, ETC.,

The copper market rules firm at the advance, but no large business has supplemented the transaction we noted a week ago. Prices are held at 12½c. Lead is dull with advices from primary markets lower, about 3c. is the idea here for good sized lots.

TIN AND SPELTER.

Tin snares in the firmness of copper and prices are steady at 22½ to 23c. Spelter has been moved from first hands at 5¼ to 5½c. for round lots.

NAILS,

Time passes and if they contemplate any change in nails makers fail to notify their patrons. All the jobbers are working along on the old understanding still.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	$3.00
9 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

CHEMICALS.

The chemical market has been quieter lately as the demand induced by the cholera scare is wanting. In consequence of this also bleaching powder is somewhat easier and is now quoted 2½ to 3c. instead of 3¼ to 4c. as formerly. This is the only change in the market.

Bleaching powder,	$3.25	to	$4.00
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2.75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

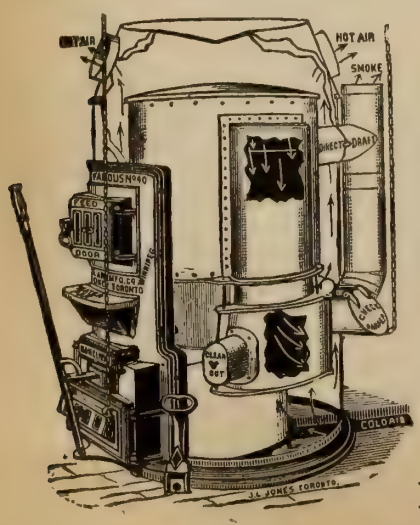
Glass is steady to firm at the advance already noted, but business is not quite so wide as it was. We quote first break $1.35, second $1.45, third $3.25 and fourth $3.50 and so on.

OILS AND PAINTS.

The oil market has presented some new features since our last, but so far as the actual movement of business is concerned there has been little change. Steamer lines have advanced their freights somewhat earlier than usual this year owning to the withdrawal of the Hamburg boats, and the effect is appreciable on linseed oil by a further advance, values having gone up 1c. since Friday last. Another feature has been enquiries about cod oil from the United States, but nothing has resulted from it yet. Otherwise there is no change. We quote :—Cod Newfoundland 42½c. steam refined 40 to 42½c.; linseed raw 56c.; linseed, boiled 59c.; castor oil 8 to 10c.; cod liver oil, Newfoundland 80 to 90c.; cod liver oil Norway $1.05 to $1.20; turpentine, 46 to 47c. Less 3 per cent. 30 days.

NAVAL STORES.

The only feature in naval stores has been the advance in turpentine which has been marked up 1c. all round. Otherwise business is quiet. We quote:—Turpentine, 47 to 49c.;



FURNACES-Coal or Wood.

CAST IRON OR STEEL.

57 VARIETIES.

Our Steel Dome low radiator Coal Furnace (shown in cut) has given the utmost satisfaction to dealers and users.

It Will Pay to Investigate Its Merits.

Write our Nearest House.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MONTREAL Markets continued

resins, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored and 7c. to 10c. for white; oakum, 5½ to 7½c. and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure Manilla, 11c. for 7-16 and upwards and 13c. for smaller sizes.

CEMENT AND FIRE BRICK.

A much firmer feeling is apparent in cement, the facts to which we have referred to previously leading to several turnovers of round lots, and this has induced a more confident feeling in holders. Prices also are firmer both in English and German brands. Round lots of the former, aggregating some 9,000 or 10,000 casks, since our last have been turned over at $2.10 to $2.25, but now prices are 10c. higher at $2.20 to $2.40, according to brand. Belgian has been moved at $2 to $2.10. Firebricks are dull and unchanged at $17 to $20

PETROLEUM

A good fair trade is being done in Canadian and strong efforts are being made to establish higher quotations, 12¾ being asked for car lots at Montreal now. American is in fair enquiry also. We make the following quotations: Canadian, 12½ to 12¾c. at shed in Montreal for round lots and 13¾ to 14¼c. for small quantities. Benzine is quoted 11c. Petrolea, and 13½ to 14c. Montreal. American petroleum, 19⅞c. in car lots, 20½c in 10-barrel lots, 20¾c. in 5-barrel lots, and 21¼c. for single barrels, 2 per cent. off for cash; American benzine, 23 to 25c.

TORONTO MARKETS.

TORONTO, Oct. 21, 1892.

HARDWARE.

Jobbers are getting into stock all the merchandise they can make room for and obtain from the manufacturers, before the advance in railway freights. The advance takes place on the 31st. Shipments are also being made to retailers as much as possible before that date, and goods are being sent forward to the North West and the North shore districts to get the benefit of the lower freights charged by the boats. The merchandise handled continues to be of the same character. Cross-cut saws, axes, snow shovels, skates, sleigh-bells and the like, for the winter trade, are moving out freely. The nail trade is increasing. Good orders have been booked latterly, and the stock is being shipped now. Cut nails are having the preference for the moment. The price is steady at standing quotations. Glass is also in strong request, and is none too plentiful on spot. Shipments are on the way, however. The price is firm at $1.35, and in some cases at $1.40 as a basis. Selling that had been below a basis of $1.35, it is claimed, was for only one or two breaks and the price was made up on higher breaks. The call for nails and glass is in some part due to the builders closing up their houses. The gun and ammunition trade is benefited by the fine weather, and is reported excellent. Cutlery is not in its brisk season yet. Payments, always supposed to improve at this time of year, are reasonably good.

METALS

The metal trade is brisk in some lines and dull in others. The sales of pig iron are small. Copper, lead and tin are quiet. Bar iron is in fair demand. Steel is active.

PIG IRON—American continues to arrive on contracts made some time ago, and in most yards stocks of these irons are large, but new business develops slowly. In British irons a few small sales in 25 ton lots are reported. Carnbroe quotes at $20.75, Langloan at $21.75. No. 1 Canadian Siemens is $21, No. 2 $20.50.

Rogers, Brown & Co., Buffalo, N. Y., reported the Toronto Pig Iron Markets as follows: We note considerable activity among foundries throughout Canada. Buying of American irons is not heavy as yet but there is a fair demand and promise of a largely increased one later. Prices remain unchanged from our last week's report and are given below. We quote for cash f.o.b. Toronto in bond:—1 X Foundry Strong Coke Iron Lake Superior ore $16.20; 2 X Foundry Strong Coke Iron Lake Superior ore, $15.20; 2 Foundry Strong Coke Iron Lake Superior ore, $14.70; Jackson County Silvery 1, $18.25; Jackson County Silvery 2, $17.75; Lake Superior charcoal, $17.45; Tennessee Charcoal $17.20; Southern Soft 1, $14.35; Southern Soft 2, $14.10.

FINISHED IRON AND STEEL.—Bar iron is in fair demand from machine shops and other works. The price is from 2c. up, but for round lots this lowest quotation might be shaded. The tool makers keep up a very good demand for cast steel, which ranges from 10 to 25c. Nova Scotia open hearth steel is also in demand for shafting at 2¾ to 4c. The large crop grown in Manitoba is the chief impulse to the manufacture of agricultural implements, which is now a busy industry, and therefore calls for good supplies of material.

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co.
MANUFACTURERS TORONTO

ANTIMONY—A sale of 5 tons was the most considerable transaction of the week. The price is 13¼c. for Cookson's and 12¾c. for other brands.

CANADA PLATES.—Quotations as low as $2.62½ are made on these, the season's advance tending to make sellers easier in their quotations. Brights run up as high as $3.

COPPER—The strength developed last week shows little promise of resulting in anything more. The price on spot is 13½ to 13¾c. for casting and ½c. higher for Lake ingots. The demand is backward. The position is represented to be firm in New York, and it is felt that the present price will grow into a 12c. quotation by the time Lake freights cease to be obtainable when ½c. extra will have to be added to cost for carried.

GALVANIZED IRON—The demand for this metal is well maintained at from 5¼c. upwards.

INGOT TIN—The tin market is evidently a strong one. Prices rally at short intervals, and though they are usually forced back they apparently cannot be kept back. In New York the price has risen again to 20. 85c. in 1 to 4 ton lots. Strait tin is firm here at 22½c. and Lamb and Flag at 23c.

LEAD—Business is limited at 3¼c. which is a weak quotation for ordinary lots.

SPELTER—The market is easy at 5¼c. in blocks and sheet zinc is 6⅜c. upwards.

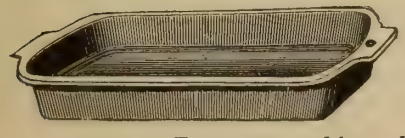
TIN PLATE—The business done now is unimportant, and is on a basis of $4.25 for I.C. charcoals, $1 extra for each cross, and $3.65 for cokes.

PAINTS, OILS AND COLORS.

Inside painting, decorating, sash-priming, etc., are the main basis of the demand these days and maintain quite a smart activity in the paint trade. The price of turpentine has been advanced by the Association to 48c., freight paid to the delivery station. The market is firm in the South. Linseed oil is unchanged at 57½c. for raw and 60½c. for boiled in 1 to 3 barrel lots. Two cents is allowed off these prices in Toronto, Hamilton, London, Guelph. On larger lots the quotation is ½c lower. The price is firm at

"The Seamless Flanged Drip Pan."

MADE OF THE BEST QUALITY OF SIEMENS-MARTIN PICKLED AND COLD ROLLED STEEL.



THIS PAN is drawn by means of dies and is finished with a flanged edge as shown in the cut. This flanged edge enables the housewife or cook to lift the pan easily and safely from the oven.

The superiority of this seamless pan over the old style pan made of common stove pipe iron is apparent at first glance. Its advantages, briefly enumerated, are:—

1. The absence of lapped edge, seams and wire bead which collect and retain grease and filth of all kinds.
2. The superior quality of metal and the shape of the pan which prevents it from warping and twisting, which is the case invariably with the old style lapped edge pan.
3. The pan retains its shape, thereby insuring an even bake.
4. It is much cheaper as it will outlast several of the old style pans.

Made in the following sizes: 8x10 in., 8x14 in., 10x15 in., 12x17 in.

THOS. DAVIDSON & CO., Sole Manufacturers for Canada. MONTREAL, QUE.

MARKETS.—Continued

this quotation. Castor oil continues to rule low, 7½c. being the quotation for cases. All paints are unchanged from quotations in Prices Current.

PETROLEUM.

In this commodity changes seldom occur, and just now there is no sympton of any being imminent. Quantities such as retailers take are sold at 14 to 14½c outside the city and delivered to local traders at 14½ to 15c.

The Petrolia Advertiser reports :—Petrolia crude $1.27 per barrel ; Oil Springs crude $1.27½ per barrel. There is very little to report in the position of the oil market since our last report. The price of crude continues about the same $1.27. The producing news, (although the drill is bouncing away in almost all sections of the oil territory,) however, cannot be said to have been very important, and while some changes have taken place in production, and several new wells finished, they have not been of any special importanee to mention since our last report.

OLD MATERIAL.

The market is steady. No. 1 heavy cast scrap 65 to 70c. per 100 ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c; light scrap brass 5½c. ; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c. ; scrap rubber, 2¼ to 2½c. ; country mixed rags, 80 to 85c. per 100 lbs. ; clean dry bones, 50 to 60c. per 100 lbs. ; plough shares, 60 to 65c ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

HIDES, SKINS, WOOL, TALLOW.

HIDES.—No. 1 green cows' are still quoted at 4½c. Cured are moved out at 5c. in car lots.

SKINS—Sheepskins are 75c. Calfskins are quiet at 5 to 7c.

WOOL—Combing fleeces are 17c., clothing fleeces 19 to 20c. The market is very dull. In pulled wools prices remain at 22c. for super and 26c. for extra.

TALLOW—Is quiet at 5¾c. for rendered and 2c. for rough.

AMERICAN METAL MARKET.

NEW YORK, Oct. 21, 1892.

Local furnace agents report a very fair movement of pig iron the past days. Deliveries of old contracts figured conspicuously, but new orders, although individually of moderate size, continue to be in line with the average previously this week. Surface appearances indicate that there is quite enough iron to go around, but there is no decided pressure to sell, and brands that have any standing with Eastern consumers bring former prices. Quotations for Northern brands are : $15 for No. 1 X foundry, $13.75 to $14 for No. 2 X foundry and $13.25 to $13.50 for grey forge. Southern brands are quoted at $14.25 to $15 for No. 1, 13.50 to $14 for No. 2 foundry and No. 1 soft, $13 to $13.50 for No. 2 soft, $12.50 to $13 for grey forge.

Old material has continued in moderate demand, but prices are held as before. Iron tee rails are quoted at $17 to $17.50 f.o.b. in Jersey City, and No. 1 wrought scrap at about $16 to $16.50 at same point.

The demand for steel rails, track supplies, etc., does not improve. Orders are still for comparatively small lots, and new inquiries involve no important lots. The combination price for heavy section nails remains at $30 f.o.b. mill.

In other lines of steel the business is uneven, with enough doing in structural material, etc., to keep prices for the same quite steady, but rather fierce competition and very irregular prices prevalent in the market for soft steel in the form of billets, rods, etc. Ordinary bar iron, sheet iron, etc., is moving out very fairly at about the prices that have ruled for some time past.

COPPER—While not large or particularly numerous, purchases of ingot copper have been sufficient to hold prices very firmly, but there is suggestion of manipulation by some prominent operators, and consumers are therefore more inclined to go slow. Lake Superior ingot realized 11¾c. and is now generally held at 11⅞c. upward. Electrotype about ¼c. below Lake. Casting brands 10¾c. to 10⅞c. as to quantity. In the London market merchant bars advanced 15s. and reacted to £45 17s 6d for prompt and $46 10s for future delivery.

TIN—Pig tin has been sold during the period under review as high as $20.90 for current month delivery, but a reaction in London brought about a reaction of nearly ¼c. and the market closed flat, with sellers at $20.70c. Meanwhile business has been confined chiefly to the regular traders, and the movement in prices seem to be subject chiefly to the whims of the chief manipulators. Latest London quotations were £95 for prompt and £95 10s for future delivery.

LEAD.—Has been sold in fair-sized parcels at 3.95c. More could have been had at the same rate, but buyers are extremely conservative at the moment, and the market presents a flat, dull appearance.

SPELTER.—Is still freely offered at 4.40c. in round lots, but that price fails to induce consumers to purchase with greater freedom, and the tone of the market is no better than it was last week.

TIN PLATE.—finds rather slow sale, and is without decided change in value.

HOW TO FIX RETAIL PRICES.

In all well-conducted wholesale enterprises, whether pertaining to the manufacture, sale or transportation of products, it is always found necessary to have some well-defined system of determining the market value of goods and the rates governing distribution of the same. In this way prices are arranged, so that, while they allow fair profits to the producer and common carrier, they also secure an active and continued demand on the part of the consumer.

It would seem as though a similar system ought to prevail in the adjustment of prices in retail lines of trade, for the mutual benefit of buyer and seller ; but it is evident to the casual observer that this is not the case in general ; and, for want of such system, there is a lack of equity in the distribution of goods of prime necessity. Of course, no horizontal scheme of uniform per cent. of profit can be applied to all classes of goods (such as the Patrons of Industry have favored,) for that would be worse than the haphazard way now in vogue, added to the vicious and demoralizing cutting practices of the present day. Among the majority of dealers there is little thought given to the subject of how fairly to exchange the products of civilization that vary so widely in their nature and importance, so that there shall be the nearest approach to equity between the seller and the purchaser. Custom and precedent have so far ruled, but with a wide range caused by personal whims and ignorant of relative values for between those who aspired to lead in trade, and are a law unto themselves, and those who, for lack of a better rule, follow the judgement of others, prices have been, and will continue to be, unequal and unjust to a large proporiton of buyers.

I have noticed that, in the Eastern States, and also in many places west of Michigan, the retail prices of many staple goods are much higher than in this State, in one case fully 50 per cent. They could not have been based on wholesale cost, since that need not vary more than would cover the expense of transportation. The only way to account for the difference is the varying methods used to adjust values according to the custom of each locality. I have also noticed a discrepancy in prices between towns in this State that were but a few miles apart ; and, though competition was sharp in general, it did not seem to affect all lines of goods equally.

It is, no doubt, true that no two men, starting in business at the same time and place, and carrying the same classes of goods, will uniformly agree on a scale of prices unless they have come to a mutual understanding to do so. What they ought to do is to have some system upon which to determine the relative selling values of their stock. If it does not work satisfactorily at first it may be modified to suit the varying conditions of the trade. Only one exception need be made, and that is concerning goods that, to prevent them from becoming dead stock, must be sold without regard to cost.

Those who are bred to commercial life will, in arranging prices, consider certain conditions which necessarily affect values beyond the actual first cost. In determining what per cent. of profit is to be properly added to the cost of different articles, it is necessary to make a classification of them according to some scale that shall, on an average, produce a reasonable profit to the dealer, and, at the same time, be just to the consumer. Staple goods, which are in the most frequent demand, may well be considered as a base line upon which to construct a scale of prices. These roquire a less margin of profit to produce a given sum in comparison with all other classes ; and, on the principle of "quick sales and small profits," become a financial equalizer in business. Often, however, the line is drawn so fine in the heat of competition that the profit falls

FALL GOODS FOR HARDWARE DEALERS.

Guns, Rifles, Ammunition and Decoys

Agency for the Ithaca Gun.

—o— CATALOGUE READY —o—

H. P. Davies & Co.

81 YONGE STREET.
TORONTO.

W. J. REID & CO.

IMPORTERS AND DECORATORS OF

Crockery China and Glass.

LAMPS A SPECIALTY.

All glass, Vase, and Library Lamps, in every hue and design.
Our travellers will call upon you shortly with samples.
LONDON AND BELLEVILLE.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE : HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S

Butcher Knives

and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade Mark.

Stable Brushes and Brooms

HIGHEST QUALITY AND FINISH.

The Most Saleable Goods in the Market.

MANUFACTURED BY

CHAS. BOECKH & SONS,
TORONTO.

Send for Special Illustrated Price List.



ELECTRICAL
HOUSE -:- FURNISHINGS.

Bells,
Batteries,
Push Buttons.

The largest and best assorted stock in Canada.
Send business cards for discounts.

T. W. NESS,
749 Craig St., MONTREAL.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac à lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.
—Made only by—
Pigou, Wilks & Laurence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.

TO CARRIAGE HARDWAREMEN



The season for Horse Shoe Vises is at hand. It will pay you to get samples now.

A. B. JARDINE & CO.,
HESPELER, ONT.

entirely into the pocket of the purchaser. Here commences the demoralizing of prices, so often complained of by the dealers, who constitute the commercial conservative element.

The evil does not stop here, but extends into other kinnds of goods which are in less demand, each dealer taking different articles and making them leaders, carrying little if any profit. I once knew a case of a druggist in a thriving town who made a leader of morphine, and had the cheek to advertise it so as to draw trade from surrounding towns. The majority of consumers, seeing the opportunity, take advantage of this foolish rivalry, and reasoning from false analogy, indulge a feeling that the former prices were exorbitant, and the latter a result of reluctant and forced concession. This engenders an animosity against merchants as a class, built up by jealousy and a sence of supposed wrongs, that, fostered by wild-eyed cranks for a purpose, blossom into partisan theories wholly at variance with facts and the spirit of our institutions.

When once the dealer has put a fair price on staples, based on the theory that he who buys oftenest and in the largest quantities deserves the most liberal concessions, he may very properly fix a scale of values on the remainder that shall secure a larger per cent. of profit. Articles of luxury seldom called for, perishable goods, and those that are salable only at certain seasons, as well as goods which are subject to the caprices of fashion—all must be sold on wider margins of profit to make business self-sustaining. If each one carefully clasifies his stock, according to what it costs to sell it, the interests of the public will be carefully considered and the prices fixed will represent actual value. Less than this no consumer has a right to demand— more than this is injustice to the purchaser. A mutual understanding of the equities of trade would reconcile the consumer with the distributer on many points heretofore misunderstood.

Much thought and discussion have been expended by the wisest members of trade organizations to devise a plan which shall prevent excessive competition on prices, which has stood so long in the way of commercial prosperity. Some scheme of relief would long ago have been adopted were it not that the craze of rival dealers to outbid one another has become a panic, and the voice of the conservative element was ineffectual to stay the demoralizing influence.

We can scarcely hope that prices will soon be put back to a just basis unless some new conditions arise to strengthen values of all commodities. Distributers have long been doing business on a falling market and against an increasing number of competitors. The limit of lowest prices having been once reached and the masses of our population again on the way to increase prosperity (as is now quite plainly indicated), it is reasonable to hope for a favorable change in the not distant future. Then will come the most favorable time for retail dealers to join in some equitable system of fixing prices which shall end all demoralizing cutting practices and, also, the haphazard way of doing business so prevalent at least for the past decade.—The Tradesman.

BEHIND THE COUNTER.

This is the place where tact, talent and ability can be displayed to advantage, and where politeness, courtesy and attention win their way. It is behind the counter that that rare virtue, patience, which is so often sorely tried, must never be found wanting. This position is one of the best fields for the study of human nature, knowledge of which is essential to every clerk, where diplomacy has to be exercised, and almost every customer differs in taste and disposition. No one can always form a correct opinion by appearances, for it is difficult to tell who has wealth and money. The only safe rule to follow is to treat all alike—kindly, considerately and justly. A pleasant word, fitly spoken, brings buyers to your counter. Never consider it a trouble to show goods. Your knowledge of human nature and its peculiarities, acquired by being in constant touch with all classes of buyers, if rightly applied, will stand you well in hand. Study to please, and you will not only satisfy and increase trade, but increase the value of your services to your employer.

It is an art to bring a large trade to the counter of your stores, and if the goods are suited to the wants of the trade, the prices are right, and the sales force understand their duties, goods are quickly turned into a fair profit.

ORIGIN OF THE CHECKING SYSTEM

The present universal "checking" system is said to have originated from the fact that the late merchant prince, A. T. Stewart, found himself constantly robbed, and as a protection he gradually established a system of checking every movement in his immense warehouse. To prevent his clerks from carrying goods away from the store, it was ordered that none of this number should be allowed to either bring or take away a package, and in order to enforce this rule a separate entrance was arranged for employes and it was guarded by a sentinel. A clerk, however, might deliver a parcel from his counter to a confederate, and to prevent this the clerk was forbidden to deliver anything direct. He must hand the purchase to a boy who carries it to the measuring counter. Here it is measured to see if the clerk has not added a few extra yards, as the purchaser may be a confederate. Then it is only delivered on payment. Accompanying this method was a number of other checks—in fact every moment was checked and every employe was made to realize that he was under a perpetual watch. The system was generally adopted by our retail stores and the rule seems to be "if a man is honest, watch him and you will keep him so."—Ex.

INCIDENTS OF OVER COMPETITION.

The fierceness of competition says an exchange, depends entirely on the state of trade. When business is brisk, when the demand for goods is large, when everybody is busy, everybody minds his own affairs and mischief and vice are dormant. When stocks accumulate, when sales drop off, when goods decline then the innate qualifications and propensities come to the surface and competition in its most hideous aspect makes its appearance. The merchant sickens of his stock and climbs all over himself to get rid of his goods ; he hammers away at his salesmen and creates the same panicky condition in their minds that exists in his own. He awakens in them all the latent meanness that man's nature is endowed with, and he condones acts and language that he knows to be wrong and uncalled for. Anything to slip out from under a lot of declining goods is a motto that brings competition to a low level indeed.

Another form of competition is that which prompts a merchant to rush into the market with goods that have advanced and sell them as fast as possible at the former price. Ignoring advances and standing declines is a principle that has as yet no established evidence to point to, and as far as our memory goes, the commercial lives of those houses who follow that practice have not been very long nor has their financial growth been a howling success. The smart Aleck lives among jobbers, too, but he does not thrive, as many an old house could testify to, if the truth were told. The worst of all competition, however, is dirty competition, personal competition when an appeal is made to personal, race, political or religious prejudice. We have no words in which to express our contempt for the salesman or merchant who cannot do business or sell goods without resorting to dirt. Sensible merchants share this contempt for the offending party and treat them accordingly. Whenever a house or salesman cannot sell goods without resorting to this method they put themselves beyond the pale of gentlemanly treatment, and a treatment must be extended to them which so dull an intellect, so limited an understanding and so low a character can best appreciate and grasp.

Soap and water are cheap, but soil on good is expensive.

Competition is keen and active and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

To be had of all Jobbers and Dealers in Sporting Goods.

JAMES BALDWIN & SONS,

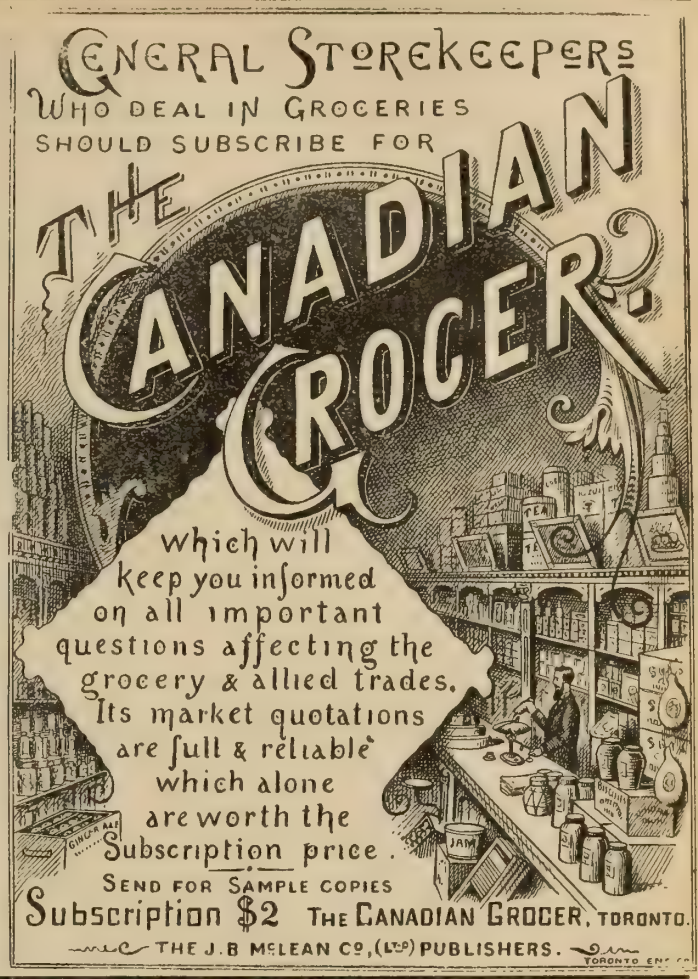
ORIGINAL MANUFACTURERS,

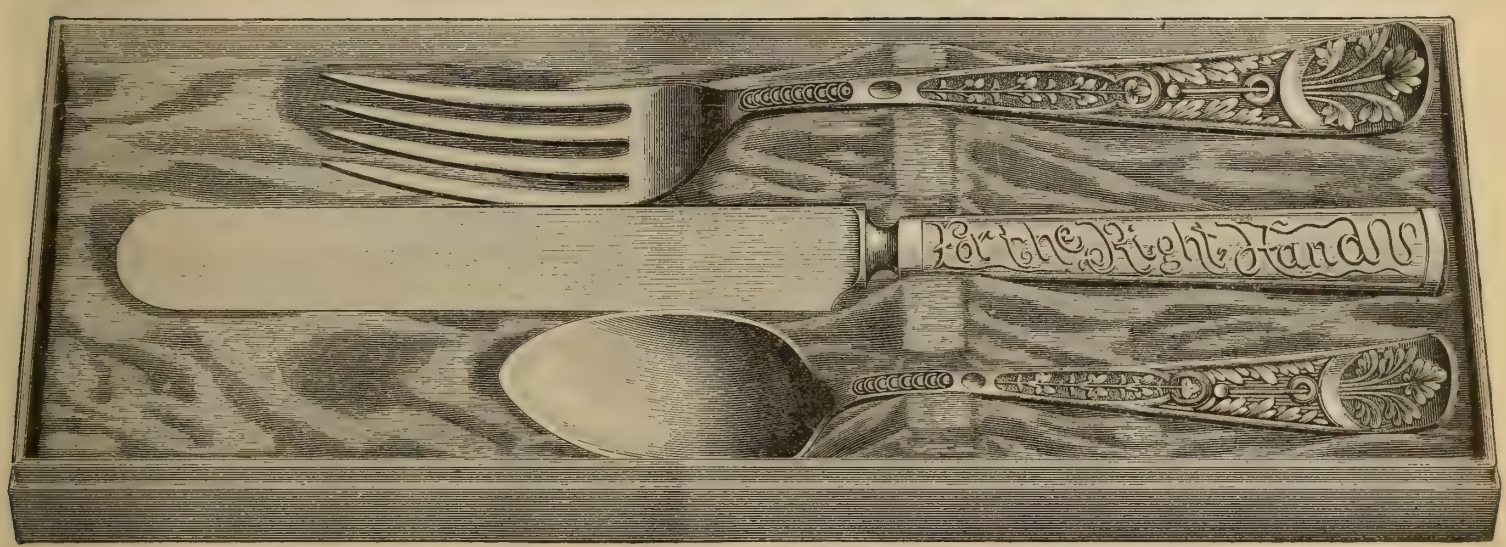
Morville Street, Birmingham, Eng.

Agent:--W. H. JAGGER,

24 Front Street West, TORONTO.

Price Lists and Samples to the Trade Only.





KINDERGARTEN=3 Pieces-Child's Set.

A number of other pretty and salable patterns in stock. A large variety of Christmas specialties. See our travellers before placing your orders for Silver Ware.

The Toronto Silver Plate Co.,

Factories and Salesrooms: TORONTO, CANADA.

E. G. GOODERHAM, Manager. JNO. C. COPP, Sec-Treas.

PLAIN VS. EXTENDED SURFACE RADIATORS.

In its last issue the Heating Engineer presents the following considerations of the subject of the heating capacities of radiators:

The condition of the radiator market of to-day might appear to a casual observer as unreliable and fickle, owing to the difference in price asked by different manufacturers of radiation, but let the matter be investigated and the "nigger in the fence" will show himself in the fact that the radiator that is apparently costing two or three cents per foot less is principally extended surface, and that in reality it costs much more, nearly double the plain surface radiator, when efficiency, the true standard of comparison, is considered. Take, for example, a 36-inch high radiator having twelve fins the full length 1-2 inch in height—the extended surface in such a radiator measures three square feet. That the power of radiating heat from the extreme edge of these fins is less than at their base, there can be no question of doubt. If proof is necessary, make a radiator with 1-2 inch thickness of metal, and see how little heat is given off. As a matter of fact, the extended surface is worth less than half what plain or prime surface is, and when more than that is paid for it, disappointment and pecuniary loss is the result. A radiator with 3 feet of extended surface and 3 of plain should be sold for not more than 4 1-2 feet of plain surface. In other words, if the price is 30 cents per foot for plain surface, the above extended surface section should cost but $1.27 1-2, which is 21 cents per foot, including both extended and plain surface, or about 50 per cent. of what the prime surface radiator costs, and that proportion should be carried out—about one-half, whether the price on plain surface is above or below the above figure.

Then again the quality of iron used in manufacturing extended surface radiators may be and generally is very poor, while the best must be used in making plain surface radiators.

The fin of an extended surface radiator is measured on both sides, although it may be no thicker, and often times not as thick, as the metal in the plain surface radiator. It would be as reasonable for the manufacturer of plain surface radiation to measure both the outside and inside of his radiator and expect to be paid for it. The plain surface radiator has a proper proportion existing between the amount of inside core surface and outside radiating surface. The extended surface radiator has a dearth of inside core surface. It is like a large stove with a small fire-pot. It is impossible to produce heat units in passing from inside to outside of the radiator; all that can be accomplished is the conveyance of those heat units produced from within; therefore if there is a lack of capacity to produce the maximum quantity of units that may be conveyed, it is a waste of money to pay for the surplus or unused surface.

Then again, the weight of the extended surface radiator is much less than one of plain surface, and it is absurd to think that 4 pounds of metal per square foot of heating surface can radiate as much heat as 8 pounds. It is not the capacity, and this can't be gainsaid. Any manufacturer of plain surface radiation will gladly sell you surface at the same price per pound asked for extended surface, but if tested it will be found that the price would be actually higher than what is now asked for plain surface.

For hot water heating we do not believe there can be found any one who will advocate the use of extended surface, the reason being that the degree of heat attained in such apparatus is certainly too low to render effective surface so far remote from the heat-giving centre as on the first. If this is so, and it certainly is, then the same relation must exist between high and low pressure steam. No doubt extended radiation will give better results under extreme high pressure than low pressure, but it is a poor form to withstand such high pressure, especially as an inferior grade of iron, one of low tensile strength, is usually used.

GAS STOVES FOR COOKING PURPOSES.

An enthusiast on the subject of gas stoves for cooking purposes thus sets forth her views, for we assume the writer to be a woman, in the Sunday edition of one of the principal New York dailies:

The advantages of gas over coal for cooking cannot be imagined; one must make the trial in order to know how much better in every way it is to cook by gas. I have tried it for over a year, and from my experience can unhesitatingly recommend the use of a gas range for all sorts of cooking. The strongest argument against using gas stoves has been the expense one would be sure to incur from enormous gas bills. I found that a mistaken idea. It was almost with fear and trembling that I waited for my first gas bill after I began cooking by gas, and, much to my surprise and delight, I found it but a dollar more than for the same month the previous year. My apartment was steam heated and I had to keep but one fire, and that was in my kitchen range.

My coal bills every month were $2.63, as I burned just half a ton of coal. In that time, in addition, I had to pay the janitor 25 cents each time the coal was put in. Then there was the kindling wood, of which I kept no account.

I was compelled to do my own work, and, as any woman would, I got tired of the dust and ashes of a coal fire and the lifting of the coal, and, to be brief, I got heartily sick and tired of the disagreeable task of building and keeping a coal fire; so I determined to invest my small savings in a gas stove.

I got a good one with a broiler and a large portable oven for $15. The gas company put in the pipes and made the connections without charge, and the result was that I found my housekeeping simplified and made much easier. My kitchen was cool all the summer, as I could turn off the gas as soon as I got through cooking. And in the winter I found that I could keep the kitchen sufficiently warm by turning the gas very low in the stove. My gas bills did not average $4 a month the year round.

Some one may ask what I did for hot water. Fortunately the hot water was furnished, as it should be in every apartment building in the city, as rents are high enough for tenants to expect and demand it. Next year I moved into an apartment where the hot water was not furnished, and I got a gas range with a water back and boiler for $38, and my experience regarding the size of my gas bills was the same as the previous year.

There is no reason why some means of supplying our common kitchen ranges with gas as a fuel should not be adopted in New York. The man or woman who would introduce some method by which this could be done would make his or her everlasting fortune, besides becoming a benefactor to the human race, or at least to that portion of it which is compelled to do its own housework.

In Pittsburgh and Bradford, and in all the towns near where natural gas is found, it has not been necessary for the people to buy new stoves, for through some process the gas is introduced through pipes into the old ones, and is used for heating and cooking purposes.

Of course, the gas companies here will tell you it can't be done; this is because they want to sell their stoves. My gas range has a chimney connection, so there is no odor whatever arising from it. It is only the sheet iron gas stoves used for heating purposes that have the disagreeable odors to which people object. Some of the best hotels in New York are using gas ranges for cooking, and the chefs told me they preferred them infinitely to coal.

BUSY TIMES AND ADVERTISING.

The true man of business will not be apt to forget that a busy business season is not an excuse for a failure to give his advertising proper attention. It is a false view of the case to infer that because the country is prosperous, work is plentiful and the backbone and sinew of the nation, the working people, are comparatively well supplied with money, that, therefore, every trader or dealer in a given place will secure an equal share of trade without a special effort to attract it. It is no less absurd for manufacturers to expect that the wants of dealers, whether what they handle be stoves or other commodities, being urgent to meet the demands of their customers, they will be compelled to distribute their favors promiscuously, and that all will get a share, advertising or no advertising. It is true that stove manufacturers, when they have their hands full, are apt to regard the trade paper as a kind of supererogatory work whose functions for the time being can be dispensed with without loss to themselves. This may be true, but it is none the less short-sighted.

There may be enough business to go round, and the conditions of trade may force business upon people who at other times would get very little, but it stands to reason that the house best known through its wide advertising will receive the lion's share, and that as soon as the rush is over the little fellows who have profited, not by their own enterprise but by force of circumstances, will sink into their former obscurity, and they will fall just as far out of sight as their use or abuse of their opportunities to make themselves better known will admit.—American Artisan.

USE PURE LINSEED OIL.

We guarantee our make of Raw and Boiled Linseed Oil to be absolutely PURE. It is not adulterated (as is the case with many so called English Linseed Oils) and can be relied upon for any purpose for which this article is used.

J. & J. LIVINGSTON,
Manufacturers,
BADEN, ONT.

FOR SALE BY

J. M. Bond & Co., Guelph.
Adam Hope & Co,, Hamilton,
Bowman, Kennedy & Co., London.
Hobbs Hardware Co., London,
Canada Paint Co., Limited, Toronto.
Ontario Lead and Barb Wire Co,, Limited, Toronto.
Sanderson, Pearcy & Co., Toronto.
James Robertson & Co., Toronto.
Stewart & Wood, Toronto.
Toronto Lead and Color Co., Limited, Toronto.

We solicit enquiries for quotations on the following goods for immediate or fall shipment :

Large Brass and Copper Preserving Kettles, American Hudson and Little Star Apple Parers, Peach Parers, Fruit Presses, Meat Cutters, Sausage Stuffers, Cow Ties, Rope Halters, etc.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN,
164 Fenchurch St., London, E.C.

Business Changes.

SALES MADE OR PENDING.

C. T. Shipley, general merchant, Parrsboro, N. S., has sold out.

The tinware stock in the estate of Bisset Bros., Exeter Ont., is offered for sale by auction.

The general store stock in the estate of Ruby & Hilker, Port Elgin, Ont., was sold to Emma Hilker.

The general store stock in the estate of Henry Hilker, Underwood, Ont., was sold to Amos Hilker.

A. J. Fitzgerald, hardware merchant, Norwood, Ont., has been succeeded by J. N. Ackerman.

DEATHS.

D. B. Stickney, founder, Newburgh, Ont., is dead.

FIRES.

Chas. L. Gass, general merchant, Halifax, is burnt out. Stock insured.

The general store stock of A. W. Pressley, Chilliwack, B. C., was damaged by fire.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

T. Leblanc, general merchant, Napierville Que., has assigned.

Fred. Cameron, general merchant, Westville, N. S., has assigned.

T. Lacoursiere, general merchant, St. Stanislas, Que., has assigned.

Mitchell & Co., grocers, Toronto, have called a meeting of their creditors.

M. A. Trethway, general merchant, Mission City, B. C. has obtained an extension.

A. E. Woods, galvanized iron works, Toronto, has assigned to James McBride, Toronto.

Wigle Bros., general merchants, Essex, Ont., have assigned to C. B. Armstrong, London.

James Munro, general merchant, Thorold, Ont., has assigned to Henry Barber & Co., Toronto.

G. E. Reesor, hardware merchant, Markham, Ont., has assigned to Andrew S. Allen, Toronto.

Benjamin Leclarie, general merchant, Hemmingford, Que., has assigned to Lamarche & Oliver.

J. C. Boulanger, general merchant, St. Francois Xavier de Brompton, has assigned on demand of Liddell, Lesperance & Co.

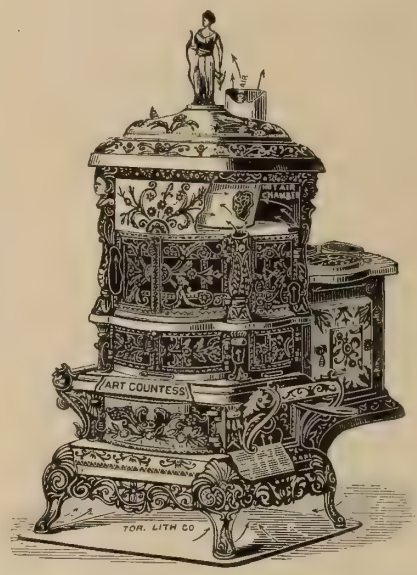
Platinum vessels for concentrating acids are now made on an improved plan, the new feature being that of coating the platinum with gold. Such a coating, it is found, adds materially to the life of the vessel. The coating of the platinum sheets is accomplished by simply heating them to a temperature higher than that of the melting-point of gold, and then running the molten gold over them. The double sheet of the two metals can then be rolled, when it is fit for making the vessels that are required for chemical laboratories and other purposes.

THE "DRUMMER'S" FIRST DAY.

"When I started on the road I imagined that the life of a drummer was one long-drawn sigh of transcendent bliss," said J. W. Little to the writer. "I imagined that the country merchants would be all glad to see me, would laugh heartily at my jokes, and take my advice regarding what they should buy. But the poetic dream soon vanished. I reached my first town in a pouring rain, and had to carry my heavy sample cases a quarter of a mile to the hotel. The first merchant I visited kept me waiting for an hour while he sold a plug of tobacco and a pint of whiskey to a negro, then sneaked out the back door and went to dinner. The next one expressed an earnest desire to see every drummer hanged, and the third one pawed my samples over for an hour, informed me that all my best stories were told by Shem and Japhet in the ark, and that Ham grew black in the face trying to restrain his desire to pitch them overboard. I got sour bread and fried catfish for dinner, and slept that night on a corn-husk mattress, from which the cobs had not been extracted. As I sat in my carpetless room on a chair with a game leg, and by the light of a smoky candle watched the bedbugs play bo-peep, I wanted to chuck my samples into the river, return to the city, and drive a sprinkling cart."—St. Louis Globe-Democrat.

ART COUNTESS BASE BURNER

WITH AND WITHOUT OVEN ATTACHMENT.



Over 15,000 now in actual use, and our sales this year larger than ever.

This is undoubtedly the most beautiful and perfect working Heater ever manufactured.

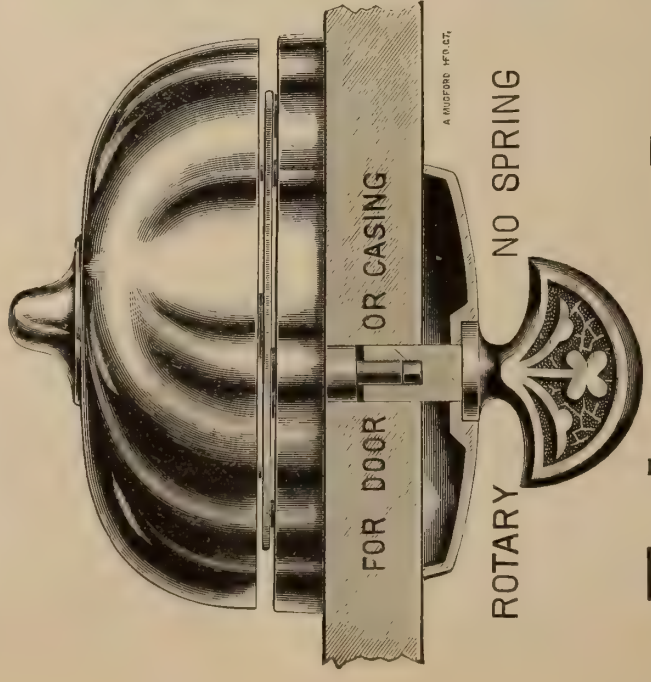
EVERY STOVE
A DOUBLE HEATER.

By a patented device, the cold air usually found along the floors or under the base is drawn up through circulating air flues and over the fire, and is then thrown out at the top of Stove into the room, or may be conveyed to any other room by attaching a pipe to the cellar.

FOR SALE BY ALL LEADING DEALERS IN THE DOMINION.

E. & C. GURNEY CO.
TORONTO, ONT.

NEW DEPARTURE "ROTARY" DOOR BELLS.



Incomparable!
NO SPRING!
Best Tone, (Sure)
Superior Finish!
Bronze Trimmings!
COMPACT!
CHEAP!

For Circulars, address
THE NEW
Departure Bell Co.,
BRISTOL, CONN.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11:

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern; so that we have the somewhat singular sight of a combine reducing prices."

THE E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.
MAMMOTH WORKS AT HULL, CANADA.

CUTLERY.

A choice assortment in stock at close prices. See our samples of Cutlery made by Jos. Rodgers & Co., E. M. Dickinson, and other Cutlers, also "African Silver" Spoons and Forks, before placing your Fall orders.

A. C. LESLIE & CO., Agents,
445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"
PORTLAND CEMENT.
BEST ENGLISH BRAND MADE.

Canadian Consignees :
McRAE & Co.,
Ottawa and Toronto.

New Wrought Iron Pipe Bedsteads

Strength, Durability, and Comfort Combined. No wood about their construction. Proof against disease germs, and vermin.

J. & C. Hodgson
Wrought Iron Pipe Manufacturers,
MONTREAL.

H. D. SIMMONS,
74 York St., Toronto,
Western Representative.
SEE SAMPLE AND GET PRICES.



Excellent Quality! Reasonable Price!



ADAMS-MARS BEST.
GALVANIZED SHEET IRON. SP

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

I. H. CAMERON, 10 Front St. E.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅞, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright 2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.

Wrought 62½ to 65 p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅞
" 7-16 " "	4 4⅛
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ¼ to ½ in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hand-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 05½ 0 05¾
Domestic "	0 05 0 05¼

Zinc Sheet.

5 cwt casks	0 06½ 0 06¾
Part casks	0 06¾

Lead.

Imported Pig, per lb	0 03¾ 0 04
Domestic "	0 03¾ 0 04
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5¼ 5½
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb.	0 19
Chrome Greens "	0 12
Golden Ochre	0 08½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 57½
Boiled "	0 60 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 48

Castor Oil.

Best, per lb	0 07½ 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, on shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 5 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c;

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
United inches				
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 56		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0 3

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils. Turpentine, etc Prices Low. Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat,dis. 50 to 55 p.c
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 5 to 60 and 10 p.c

Horse Shoes,

Per keg..... 3 60 3 70

Ice Picks.

Star, per doz..... 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P , Can. list dis, 50 p.c.

Bronze, Berlin, per doz ..	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava "	8 75	10 00
Shutter, porcelain, F & L screw, per gross.....	$1 30	4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass "	4 00	4 50
All glass, "	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp't'rs', hickory "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

	per gross	
Square, round and octagon	3 38	4 00
Diamond.....	12 00	15 00

Oil.

Canada Refined Oil (Toronto)	14	15
Carbon Safety "	0 17	0 18
Canada W.W. "	0 20	0 22
American W.W. "	....	0 25
S. R Seal .....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, "	40	1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis.57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's(Stan R & L.Co.)42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz.....	55	1 00
Axle.	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set....	....	72
" hollow, per inch	....	1 00

Putty

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot....	3	3½
Sliding Door, "	3½	3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9½ 9¾	11 11½
¼, 5-16, ⅜ in.....	10¼ 10½	11¼ 11½
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	0 70	0 75
" N P. "	1 00	1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B.& A.,sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each....	1 75	2 75
" frames only		75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz	2 10	4 50
Foot, "	40	3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.

Bench, wood, per doz....	3 25	4 00
Bench iron per doz.....	4 25	5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P , dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned, "	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, "	1 80	2 25

Snaps

Harness, German, p. gro.	1 65	5 50
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Soap

Sapolia ½ gross boxes.....	3 25
" ¼ and ⅛ gross boxes per gross net cash	12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00
Dessert " ..... "	21 00	.....
Table " ..... "	30 00	30 00
Dessert Forks.... "	24 00	.....
Medium " .... "	27 00	.....
Table " ... "	36 00	.....

Squares.

Iron, per doz	1 65	2 90
Steel, dis. 75 and 10 to 80 p.c.		
Try and bevel, dis. 50 to 52½ per cent		

Staples.

Fence, galvanized, per lb	4¼	4½

Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		0 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

Tin case & dairy, dis.75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list,70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H. & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz.....	0 35	1 50
Rat "	2 00	4 50

Trowels.

Disston's, discount 10 p.c.

German, per doz.....	4 75	9 00
Brade's "	00	10 50

S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap.....	.....	0 11½
" Crown.....	.....	0 10¾
" Silver Composite	0 09	

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50½
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8,10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	4½ 4¾
" 4 " 4 & 6 " "	
" Plain twist, 2&3 wires	
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.... 0 04½
Ditto Glidden 2 point	.... 0 04½
Galvanized Barb, "Lyman," 2 to 4 points.....	..... 0 04½
Steel staples	0 04½ 0 04½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p.100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.

Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

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MUNN'S LIQUID GLUE.

The Strongest, Cheapest and Best.

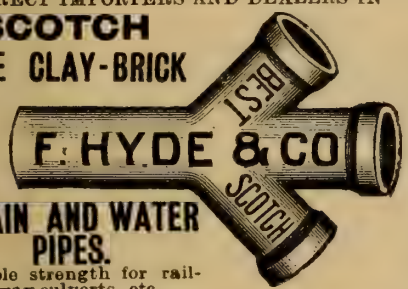
Put up in all sizes. Circular and price list on application. KENNEDY BROS., Agents, 101 Bay St., Toronto.

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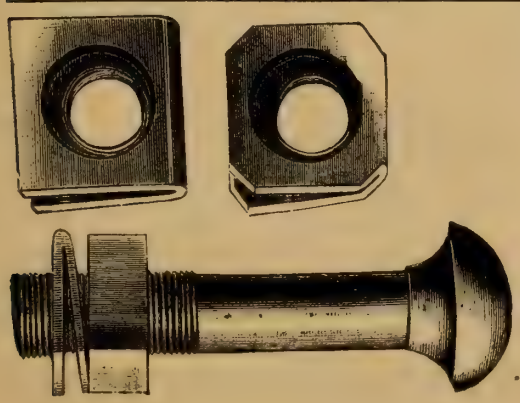
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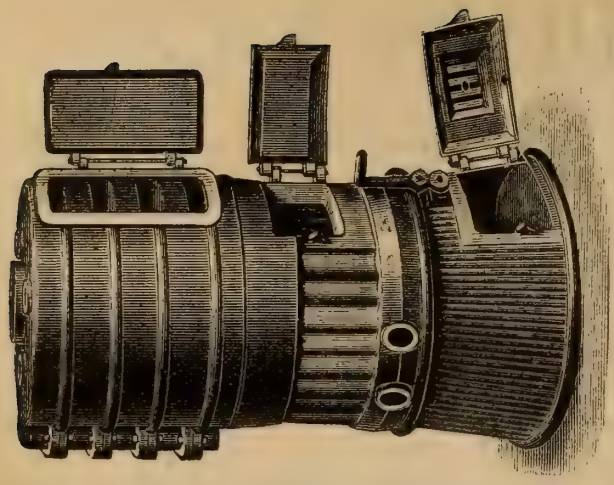
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VOL. IV. TORONTO, OCTOBER 29, 1892. No. 44.

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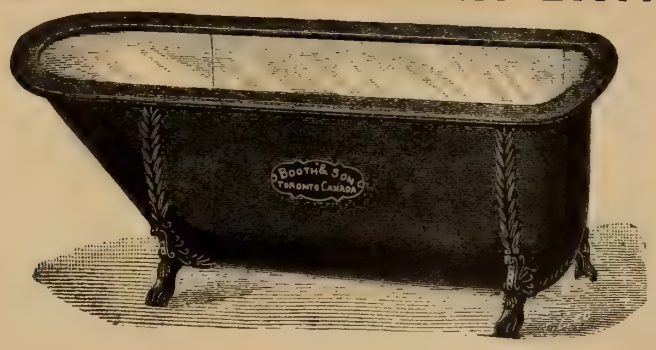
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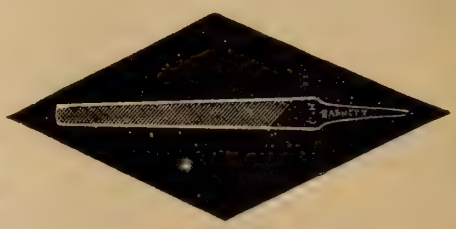
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Vol. 4. TORONTO, OCTOBER 29, 1892 No. 44

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas

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Of the large sums of money spent every year upon objects of taste, a slowly but surely increasing proportion is finding its way over hardware counters. In fancy metal goods buyers can nowadays obtain some of the refinements of art at low prices. The taste for this class of goods was not of slow growth as the evolution of such goods into genuine elegance was slow. The past few years have witnessed a vast improvement in the character of the fancy hardware lines, and that improvement has fostered the taste which must underlie the demand for such goods. There are now high class goods and people who want them. Of course they are luxuries, and as such have limited sale, but also as such they yield a generous profit. The cultivation of trade in them amply repays the merchant. People who love choice books and good pictures are usually broad enough in their sympathies to like elegant furnishings for their libraries, drawing rooms, halls, etc. They have fine art in hardware to choose from. Home ornaments are the chief strength of this department of hardware stock, and that fact places it on broad ground, that ought to sustain a considerable volume of trade. In lamps, fenders, brass bedsteads, book racks, music racks, music tables, music stools, music chairs, there is a very full variety of rich goods on the market this year. Christmas stocks are more fascinating than ever. Black goods are as prominent in the samples this year as they were last, but a finish now on the market for the first time is gilt. Oxidized silver appears again in some magnificent forms in lamps, but not much in other goods. Brass goods are still made, but it is plain that the tendency noticeable last year is growing, and that this finish is disappearing. Black goods and gilt goods are the vogue. The varieties of stands are more numerous, onyx enters more freely into their make-up, and the slabs are more solid-looking. There will be some very beautiful lines in cutlery for the coming holiday trade. In table cutlery, hunters knives, pocket knives, carving cabinets, the retailer will have some of the choicest goods to choose from that have ever been brought into the country. From this forward the merchant might find it profitable to prepare the soil for his holiday trade. It is not at all below his dignity for him to bespeak the Christmas trade of such people as mark the holiday season by gifts to favorite friends. He might as well get a part of this trade as the jeweller and the fancy goods dealer.

* * *

On and after 1st January next the terms of sale of cold cut iron rivets and burrs will be four months or 3 per cent. cash discount if paid within 30 days from date of invoice. The following manufacturers are notifying the trade to the above effect: Canada Screw Co., Hamilton; Ontario Forge and Bolt Co., Ltd., Montreal; Parmenter & Bulloch, Gananoque. The discount was formerly 5 per. cent.

* * *

One good result has flowed from the adoption and maintenance of a uniform price list by the cut nail manufacturers. That result is a great increase of trade between jobbers and retailers. When prices were a matter of caprice or of the exigencies of competition, a large proportion of the nail trade was lost to the wholesalers, as manufacturers seized every opportunity to do business directly with the retailers. A jobber frequently found, after he had bought a large stock of nails, that many of his customers had also been supplied by the manufacturers, probably the very ones he had bought from. There were no orders too small to be refused, Lots of one to five kegs would be shipped from the factory, and the worst of it was that the price would be as low as, sometimes lower than the jobber had paid. The pressure of competition, unrestricted either by agreement or proportion in production, brought about this exasperating state of things, and nobody was sorry when the manufacturers wearied of the losing game and called a truce. The profits are now reasonable, and moreover they are no longer precarious but are assured. But the result under consideration in this paragraph, the increase in jobbers' business through the decline of manufacturers' direct trade with retailers, is as important as any consequence of the common price list. The retailer has now no motive in dealing directly with any manufacturer, as none of them can give him any favors. They are all solemnly and securely pledged to one price, and that one no better than retailers can get from their jobber. Consequently they go to the jobber for nails as for their other hardware, and find some advantage in doing so, for, in the first place their freight is not proportionally so heavy in a composite shipment as in a shipment of a small lot of one kind of goods, and in the second place by buying all their goods from the jobber they increase their chances of indulgence when they want a renewal or some other favor. It is said, however, that this check in the trade between manufacturers

and retailers has been a source of loss to some of the former. They are those manufacturers who depended chiefly upon a direct retail demand for their trade, and who, when that was cut off had not well established connections with jobbers. Further, they did not find it easy to work up a trade with jobbers, on account of the resentment some of the latter naturally felt against these manufacturers as former competitors for the retail trade. The fact that the agreement as to price does not cover all Canada leaves these manufacturers an open market in the Maritime Provinces, in the North West Territories and in British Columbia, where they can find an outlet for some of their product. If this safety value did not exist it is probable that the Association would be put to strain from within that it could not resist. It is unlikely, however, that the manufacturers in question will be satisfied without some further compensation for the loss of the retail demand, and it is hinted that an arrangement for the pooling of profits may evolve out of the meeting held this week in Montreal. Such an arrangement would no doubt placate the malcontents, but it will not be easy to arrive at an apportionment that will be unanimously satisfactory.

A NEW ARRANGEMENT ON NAILS.

As already noted a fortnight ago, there were meetings of the various iron manufacturing associations in Montreal, and so far as could be learned no important changes in price were decided upon. At anyrate jobbers have been working along ever since on the former basis, and booking orders ahead. The presumption was therefore that no change in the existing standard was decided upon. This is all right, so far as book-wire, smooth-wire, wire-nails, etc., is concerned, but it has leaked out despite efforts to keep it quiet that the cut-nail men contemplated some change in the existing arrangements. The presence of Secretary Hardy, of Toronto, in Montreal, on Tuesday last, indicated that something was up, and it was proved eventually that there was. A conference took place in the afternoon, there being present Messrs. McMaster, representing the Montreal Rolling Mills, Peck, representing Peck, Benny & Co., Duncan McIntyre, representing the Ontario Rolling Mills Co., and others. The matter that came up for discussion was the subject of some arrangement as to quantity, whereby the buyer who placed an order for 15,000 to 25,000 kegs could secure better terms than the one who merely bought as he wanted, say 500 or 1000 kegs at a time. The argument was that the former should be given the preference, and it is understood that an arrangement was arrived at, by which this result was secured by fixing a scale of prices to be governed by the size of an order, each party to the agreement binding himself as previously to religiously observe the new scale. A maker in conversation afterwards said that this was not to be understood as a cut for it was not, but simply an observance of the recognized trade rule, whereby a certain quantity entailed a certain price. No preference would be given to anybody, but if a large retail dealer wished to order on the scale he no doubt could do so as well as a jobber, provided his order was of the requisite size to call for a certain price. The old agreement had been too beneficial in doing away with cutting, etc., and the irregular market which it led to, for the makers to countenance any further tactics of the same sort. There are of course others in the trade who hold an opposite view and talk about the beginning of the end, etc. But this is pure conjecture, and until their claims are actually demonstrated in a regular way on the market, the Makers' Association should be given the benefit of the doubt.

WILL TIN PLATE ADVANCE ?

The most interesting subject with iron and metal importers in Montreal at present is the possible effect the advance in ocean freights will have on values of tin plate, etc. The advance, as already noted in these columns in connection with other goods, is equivalent to 10s. a ton or about 6d. more per box laid down in Montreal. If one were to argue on the experience of previous seasons there ought to be an advance in spot prices in Montreal. When freights went up in the fall it was always a signal for holders to stiffen their prices. To-day tin plate is selling at $3.25 per box in round lots, and with the increased freight, shipping charges, etc., the actual cost in any fresh supplies would leave no margin at all on the above figure. All our supplies coming forward are now afloat however and close at hand, and it remains to be proved whether dealers will take advantage of the above facts, as dealers in other lines of heavy material have in view of the large stocks of tin plate in Canada. Some of these stocks cost a pretty high price, one lot of 5,000 boxes that we may instance having been held in Montreal for some time owing to this. Possibly the holders of this and other lots, bought under similar circumstances may try to work out a better figure, but it is a question with the trade whether values can be forced up, as buyers are well aware that they have good supplies to draw from and are not at all anxious.

POOR COLLECTIONS REMEDIED.

It always seems to me when I hear about collections that are hard to make and goods that are refused or returned without cause that there must be something wrong with the sale either on the part of the seller or the purchaser.

I can see how a traveling man may be overzealous to make a sale to a retail dealer and also how a retail dealer may be very anxious to sell to a customer, but there surely ought to be a mutual understanding as to what the obligations to meet consist of.

When a trevelling man comes to me and tries to sell me a special article I always consider whether it is what I want and whether it will be salable. Of course the latter point connot very readily be determined without a trial. However, there are ways to do this without entering into an iron clad contract. Neither party should lose sight of the fact that the goods must sooner or later be paid for if the sale is consummated.

While as a general thing salesmen make no out of the way inducements for me to take an article, yet I'll once in a while strike one. His only ambition seems to be to make a sale and he looks no further. He will make all kinds of offers and agreements to induce me to purchase what he has for sale. He makes promises which he has no authority from his house to make, and will do anything if I will buy. But I've had all the experience of that kind I want and I don't bite. If I really want the article I will take it on fair terms, but I will not enter into an agreement which I know will cause trouble between the house and myself.

There is one argument in favor of the salesman acting as collector and that is that he will be more careful about the kind of sales he makes, especially after the first collecting experience he gets. Still many houses regard the plan of sending out a regular collector as the best means, and this is probably particularly so in the case of harvester sales. A company ought not to employ a salesman who is slack in making sales of goods, and there are few cases where one is kept after his first season of indiscretion.

What is true of the salesman for the manufacturer or jobber is eminently true of the retail dealer. There is no retail dealer who does not want to sell goods, but he should not let his desire to make sales get away with his common sense. He should consider who his would-be victim is before he tries too hard to make a sale. If the man is good for the amount of the purchase it does not do to be slack in any particular of the transaction.

In the implement business it is not easy to get cash customers on everything and for that reason if sales are to be made they must be made on time, but it should be the

duty of the country merchant that sales are made only to responsible parties. It is not always those who are well off who are responsible. If they were they might pay cash instead of asking for credit. It is very often the case that some of my best customers are the poorer ones. If a man is honest he is all right for he will not enter into obligations which he cannot meet or is not reasonably certain of meeting.

Several cases come to my mind of young men who were starting out on rented farms who wanted to get binders to do their own harvesting and that of their neighbors. They were young men whom I know perfectly well and I knew they were worth helping and would be among my best customers as soon as they got on their feet. I was probably more reasonable with them than some merchants who would be on that account and had no cause to regret my action. They all paid up on time and sooner than some of my older customers.

I believe a dealer needs to study his customers more than he is accustomed to. If one knows what kind of a farmer his man is he will be able to tell pretty nearly whether he is to be trusted or not. A thrifty farmer is always all right. He keeps his farm in shape and he keeps his business in shape Such a man will settle up his obligations when he says he will even if he is greatly inconvenienced by so doing. He never asks for an extension of time without a very good reason therefor, and when he does he should get it every time.

A great deal of trouble between the dealer and wholesaler and between the dealer and his customer may be saved by observing some very simple rules. The retail dealer should always have a thorough understanding of the matter when he enters into contract with a wholesale house. When he signs that contract he should know what he is doing, and be ready to abide by its terms. If this is done there will not be so many poor collection reports heard. When a dealer sells to his customer the same rules should be observed and little trouble will result. "Be sure you are right and then go ahead" is a good proverb to observe.—Jeremiah Banks, in Stoves and Hardware Reporter.

THE PATRONS AT HUNTINGTON.

The Enterprise of Huntingdon, Que., gives a report of a meeting of the Patrons of Industry in that town on the 15th inst., and we make a few extracts from it.

In his speech Mr. Mallory, the Grand President of the order had this to say about salt:—The entire salt output of Canada was controlled by three men. These men were enabled to keep up the price of salt by gauging the supply. Only enough salt was put on the market at one time to keep up an active demand, and prices were never allowed to come down. The Patrons, at a meeting of the Grand Association, extended negotiations to one of the three men to come out of the combine, and they would agree to take a certain quantity of salt. Many vexatious delays and hindrances were put in the way by the other members of the combine, who even went so far as to have the County Judge issue an injunction restraining the members with whom they were negotiating from supplying the Patrons of Industry with their salt. This injunction expires on the 31st December, and the speaker said that it gave him pleasure to inform the Patrons present that they would receive their salt about January 1st, at half the price they would otherwise pay. According to the agreement made the Patrons will be furnished with from 500,000 to 1,000,000 barrels of salt at a stated price.

With regard to binder twine the speaker had a word to say. Through pressure brought to bear by the Patrons, the Dominion Government informed the manufacturers of binder twine that they must sell at the same rate as in the United States or off would go the duty. Notwithstanding the reduction in price, the speaker said that the profits of binder twine manufacturers for the year were over $1,000,000. This was not all that they had done. Up in the County of Brant the Patrons had formed a company to carry on the manufacture of binder twine and agricultural implements. Though the law would not allow them to manufacture the entire patented machine, yet there was nothing to prevent them from making the different parts, and they had in view the erection of repair shops throughout Canada for the manufacture of the different parts of the Massey and other machines. In one week in the County of Brant they had organized a company with a capital of $70,000. In that part of the country they did things on a large scale.

Mr. Mallory was followed by G. W. Stephens, M.L.A., who thought that it was a mistake for the Patrons to interfere with traders. He thought that the latter class had enough competition already amongst themselves to keep prices down. He did not believe in farmers going into trading themselves, for just so sure as a man goes into anything he knows nothing about, just so sure would he come out with an immense quantity of experience. Speaking of the cash system, he said that a long credit system was bad. If people would only pay cash for what they got, everything would be cheapened. He pointed to the Dominion Cotton Co., as an instance of the evils of a combine, and explained how this company watered their stock so as to create the impression that they were making more than six per cent dividends. Farmers should take an active and intelligent interest in the affairs of the country.

Mr. Scriver, M. P., was the next speaker. He said that if the farmers are oppressed it is largely their own fault. Mr. Mallory had remarked that farmers preferred to be represented by one of themselves. If there was any rock on which the association might split it was in arraying one class against another. It was not men of any particular class that were wanted, but honest men, who would give them an honest administration of affairs. He did not think that the profits of the storekeepers nowadays were unreasonable. He did not think they could point to any one around here who has made a fortune at retailing merchandise. Speaking of his own personal experience a man would not get rich very fast.

LONG DISTANCE TELEPHONES.

The following article from the Boston Herald shows that long distance telephones will cause an appreciable increase in the use of copper:

The completion of the long distance telephone line to Chicago gives the American Telephone and Telegraph Company a wire mileage of over 40,000, stretching from Boston to Milwaukee. The company has three trunk lines between Boston and New York, one by way of Springfield, embracing 41 wires, the second by way of Providence, with 21 wires, and the third by way of New London, with 6 wires—68 wires in all. Twenty wire circuits run from New York to Albany and 10 from there to Buffalo. Most of the other lines are 10 wire circuits. They run from New York to Washington by way of Philadelphia, from New York to Reading and Harrisburg, from Philadelphia to Reading, from Reading to Syracuse, from Hazleton, Pa., to Altoona, from Harrisburg to Pittsburg, from Buffalo to Pittsburg, from Pittsburg to Chicago and Milwaukee. There are loop lines to Detroit, Cleveland and some other cities. By means of local lines many other places are reached, and the Long Distance and American Bell sub-companies possess a great network of telephone lines, not quite all over the country, but over a good deal of it.

The wire used between New York and Chicago, 1,000 miles, is No. 8 copper, weighing 435 pounds per mile. Elsewhere No. 12 was used, weighing 106 pounds per mile. To string 40,000 miles of wire, 8,000 miles No. 8 and 32,000 No. 12 would require about 6,800,000 pounds of copper, costing, say 15 to 20 cents per pound. Call it 18 cents and the cost of the wire for the long distance system is roughly approximated at $1,250,000. It costs about $5,000 per mile to build a 40 wire circuit, everything included, and a larger proportionate sum for a smaller circuit. Cincinnati, St. Louis and other large cities have not yet been supplied with the long distance telephones, but doubtless will be in time. The field is a large one, and but partially cultivated. Tolls are fixed upon the general basis of one cent per mile for five minutes talk.

TAKE TIME.

Every day you hear some business man or merchant complaining that he gets no time for doing thus and so. It is a very convenient excuse for negligence or lack of a proper system of working. The fact is there is a time for everything under the sun, if people will only take it, by seizing time by the forelocks as they should. A man has no business to work at anything that he has not ample time for doing, and doing well. If a business man gets insufficient time to attend properly to all the details of his business, there is something radically wrong with his system, or in the running gears of his establishment that should be righted at once. He lacks sufficient help in some department, or is practising false economy, or else wasting time somewhere.

Some people foolishly fancy that they get no time for any rest or recreation, they do not ever find time to eat or sleep properly, but get so wound up in their business that they fly around like a buzz saw and those nervous, restless mortals are never still. They are a sort of animated perpetual motion machines. There seems to be no happy medium ; people either wear out or rust out, and one way of giving out is as bad as the other.

There is a vast difference between the systematic, methodical, regular, steady-going business man, and the one who flies around until he flies off the handle, and never gets time to properly oil up. These are they who fill our lunatic asylums, or plod around as poor nervous dyspeptics and drop into an early grave, because they never got time to attend to nature's laws. Old father Time reaps them in with his keen edged scythe and they are harvested before they are ripe. They have to take time to die and it is only then that they get their long neglected rest. The wise man of Holy writ said : "There is a time for all things, a time for rejoicing and a time to mourn."

The true business man ever finds time too precious to waste in frivolous things, but he has always time for a pleasant word for those around him. He works like clock work, and takes time to get wound before he runs down. He keeps his hands busy as well. He never wastes time in long stories and useless talk argument. He works easily and smoothly because he is systematic. He finds time to eat his food with a relish, to sleep and rest, to get acquainted with his wife and play with his babies. He never says, "I had no time to attend to that little matter," because he is punctual to the stroke. He is like a time piece well regulated. If he does go on tick he is punctual to the hour. He strikes—"while the iron is hot." His keeps all his appointments and engagements to the letter, and those with whom he deals know that they can trust and depend upon him. He is a good time piece, and all men look up to him with confidence that they will never be too late for the train.

It is not steady work that kills. It is nervous, fretful worry. It is letting your clock get too fast or too slow. It is getting out of plumb with the world. My friend, if you are a business man, keep your works clean, well regulated, and balanced. Mark time as you go, and do not get wound up too tight or fly off your balance, until the mainspring of life has worn out by time's unceasing stroke, the wheels have ceased to revolve and the clock has struck, "never to go again," until it is prepared by the great Creater.—Detroit Herald of Commerce.

SOLDERING ALUMINUM.

A satisfactory method of soldering aluminum has long been sought after by those interested in introducing this metal in the arts, and very soon after the birth of the aluminum industry, the Societe d'Encouragement in France, voted a prize for its successful solution. Mowrey, of Paris, was awarded the prize, and his solders and methods of soldering can be found described in any large treatise on aluminum. These solders, it is well known, are only moderately successful, and with most workers give very poor results. It has been said with a good deal of truth that the lack of an easy solder has retarded more than anything else, the wider use of aluminum in the arts.

The property of aluminum which renders soldering so difficult, is very probably its easy evidation. Although apparently resisting oxidation very strongly, yet if we take the word of those who have studied this subject closely, this resistrnce is not a simple process. It is believed that the instant a clean surface of aluminum is exposed to the atmosphere, it is instantiy covered with a film of oxide, which being continuous and unalterable, protects the metal beneath it from further oxidation. The film of oxide acts effectually to prevent any other metal from coming in close enough contact with the aluminum beneath to alloy with it, and thus soldering is prevented. The use of a flux to dissolve this oxide was tried under all conditions, but none have been found praticable. In casting about for a practical solution of this problem Joseph Richards, of Philadelphia, reached the conclusion that the solder should contain its own flux, so that the instant the film of oxide was removed, the solder proper would be simultaneously present to take hold of the aluminum surface at the same instant that it was cleansed from oxide. Upon adding a percentage of phosphorus to the alloys heretofore used, far more satisfactory results were obtained. The nature of the work which could thus easily be performed with these solders led to the issuing to Mr. Richards of letters patent to the use of a deoxidizing agent, such as phosphorus, in solders and on the strength of his experimental work, Mr. Richards now presents the claim that he has made a satisfactory solution of the problem of aluminum soldering.

It must not be supposed, however, that all difficulties have been completely overcome and that care is no longer necessary. What is claimed by Mr. Richards, is that with reasonable care very satisfactory joinings can be made, not only of aluminum to aluminum, but of aluminum to brass, iron, steel, copper, German silver, etc.

He gave the following directions for using the phosphorized solder : In using these solders it is necessary that the parts to be joined shall be scraped or filed clean immediately before soldering. Heat the edges and rub the stick of solder on them until every part is coated, or "tinned," with a thin layer of the solder. In this heating a clean flame is absolutely necessary, as the prime factor in these operations is cleanliness, and any soot or other dirt will probably defeat the object in view. Any surplus solder on the tinned edges should be removed by a small scraper while still hot. For a lap joint the edges are then brought together, the soldering iron passed along, and a little extra solder melted along the edge of the joint. For a joint at an angle, it is necessary that the iron be shaped to fit, so as to get well into the corner, for the solder is not likely to adhere well except where it is rubbed in by the iron. The tinning of the edges can also be done with the iron, by first tinning the clean iron with the solder, and then rubbing strongly on the freshly scraped surfaces. Use no flux of any description, either on the iron or on the joint.

Those who think that soldering aluminum is easy, and can be done by a simple modification of old methods, such as soldering tinned iron, will be disappointed, for experience has shown that it is easier to teach a boy to do the work than to teach a workman experienced in soldering other metals. An experienced workman can with difficulty refrain from rubbing the iron in resin to make it tin, or moistening the joints with "liquor." Anything like that prevents the soldering of aluminum.

In joining sheet aluminum with lock joint, the edges of the sheet should be coated with the solder before it is turned over, or else the solder will not soak into the joint. The effect of omitting this would be the same as making a joint in black iron and then expecting ordinary solder to run into the joint. Common tin does not need this preparation of the edges before soldering, because the whole sheet is already tinned to start with. In brief, aluminum is like copper and black iron, not like tinned iron, and the edges to be joined must be prepared for soldering.—Architect and Builder.

Mr. Reinhardt Mannesmann says that the addition of a little tungsten to pure aluminum or its alloys, communicates a remarkable resistance to the action of cold and hot water, salt water and other reagents. When the proportion of tungsten is sufficient the alloys offer great resistance to tensile strains.

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BURGLARY IN PRICES.

To the public generally there is a peculiar fascination in low prices. To this mystic charm the merchant is willing or compelled to sacrifice his living profits, while the purchasing public are equally philanthropic with their shoe leather or car fares when in search of a bargain. In pursuit of the imaginary nickel the manufacturer will donate his dollar, while the consumer will ignore a dime for the exquisite sensation of securing a cent on a pair of shoes or a set of cuff-buttons. In both cases the morals of trade are practically abandoned. Every manufacturer knows that his living must be made and his debts paid out of the profits of his business, and that it is simply financial suicide to spend more than he earns or to sell his goods for less than cost; and yet the man who never looks for three eyes in a horse, or expects two chickens from an egg, is in business so verdantly insane as to expect an addition to his capital when he expends two dollars to place one in the bank. The excuse may be competition; but no apology for spilling the milk can ever replenish the empty crock. In many cases in order to escape immediate consequences or to postpone the inevitable, the art of deception is practiced as a means of grace. Inferior quality and poorer workmanship are dexterously disguised, and men to be honest in paying their debts have to be dishonest in their prices. One does not need a locomotive headlight or a full moon to see the evils of this course. It educates the producer in a school in which the back door opens on a moral suicide, perhaps a financial ditch and a prospective route to the equatorial regions where hydrants are unknown and fire escapes impossible. It may be suggested, and, of course, it is partly true, that the seller is the victim of the buyer; but it is equally pertinent to fact that the underselling of goods is simply an academic education of the public in the vice of cheapness. The graduates of this course are numerous. Cheapness has become a passion. Quality is overlooked in the amputation of a dollar. What is intrinsically good is neglected for what is temptingly and generally deceptively cheap, and through this gimlet hole of minimized values we estimate books, preachers, stoves and pumps and all things except ourselves and race horses. In this inconsistency we may not be so dishonest as we are foolish. Men and women who would not steal a gooseberry, or even borrow an umbrella without returning it, will make a run on a merchant who, they are morally sure, is robbing himself and his creditors, and when he climbs the scaffold to his financial execution, the public, who bought his hardware or his lumber at half price, consign him to oblivion as a business fool. So deep in the bone has this vice found its way that the men who make speeches and exist on two meals a day to advance wages will search the markets or the stores of a city to secure a coal hod at less than cost price or a pair of socks at starvation figures. We condone a strike in a coal mine and skin the coal dealer for a cheap load for our own cooking stove, overlooking the fact that it is just such a class of sinners as minimize the value of a miner's labor. In point of fact there are many instances of industrial trouble and poverty that are the absolute and direct result of the popular craze for cheapness. A little common sense and justice and an occasional cold shoulder to personal cupidity and greed would make us none the poorer and add to the prosperity not only of general business, but the whole army of industrial workers.—Fred. Woodrow, in the Age of Steel.

BICYCLE FRAME CONSTRUCTION.

A Coventry firm have for some time past been experimenting on a new method of constructing the frames of safeties and cycles. By its means, says the Cyclist, they are enabled to entirely do away with castings and stampings, and the whole frame is built entirely from weldless steel tube and sheet steel. Under the new method the fork crowns, the bottom bracket and the barrel of the steering post are made of sheet steel bent into a circular shape, and left with projecting lips. The tubes are split for a length of two inches, and into these the lips are fitted and fixed by brazing in the usual manner. The advantages are that the difficulty which has hitherto existed in brazing heavy castings or stamping to a light tube is entirely done away with; the joints, when plated or enamelled, are quite invisible; the frame can be made far lighter than at present, and is of the same thickness throughout. Where it is deemed necessary to strengthen the barrels, shoulders are introduced and brazed into the inside. A roadster frame made in this way weighs just over three pounds, and the firm are so satisfied with the trials of their experimental machines that they have decided to construct all their 1893 cycles on these lines. The process has been, or is being, patented throughout the world. The inventor is also the patentee of a new arrangement for the building of tricycles, whereby the bridge which has hitherto surmounted the axle is entirely done away with, and consequently only two sets of bearings are used instead of four. The machine will gain both in lightness and ease of propulsion.

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TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

C. Rehder is fitting up extensive and expensive departments for the nickel plating business in Paris, Ont.

Thos. S. Hobbs, vice-president of the Hobbs Hardware Company, London, has returned from a business visit to eastern American cities.

The assets of White & Co., general merchants, of Sault Ste. Marie, will be sold by auction. They amount nominally to over $12,000.

Seventy employes of the Harris & Co.'s rolling mills, St. John, N.B., gave a banquet to the successful provincial candidates for St. John city the other night.

Supplementary letters patent have been issued increasing the capital stock of the Canadian General Electric Company, limited, from $1,000,000 to $2,000,000.

The contracts for the new C. P. R. station at London, Ont., have not fallen to any London firms. Bennett & Wright, Toronto, are to do the gasfitting and plumbing.

Some gentlemen from Virginia, Texas and Toronto, interested in a new method of making steel, have been examining the St. Thomas pipe foundry, which is not running, with a view of purchasing or leasing.

The new onyx ware that the Kemp Manufacturing Co. have put on the market is meeting with a large demand. It is a very fine line, not only good in quality but handsome in appearance.

At Suckling's sale on Tuesday the general stock of McNeilly, the insolvent Omemee merchant, was knocked down to Patterson & Co., of Lindsay, at 68 1-2c. on the dollar. McCrimon's stock, of Lindsay, sold at 62 1-2c. on the dollar.

The stock of Bissett Bros., insolvent tinware dealers, of Exeter, was reserved at 40 cents on the dollar. The stock has since been purchased by J. E. and Chas. McDonell, of Hensall, at 50 cents on the dollar.

The Chown & Cunningham Company, Kingston, intend putting a new lining in their furnace, and all their moulders go back to work again. Mr. Wisdom, president of the international Union, left for Ottawa. The firm states that their moulders averaged last week $1.93 per day.

It is proposed to incorporate the Dominion Rolled Plate Company, a Montreal concern, with a proposed capital of $75,000. The proposed incorporators are Henry Nutter, C. Bolt, Scott Joseph, L. Davis and H. J. Joseph, all of Montreal.

There has been placed on the free list soft drawn Bessemer spring steel wire, of Nos. 10, 12, and 15 gauge respectively, and home spring steel wires of Nos. 11 and 12 gauge respectively, when imported by manufacturers of wire mattresses to be used in their own factories in the manufacture of such articles. Importers claiming exemption from duty on the articles named will be required to make affidavit.

Skill in effectively displaying goods counts for as much in the hardware trade as in grocery and drapers' shops. This skill can be exercised both in arranging goods upon counters, shelves and in cases, and in making an attractive exhibit in the show windows.—Chicago Ironmonger.

"Business," which has for some years past been published by David Williams, has been purchased by the Kittredge Company, and will in future be issued by them. It will remain under the editorial management of A. O. Kittredge, to whom it owes its inception and very much of the success which has attended it.

The Canada Paint Company having arranged to open a factory in Vancouver, for the manufacture of white lead, colors, paints, varnishes, etc., have their machinery now on its way from England. The plant is expected to arrive before long, so that the factory will probably be in operation early in December.

The Mechanical Rubber Company, which was incorporated recently under the laws of New Jersey, has a capital of $15,000,000. The company will practically control the business of manufacturing mechanical rubber goods, such as hose, belting and various mechanical rubber devices. The business of the United States Rubber Company, which was also recently organized, and the Mechanical Rubber Company are said to be distinct. Many men, however, are interested in both companies, although the same men do not control both; but there can be no clashing of interests for the reason already stated—namely, that they are not in the same business.

The Department of the Interior has received from George E. Drummond, managing director of the Canada Iron Furnace Company, of Montreal, a statement to the effect that the Swedes supplied to their company have been found to be steady, hard-working men, peculiarly adapted to charcoal iron making. The men are thoroughly satisfied with the work, and are receiving good cash wages each month. Mr. Drummond adds that without doubt they are the best class of workmen his company ever had. He urges the department to send a representative to the Radnor Forge and to interview the men, as the company desires to introduce more Swedish workmen into that district for the development of the iron trade.

The publishers of "Business" have made a very enterprising departure in the way of prize competitions. They announce the following subjects as open to candidates for the prizes:—A Business Man's Private Books, prizes $50 and $25; Advertisements of "Business," prizes $50 and $25; Title Page of a Trade Paper, prizes $30 and $20. Competition on the first subject closes on the 5th of December, on the second the 5th of November, on the third the 15th of November. The character of the work submitted is indicated in the announcement which the publishers have issued, and which should be sent for by all who have any idea of competing, as the competition is open to the world. New subjects will be announced from time to time, and liberal prizes will be awarded to the best and second best efforts. There can be no doubt that this will be of wide educative value, as not only competitors but others interested in the subjects treated from so many standpoints will be the better of the competitions. "Business" is published monthly at 78 Reade st., New York, by the Kittredge Company.

The Kemp Manufacturing Co. have introduced a new idea into their stove pipe manufacture. It is the 'nesting" of the pipe, which is called the Standard, in a patent crate, so that 25 joints are put up in almost as small a compass as a single joint. The length of the package is that of one joint. Thus the goods are shipped in a very compact form, and are protected from the injury of outer contact. The advantage is in the economy of freight. The bulkiness of other crates brings stove pipes under a high class of freight, whereas the compression secured by this crate brings the enclosure into a low class of freight. It is very handy for shipping to lumber regions, where portability is a consideration, as merchandise has frequently to be portaged long distances.

A VERY BAD CASE.

We have another illustration of some of the methods by which the good feeling which ought to subsist between the trade and those who supply it is alienated. A certain firm of manufacturers who honorably and conscientiously confine their dealings within legitimate trade circels, and have a right to expect fair treatment in return, receive a letter from a firm of builders asking when an article of their manufacture, selected from one of their catalogues and ordered from a local ironmonger, is to be delivered, as they are anxiously awaiting it. The manufacturers, thus put on the scent, wire to the local ironmonger for explanations, inasmuch as they have no order from him for the article in question. Then it all comes to light. The local ironmonger has sold the article from the said firm's catalogue, but, as he can get what appears to be the same pattern from a competing house at a lower price, he orders it from the competing house and says nothing to his customers, who suppose they are to have the make they specifically ordered. Now, so long as tradesmen—we hope there is only one—traffic with honor on such terms, there is no hope of presenting a clean record on our side in the effort to bring about realtions between manufacturers and buyers that will put the latter on a better footing. Of course an ironmonger has a perfect right to buy in the cheapest market, but he hasn't a right to use A's catalogue, contract to supply A's goods as shown in it, and then furnish B's instead; and no amount of sophistry can make the transaction anything but an unjustifiable treatment of A, and a fraud upon the customer.—Ironmongery.

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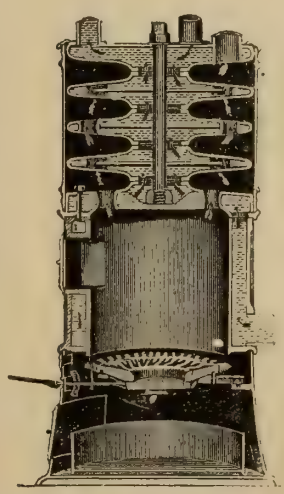
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In the "ites and the shaws," our rubber manufacturers, with the aid of the electricians, have devoted their best energies, some to produce the most lasting insulation mechanically, some to produce the highest insulation resistance, and others to turn out the cheapest wire, and having used about every available compound of rubber and its substitutes. Except the last, of producing a cheap wire, these problems have been found to be very baffling, and although there are many different brands of rubber wire on the market, it is hardly possible to secure one which in the sun, the wind and the rain will maintain either its electrical or its mechanical qualities. A reason that this should be may perhaps be known to that fortunate man who thoroughly understands the nature and cause of "blooming" in rubber goods. To be sure, this failure is not so complete that the insulation falls from the wire or that the galvanometer will show expensive leaks along the pole line, but it is serious enough to make the high insulation of a rubber wire line delusive, and to render contact with the wire possibly dangerous, if carrying high potentials in wet weather. While, as to the cheap shoddy rubbers which are sometimes used, and which make a very handsome wire to sell, as good and safe an insulation could be obtained by surrounding the wire with sponge. Turning now to our "weatherproof wire," what is it? How should it be manufactured? And by what qualities is it suitable for pole lines?

A few years after the introduction of "underwriters'" wire, which was intended to fill the rules of the New York Board of Fire Underwriters for 1892, it was recognised that although an excellent insulation in dry buildings, it could not be relied on in any way for out of door construction, and Mr. A. A. Knudson devised for Holmes, Booth & Haydens a compound having more waterproof qualities and intended to be applied to a braided wire, as the underwriters had required. This compound of paraffin, cresine and asphaltum was a decided advance, but was actually a long way behind the compounds used in the same manner and bearing the same names which are at present in use.

The component parts should make with each other a true compound, and not merely a mechanical mixture capable of being separated by the filtering action of the capillary fibres of the yarn. The yarn itself should be considered as a carrier and protector of the compound, and, for this reason, so proportioned as to be a minimum except in the outside braiding, where the strength is needed for protection against mechanical abrasion. To manufacture such a wire as is described above is far more difficult than may be at first apparent, and the best results are often obtained in a product which has less the appearance of so doing than a more faulty wire. Perhaps the handsomest external appearance can be obtained by the application to a wire braided dry with a black dyed yarn of a well made compound dissolved in bisulphide of carbon or coal tar naphtha; but although almost perfect in appearance, such a wire has almost all the undesirable elements. The yarn which has been applied to the wire in a dry state will always lie closely to its surface, and by its powerful capillary attraction will make a good contact, communicating with the surface of the insulation from the conductor wherever the least moisture is absorbed; and the compound itself on delivering up its solvent maintains a slight porosity to aid in such an absorption, while the dye on the yarn fills the pores and renders it less capable of absorbing the heavy insulating compound, as well as offering little resistance to the absorption of water. On the other hand, if the wire is passed through a hot compound of very liquid and rather soft nature and immediately into the braiding machines where a single braid of soft yarn is put on, and then again through the same solution, and a couple of braids, one soft and open and the finishing braid close and hard, and is then again passed through a harder compound capable of being rubbed down into the crevices between the yarns, leaving a smooth surface for a finish, the essential features for a serviceable weatherproof wire are obtained.

With this method of manufacture it is impossible to make a wire which is perfectly uniform in every foot, or even for that matter, in every mile, so that the practice of selling by the foot, which is perfectly satisfactory to both purchaser and manufacturer in the case of a rubber covering, is obviously unfair to both in this weatherproof, while the very cheapening of the product by the increase of the insulation compound in proportion to the cotton yarn enhances the value of the covering as an insulation. However perfectly manufactured, this wire is not and cannot be said to be insulated against a compound immersion in water, for the reason that no compound so saturates the fibres of a yarn as to altogether exclude a further absorption of water, and the only value of an immersion test is a comparative one of the rapidity with which the different grades will absorb water and fall to some arbitrarily determined low limit of insulation resistance. This being the case, weatherproof wire should not be used where it is not capable of continued inspection by the eye. For concealed work, whether done between floors on cleats or porcelain insulators, or for wires imbedded in plaster, it is obviously unsuited, while even for tube work there is continually present a certain amount of risk, although these tubes if properly installed should be watertight and sealed, and its use under such conditions is not necessarily dangerous.

On a pole line, however, this wire is not only satisfactory, but for many reasons is the best possible, provided only it is chosen for care and correct principles in its manufacture, and not simply for the external appearance. The external surface of a hard yarn and polished compound is not only a protective against destruction through abrasion, but also leaves no projecting irregularities for the accumulation of rime and the lodgment of moisture. Internally the softness of the compound itself repairs any minute cracks which may be made when stringing the wire in cold weather, and as time goes on it saturates more and more thoroughly the yarn which thus holds it in position, while its known nature will guard against the careless handling of live wires by the workmen; though accidental contact is not by any means attended by disastrous consequences. It is in view of these qualities of weatherproof wires that it has been universally adopted in this country, and by our best engineers. By allowing satisfactory construction at a moderate expenditure of capital it has extended the privilege of the electric light universally throughout our country, while the more cautious but no more careful practice abroad has restricted the light to the largest and most wealthy centres of population.—From an article by Frederic A. C. Perrine, in the Electrical Engineer.

COAL OIL PRICES.

The arguments that are used for the destruction of this great industry amongst us are based largely on falsehood. The wholesale price on the other side, for example, is quoted as against the retail price here. Secondly, it is for the wine gallon there in contrast with the imperial gallon here, which is one-fifth more in quantity.

There is not more than one cent per gallon of difference in the price of both commodities, taking the year round. Canadian oil is more difficult and therefore more expensive to refine, but it is a heavier and more durable burning oil than that of Pennsylvania, which may give a shade brighter light, but is not more economical in use. Nor is it made to stand the same fire test that Canadian oil has to undergo. It is more dangerous to handle than ours, which fact has a distinct bearing on the risks of insurance.

It may seem plausible to say that Canadian oil is dearer by the amount of the duty, but this is not so. The duty is 7 1-2c. a gallon, the same as fixed by Hon. Mr. Mackenzie when in power. But internal competition among the refiners keeps the selling price down to the rate above stated—viz., about one cent per gallon difference.

Were the duty removed the Standard Oil Company would at once take possession of the Canadian market, by flooding it for a time with cheaper oil, and after the Canadian industry should be destroyed, that company would be able to dictate its own terms, for our people would be at their sole mercy. Would they rather be at the mercy of a foreign oil concern than sustain home production?

Nature has lavishly deposited stores of wealth in our midst, and with a liberality which might well excite wonder. But confronting us at every step

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in the history of the oil business in this locality are evidences that, as we have so many times past mentioned, our magnificent resources have in the past been wasted. Our great industry in its growth has been made the stumping ground of outside rings and corners through which we have all passed. We hope and trust that we are out of the wilderness now, but who can tell? Another year's business the same as our last, and as the present one looms up to be, will make a good clean out of our storage tanks, and then must come along your supply and demand. A prominent producer remarked to the Advertiser representative yesterday: "The oil market is going up. You can print this, or not, as you please, but at the same time you will see better prices."—Petrolia Advertiser.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

NOW READY

The newest thing in Varnish. Put up in the neatest and handiest tin ever known. Easily opened. Easily sealed. No corks and no waste.

Unicorn
Furniture Varnish

In tins of assorted sizes. Packed in handy cases for the trade. Handsome show card in each case.

A. RAMSAY & SON,
MONTREAL.
Manufacturers of Leads, Colors, Varnishes, etc



CANADIAN BRANCH:
TEMPLE BUILDING, MONTREAL.

Established 1864.

CLARKSON & CROSS,
CHARTERED ACCOUNTANTS
NO. 26 WELLINGTON ST. EAST
E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
Edward Still.
John F. Helliwell.
TORONTO, ONT.



WE ALL AGREE

THE GREEN SEAL BRANDS OF
White Lead, Paints,
Varnishes, etc., etc.,
ARE PURE AND THE HIGHEST STANDARD.

Walter H. Cottingham & Co.
Proprietors,
MONTREAL.

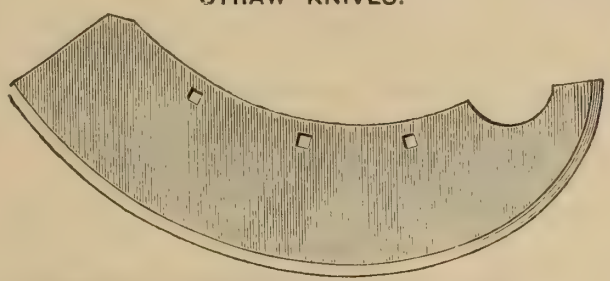
Robertson's Invincible



EACH SAW GUARANTEED PERFECT.

Made from Best Quality Silver Steel. Fastest Cutting Saw in the Market. If your dealers cannot supply, send your orders to us direct.

STRAW KNIVES.



ROOT CUTTERS.



We make a specialty of Straw Knives and Root Cutters. Quality guaranteed. Prices low. Send for quotations before placing your orders.

JAMES ROBERTSON & CO., - TORONTO.

The Whitman & Barnes Mfg. Co.



Canadian Branch:
ST. CATHARINES, ONT.
MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES:

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

ADVANTAGES OF THE HOT WATER SYSTEM.

Hot water begins to radiate heat, in some degree, as soon as the fire is started, and continues to do so long after it is out—until the whole body of water is cold. No fuel is burned without the direct benefit of its product going to the radiators.

There are only few days in the year when the full capacity of the heater is required. At all other times the action of the hot water apparatus can be controlled at the furnace, running the fire very low and using correspondingly little fuel on a mild day.

Its superiority in this respect is marked in comparison with the hot air furnace, which is most extravagant in its consumption of fuel.

These conditions are also conducive to greater comfort than can be obtained from any other mode of heat. Whatever the weather, the temperature of the rooms can be regulated accordingly. The hot water heater is equal to the demands of the severest winter and can be made to slightly temper the chill of late spring and early fall.

The heat in a room can be regulated by partially closing the radiator valve and checking the current of water, while a steam radiator, if not entirely shut off, becomes filled with steam and correspondingly hot.

The hot water apparatus is entirely noiseless. It is not affected by the direction or force of the wind, and never fills the room with blasts of cold air or the disagreeable and poisonous gases from burning coal which arise from hot air registers. It is perfectly clean, while hot air furnaces discharge hrough the registers quantities of dust, from the cellar or from out of doors.

The hot water system is absolutely safe. Almost every week in winter one reads of fires caused by over-heated furnaces. The hot water pipes are never hotter than boiling water and cannot ignite wood or any other inflammable material that may be near or against them.

The hot water apparatus being open to the atmosphere, through the expansion tank, there is no other pressure on the pipes than the weight of the water which they contain. There is, therefore, no explosive force and no resistance.

The hot water system is most durable, for obvious reasons. Its fire surfaces are always protected by water on the opposite side, so that they can not burn.

Its durability is further enhanced by its simplicity. It has no safety valve, steam gauge, water supply regulator, draft regulator, or any other delicate or complicated attachments.

The most important consideration is healthfulness. The hot, dry atmosphere and sudden changes of temperature in rooms heated by furnaces have long been held responsible for many of our most common ailments, especially headaches and affections of the throat and lungs. With hot water heat the air is not burned and vitiated by contact with over-heated surfaces With an even, mild warmth it retains all its natural vitality.

These facts having been established by experience, as well as by the testimony of engineering and sanitary experts, it has come about that hot water heat is now included in the "modern improvements" of our best dwelling houses, and is in favor for warming green-houses, churches, schools and other public and business buildings.—From the catalogue of the Detroit Heating & Lighting Co., Detroit.

GRADING OF FOUNDRY PIG IRON.

It has been the custom, from the earliest time, to grade pig iron by the appearance of the fracture; and although, since the pneumatic and open-hearth methods of steel making have come into existence, chemistry has been called to the assistance of the steel maker in selecting material for his use, the consumers of forge and more especially of foundry iron, still rely almost entirely, as they did a hundred years ago, on the appearance of the fracture of the pig to guide them in the choice of iron. To this rule, however, each year sees more exceptions; and there are now many foundrymen who, recognizing the inadequacy of the old method, are seeking the aid of chemistry and of the testing machine.

It is proposed to confine the present paper to foundry pig iron; for it is in the grading of this product of the blast furnace that the greatest number of errors are believed to arise—errors which are not only the occasion of misunderstandings between the producers and consumers of iron, but which also cause inferior castings and pecuniary loss.

An iron containing enough phosphorous, sulphur or manganese to render it unfit for the foundry, may yet have an open grain. It may have so little silicon that, on re-melting, it will run hard, and yet the grain of the pig may not show it. Again, a close grained iron will often be soft and fluid. It is so obvious, and now so generally admitted by all makers and most users of pig iron, that the appearance of an iron does not infallibly determine its value, that facts and figures to prove this proposition seem unnecessary. The only apology that can be offered for intruding the subject is, that thousands of tons of iron are each year graded by the fracture, and generally by those who would be glad to have some other method assist in part to classify their product.

There are, in fact, few furnace managers who do not use the laboratory quite extensively in determining the quality of iron, and who are satisfied to grade an open iron as No. 1 should it contain too much phosphorous or sulphur, or too little silicon. The furnace manager is consequently often obliged to grade considerable quantities of iron that has the grain of No. 1 as No. 2; and it is annoying to him, beyond what can be well expressed, to grade an iron that is chemically perfect as No 2 because it is too close in grain to please the eye.

It is desirable to consider what properties of pig iron can be determined by its fracture, and how far this should be taken into consideration in determining quality. My experience has led me to believe that the grain of iron indicates with considerable accuracy the condition of the carbon in the pig; that is, to what extent it is in the combined or in the graphite state—and that as regards other elements nothing can be told with certainty. As already remarked, pig iron may contain sufficient quantities of most of the metals and metalloids to render it unfit for use in the foundry, without the fracture indicating their presence. In large quantities, probably all the impurities of pig iron would make their presence manifest by changing the appearance of the fracture: but before the impurities manifest themselves in this way the iron becomes useless for foundry purposes. An exception to this statement may be made concerning silicon, which often causes a closeness of grain when over 3 per cent. is present in the pig, and yet, for certain kinds of castings, it is desirable to have iron containing a lafge percentage of this element.

While the condition of carbon in pig iron, as indicated by the grain, is an important matter, it is not all important; and when other things besides carbon must be considered and arranged for, to enable the manufacturer to do his work successfully, it is manifestly wrong for the consumer to judge iron entirely by a property which tells but half the tale, and by the indications of which he himself will not abide should the material work badly in his foundry.

The question of the quality of pig iron is obviously an important one between the producer and consumer; and the better they can be made to understand each other by a thorough knowledge of the subject, the greater will be the ease and economy with which business will be done. But while the manufacturer should be thoroughly acquainted with the chemistry of iron, which is the finished product, in which all his skill has culminated, it would be unreasonable to expect that all users of pig iron, whose energy is often concentrated on other things, should have a thorough knowledge of metallurgy and of the numerous ways in which the elements that appear as impurities may injure or benefit iron, and may even at times unite to destroy the separate effects of each other. It therefore seems impossible at present to establish any new method, based on chemical analysis, for the universal grading of iron. The manufacturers would, however, be pleased if the consumers of iron would recognise the fact that too much attention has been paid to fracture.

In this matter we have gone in the wrong direction. More attention is paid to grain now than was the case ten years ago. Then one pig out of twenty or thirty served to tell the character of the rest: now every pig is broken and carefully scrutinized.

The pressure to sell in recent years has no doubt caused the growth of this mode of grading, which, appealing as it did to prejudice, enabled those who first practiced the method to dispose of their product to better advantage, and finally obliged all to follow a custom which hampers the manufacturers of foundry pig, and does not benefit those who use it; but, by inducing them to pay too much attention to a property that is not always essential to good iron, is apt to lead them astray.—E. T. Clymer, in Iron Trade Review.

USE PURE LINSEED OIL.

We guarantee our make of Raw and Boiled Linseed Oil to be absolutely PURE. It is not adulterated (as is the case with many so called English Linseed Oils) and can be relied upon for any purpose for which this article is used.

J. & J. LIVINGSTON,
Manufacturers,
BADEN, ONT.

FOR SALE BY

J. M. Bond & Co., Guelph.
Adam Hope & Co,, Hamilton,
Bowman, Kennedy & Co., London.
Hobbs Hardware Co., London,
Canada Paint Co., Limited, Toronto.
Ontario Lead and Barb Wire Co,, Limited, Toronto.
Sanderson, Pearcy & Co., Toronto.
James Robertson & Co., Toronto.
Stewart & Wood, Toronto.
Toronto Lead and Color Co., Limited, Toronto.

TAKING CARE OF THE CATALOGUES AND CIRCULARS.

So to conduct his business that every advantage possessed is utalized should be the aim of every retail dealer. One of the opportunitiies too often neglected is the proper use of the valuable advertising matter which the houses, the goods of which he handles, supply him. It is not uncommon for the retail merchant to receive by mail or express a large package, which on investigation, he mentally stamps as mere advertising circulars. He tosses the bundle under the counter, and, as often happens, the circulars lie there undistributed until the semi-annual clearing day, when he removes them from their resting place, carefully dusting them and—after a moment's reflection—casts them into the stove. It is not the progressive and wakeful merchant, however, who thus consigns the advertisements to an undeserved oblivion, a fate for which the elegant little pamphlets were never intended. He puts them to the use for which they were designed. He wisely distributes them among his customers and among those who may in the future become his customers, adding a judicious remark or two which rivets the attention of the possible purchaser and induces a careful perusal of the reading matter in question. The missionary work stimulates his sales and increases his profits. The value of advertising matter will be appreciated and be followed by gratifying results if it is only given a fair chance.—Ironmonger.

JOB LOTS.

The "job lot" counter is a modern innovation, more useful perhaps than ornamental, but a boon to the thrifty, and an almost indispensable feature in nearly every enterprising ironmonger's shop. Thither go such odds and ends of the stock as have an interest for housewives—for ladies are your chief customers at the "job lot" counter—shop-worn house tools, table knives that have been much fingered and are past renovating, the remnants of special lines of novelties when sales begin to drag, the odd one or two of a parcel after a fresh stock comes in, out-of-date patterns that have obstinately refused to "go" in spite of all pushing. Such wares turn up in every tradesman's stock continually. From the way they are often allowed to accumulate month after month, and year after year, you might suppose the tradesman had a kind of sentimental affection for them, as some weak-minded souls have for clothes they have once worn! But really, it is not love that prompts the continual harboring of these waifs and strays of the shop; it is a sort of frenzy for making a profit on them. Vain hope and delusion! There they lie, huddled together for mutual warmth and sympathy in dark holes and corners of the shop, and there they will continue to lie until "Gabriel blows his trumpet in the morning," and sets them rattling off the dust of ages in final preparation for the grand holocaust. Why not move them off, O most worthy stickler for the last penny?—into the dust-bin, if there be no better place. But there is a better place, and that is the "job lot counter." Mark them down—down—down! But not too low, for there is a great charm to many minds in the mere phrase "job lot" that gives a price the effect of being looked at through a reversed telescope. Ticket everything on the "job lot counter" plainly, and keep it well supplied. Don't starve it, for then it will defeat ist own object. And what is that object? First and foremost, of course, to get rid of unsaleable or slow-going stock or oddments—and here be it observed that many an article will sell freely in this way that would not budge when offered in the ordinary course. Then a secondary but very important object to be effected is the attraction afforded to a very considerable section of the shopping public by such an appendage to any retail business. It gets talked about. Curiosity draws customers, and the desire to buy cheaply is frequently a mild mania that must be gratified at any cost. This may seem a small weakness, not worth taking into account. Then disregard it; but the main consideration for the "job lot counter" still remains valid—it is the best way of working off a great many goods that occupy the room of their betters, and will only degenerate more and more in value the longer they are kept.—Ironmongery.

MARKETS

MONTREAL MARKETS.

MONTREAL, Oct. 28, 1892.

HARDWARE.

Makers are rushing forward deliveries for all lines, and the same remarks apply to jobbers, the influence in the case being the advance in freight, which ensues on the first of next month. With regard to new business nothing occurs to occasion special comment, but jobbers still report, as we noted last week, some fair sorting up orders. In regular lines of shelf goods, such as locks, bolts, etc., the demand has fallen off somewhat, but more attention has been paid to lines of purely winter goods. Jobbers report that they already have some fair orders for future delivery, and now report some repeats. These remarks apply to skates,etc.,and lines of woodenware such as snow-shovels. The movement in building material has fallen off to midsummer proportions, but jobbers expected as much at the time. In staple lines the only feature of the week was the meeting of the cut nail makers to consider some scale of quantity and price whereby the buyer who placed an order for large round lots would have the preferenee. An agreement was arrived at, but it does not go into force until the first of the year. It is understood that the new arrangement does not interfere with the card rate at all, and jobbers here are operating ahead on the regular basis as already noted last week. Cutlery agents report good orders from jobbers, notably for razors. There has been a reduction in the discount on iron pipe to 60 per cent. Crude material is firm and dull, and this is about all there is special to note.

PIG IRON.

The pig iron market continues quiet and firm although the movement continues small. There is no actual change in values but with light stocks,freights,higher and the season of navagation approaching its close, holders anticipate that values will be fully maintained from now forward. We quote Summerlee and equal brands $20.50 Eglinton $19.50 and Carnbroe $18.50 per ton in straight lots from first hands ex wharf. Makers agents do not report any change in domestic Nova Scotia Seemens which is still quoted at $19 to $19.50.

BAR IRON.

There is little to note about bar iron and prices are unchanged at $1.85 to $1.90 from makers hands.

SCRAP IRON.

A moderate demand is experienced for scrap and there is no change in values. Some small lots of cast have changed hands at $13 to $14 while wrought is quoted at $15 to $16.

IRON PIPE.

Makers have advanced prices somewhat on this line, the discount having been reduced to 60 per cent. instead of 65 per cent. They report a fair business on the advanced basis.

TIN PLATES.

Business in tin plate is blank and prices are unchanged at $3.25 to $3,40 for cokes, and $3.55 to $4.25 for charcoal according to quality. With the increase in freight however, the cost laid down on fresh supplies allows no margin on the above basis, and some change in values may ensue owing to this fact.

CANADA PLATES.

The supply of Canada plate in stock here is not large and advices from the other side state that supplies there are hard to obtain. The feeling is somewhat firmer but quotations are unchanged from what they were a week ago. We quote $2.50 to $2.60 according to grade.

TERNE PLATES.

There is no change in ternes which rule at $7 to $7.25.

COPPER, ETC.,

The copper market remains very firm at last weeks figures. There is no stock to be had under 12½c. Lead is dull and unchanged at 3c.

TIN AND SPELTER.

The firmness noted in copper is also to note in relation to tin which is quoted steady at 22½ to 23c. Spelter rules the same at 5¼ to 5½c. for good sized lots.

NAILS,

There was a meeting of the cut nail men Tuesday here the particulars of which are referred to elsewhere. Nothing resulted from the new arrangement which will affect the regular card rate.

STEEL WIRE NAILS.

40 dy to 60 dy	per keg	.....	$3.00
9 dy to 30 dy	"	.....	3.25
8 dy	"	.....	3.50
7 dy	"	.....	3.75
6 dy	"	.....	3.75
5 dy	"	.....	4.00
4 dy	"	.....	4.25
3 dy	"	.....	5.00
3 dy fine,		.....	6.25

CHEMICALS.

There is no change in chemicals. Importers are rushing forward supplies to anticipate the advance in freights but as regards new business matters are quiet.

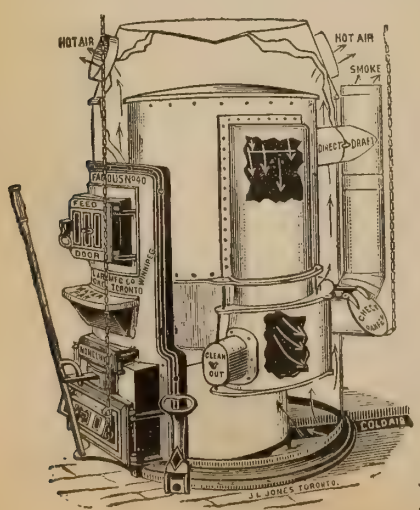
Bleaching powder,	$3.25	to	$4.00
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

There is no change in glass and business has been rather quiet. We quote $1.35 first break. $1.45 second, $3.25 third and $3.50 fourth and so on.

OILS AND PAINTS.

The oil market has presented no new feature. Linseed is firm at the advance. The enquiry for cod from the states has not resulted in anything, but advices from Newfoundland state that it is £2 higher and that the advance will divert a lot of stock that was coming to Montreal to other quarters. This is owing to the fact that buyers see no margin in bringing it here at the advanced cost in view of the supplies at present available here. We quote the following:—Cod Newfoundland 42½c. steam refined 40 to 42½c.; linseed raw 56c.; linseed, boiled 59c.; castor oil 8 to 10c.; cod liver oil, Newfoundland 80 to 90c.; cod liver oil Norway $1.05 to $1.20; turpentine, 46 to 47c. Less 3 per cent. 30 days.



FURNACES-Coal or Wood.

CAST IRON OR STEEL.

57 VARIETIES.

Our Steel Dome low radiator Coal Furnace (shown in cut) has given the utmost satisfaction to dealers and users.

It Will Pay to Investigate Its Merits.

Write our Nearest House.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MONTREAL Markets Continued.

NAVAL STORES.

There is no new feature calling for comment in naval stores. Turpentine is firm at the advance. We quote:—Turpentine, 47 to 49c.; resins, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored and 7c. to 10c. for white; oakum, 5½ to 7½c. and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure Manilla, 11c. for 7-16 and upwards and 13c. for smaller sizes.

CEMENT, ETC.

The better feeling noted in cement last week is maintained. Arrivals lately have not been heavy and with shipments to arrive costing more money, dealers are looking for better prices. We note same sales of round lots also since our last at firm prices. Advices from London however say that notwithstanding the fact that about six of the largest makers have stopped manufacturing owing to the low prices ruling, there has been little of any improvement in the market. The position of affairs abroad however have little actual effect on values here after the close of navigation. Quotations here are firm at $2.20 to $2.40 for London and $1.95 to $2.10 for Belgian according to quality. There is a fair demand for firebricks, but supplies are large and prices are somewhat lower at $15.50 to $22 per 1000 ex ship.

PETROLEUM

A better demand is reported for Canadian petroleum owing to the firmer feeling noted last week. Buyers are trying to fill orders at the old figures but without success, refiners predicting a further advance. American oil is also in good demand at steady prices. We quote:—Canadian, 12½ to 12¾c. at shed in Montreal for round lots and 13¾ to 14¼c. for small quantities. Benzine is quoted 11c. Petrolea, and 13½ to 14c. Montreal. American petroleum, 19⅞c. in car lots, 20½c in 10-barrel lots, 20¾c- in 5-barrel lots, and 21¼c. for single barrels, 2 per cent. off for cash; American benzine, 23 to 25c.

TORONTO MARKETS.

TORONTO, Oct. 28, 1892.

HARDWARE.

Just now it appears that more than a week or a fortnight must be allowed to the hardware trade if any survey of the period is expected to reveal important changes. The present conditions of trade preserve a happy equilibrium, and in the absence of change lies the main cause of the general satisfaction reflected in the reports from the various houses and their travellers. The general state of business furnishes more cause for contentment than for repining, and changes are not always welcome. Buying goes on quite freely under the fostering influence of growing consumptive requirements, but merchants do not venture out boldly to lay in supplies against mid-winter demand. The prospective advance in freight fails to stimulate purchasing far ahead of the needs a month in the future. Those, however, are sufficient to make trade of good volume. The classes of goods in request continue to be such as were selling a week ago. Nails are in good demand, both cut and wire. The jobber's price to retailers will not be affected by any change that may be made for large quantities bought at the factory. The burr and rivet manufacturers announce that after the first of January their discount for cash in 30 days will be 3 per cent., whereas it was formerly 5 per cent. In rope there there has been a reduction of ¼c. upon Sisal of from ¼ to ⅜ inch and an advance in the same sizes of Manilla of ¼c. In all lines prices are about as they were. Business will increase of course when wants for winter trade begin to move the buyers. Payments are not more than commonly good.

METALS

The local metal market presents a general level of dullness, hardly a new feature cropping up in the whole range of metals in the whole week's business. Pig iron is unchanged in price and is in little demand. Copper has not proved itself equal to the maintaining of the advance it made outside. Tin has weakened. Spelter is low. In none of these metals nor any other, with the exception of galvanized iron, is there much business doing on this market.

PIG IRON—Buyers do not appear to be under the influence of want. They have supplies to put them through the present, and if these supplies are not in stock they are contracted for. This is the case with the leading consumers at all events. Small lots are all there is anything heard of in the way of current business. Carnbroe is $20.75, Langloan is $21.75, Canadian Siemens is $21 for No. 1 and $20.50 for No. 2.

Rogers, Brown & Co., Buffalo, N. Y., thus report the Toronto Pig Iron Market:

The interest of consumers of pig iron in this vicinity has at last been awakened. The inquiry has largely increased, though it is by no means as large as it would be if the real situation was understood. Further than this, buying seems to have begun in earnest and some good sized sales have been consummated during the past few days. Southern iron has still further stiffened, being very firm at the advanced prices. There have been some slight advances in Lake Superior coke irons with indications of further advance. Lake Superior charcoal is in some instances held at fifty cents above prices quoted in our last bulletin. We quote for cash f.o.b. Toronto in bond:—1 X Foundry Strong Coke Iron Lake Superior ore $16.20; 2 X Foundry Strong Coke Iron Lake Superior ore, $15.20; 2 Foundry Strong Coke Iron Lake Superior ore, $14.70; Jackson County Silvery 1, $18.25; Jackson County Silvery 2, $17.75; Lake Superior charcoal, $18.20; Tennessee Charcoal $17.70; Southern Soft 1, $14.60; Southern Soft 2, $14.10.

EASTLAKE
MANUFACTURED BY
METALLIC ROOFING CO
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL SHINGLES

FINISHED IRON AND STEEL.—The agricultural implement people and machinery manufacturers generally, as well as the engine and boiler makers, are doing their fair share to promote business. The workshops are all quite busy, and consequently bar iron and steel are going out freely. The lowest price open to retailers for bar iron is 2c. Manufacturers taking round lots can buy at 1.95c. Cast steel ranges from 10 to 25c., Nova Scotia open openhearth Bessemer is 2¾ to 4c.

ANTIMONY—Is quiet at 13½c. for Cookson's, and 12¾c. for other brands.

CANADA PLATES.—A considerable trade is done in these now, but the prices are easier. The inside quotation remains at $2.62½.

COPPER—The sale of copper has not aggregated a large amount, and the price outside has not the support of buyers, who refrain from purchasing and thus weaken the hands of holders. In New York the attempt to keep up the market at the point it reached two weeks ago has been unsuccessful.

"The Seamless Flanged Drip Pan."

MADE OF THE BEST QUALITY OF SIEMENS-MARTIN PICKLED AND COLD ROLLED STEEL.



THIS PAN is drawn by means of dies and is finished with a flanged edge as shown in the cut. This flanged edge enables the housewife or cook to lift the pan easily and safely from the oven.

The superiority of this seamless pan over the old style pan made of common stove pipe iron is apparent at first glance. Its advantages, briefly enumerated, are:—

1. The absence of lapped edge, seams and wire bead which collect and retain grease and filth of all kinds.
2. The superior quality of metal and the shape of the pan which prevents it from warping and twisting, which is the case invariably with the old style lapped edge pan.
3. The pan retains its shape, thereby insuring an even bake.
4. It is much cheaper as it will outlast several of the old style pans.

Made in the following sizes: 8x10 in., 8x14 in., 10x15 in., 12x17 in.

THOS. DAVIDSON & CO., Sole Manufacturers for Canada. MONTREAL, QUE.

MARKETS—Continued

Casting copper is 13¼ to 13½c., and Lake copper is 13¾c.

The New York Daily Metal Market Report says: The advance abroad seems to have culminated, and the market is dull at a slight decline upon the highest figures. Appearences would seem to indicate that the halt has been called in the upward movement pending the statement of stocks and consumption which will appear on the 1st proximo. Casting coppers here are held by many producers at 11 cents a pound, but in some quarters are obtainable at 10¾ and even this figure might be shaded to desirable customers for present delivery.

GALVANIZED IRON—This metal continues in good request and is growing scarce at from 5¼c. upwards.

INGOT TIN—The spirited movement made last week did not last, and prices in New York have gone back. It is now $20.75c. in New York. Here we quote Straits tin at 22½c. and Lamb and Flag tin at 22c.

An English advice says: Notwithstanding that statistically the position of tin is less favorable than it has been for some time past, the market has further improved during the week just closed, and a feeling seems to be gaining ground that we are at the beginning of another distinct upward movement. It has, however, to be borne in mind that the outlook for consumption in this country is not encouraging, the number of tin plate works that are obliged to suspend operations being steadily on the increase, and the future of tin must therefore largely depend upon American demand.

LEAD—The lead market is a heavy one. Buyers are supplying their wants as they occur, but their purchases do not avail to improve the tone of the market, which is low both inside and out. The lowest quotation going is 3¼c.

SPELTER—In this metal prices are both low and weak. The quotation is 5¼c. in blocks, and sheets are down to 6c.

TIN PLATE—The dealings in the metal are not of much moment. Prices are easy at $3 65 for cokes and $4.25 for I C charcoals with $1 added for each cross.

PAINTS, OILS AND COLORS.

In this department there have been some important changes. In white lead prices have been cut to the bone, quotations below cost being made for immediate delivery. The lowest price heard is 4½c. for prompshipment, and quotations not coupled with this requirement are from 4¾ to 5c. Prices can hardly go lower. Linseed oil quotations are changed by the reduction of ½c. on quantities above 3 barrels and under 15 barrels. Also to meet the competition of foreign oil, which is usually handled in rather larger lots, a special quotation is now made on quantities of 15 barrels and over. The quotations on raw linseed oil are consequently now as follows: 1 to 3 barrel lots, 57½c. delivered; 4 to 9 barrel lots, 56½c. delivered; 15 barrel lots and over, 51½c. f. o. b. at point of shipment. Three cents added to these prices gives the quotation for boiled in the respective lots. Turpentine has advanced again, and is now quoted 50c. in 1 and 3 barrel lots. For quantities less than a barrel an addition of 10c. is made and 60c. is quoted for 5 gallon and other quantities under a barrel. Trade is active, particularly in white lead, for which orders are thronging in to obtain supplies at the low prices.

PETROLEUM.

The market is unchanged. Trade is active, but prices remain at 14 to 14½c. for Canadian refined,

The Petrolia Advertiser reports: Petrolia crude $1.27 per barrel; Oil Springs crude $1.27½ per barrel. As the fall season advances, the evidences of increasing activity in the refined oil market become more pronounced. Still, business is confined for the most part to the supplying of what we might call jobbing orders, for small buyers as a rule do not appear to be able to bring themselves to the point of where they will anticipate their requirements. However the volume of trade so far has been very satisfactory and if it does not exceed that of the corresponding time last year, is every whit equal to it. Prospects, too, are very encouraging, and the verdict of a good many is that the outlook was never more favorable than at present. Holiday time is now about over, and buyers are settling down to business again, this must soon have some effect upon the market, if its influence has not at present been felt. All our refiners are at the same time ready and anxious to do business. The Imperial Oil Co. were never since their incorporation in better shape to cater to their customers. The National Oil Co. have added several thousand dollars worth of plant to their refinery. The Premier with some of the oldest and best heads in the business are still in line. The Petrolia Oil Co. has an able and long headed management composed of some of the best far seeing men in the petroleum business.

The crude oil market remains about the same in price, and there are several good and sound reasons advanced for this state of affairs, and the most prominent among which is that the producer, instead of investing his money as heretofore, in trying to boom the crude oil market, has, tempted by the scarcity of crude oil and the high price thereof, been investing his money and time in leasing and drilling new territory.

GLASS.

There is a large quantity of glass now selling. The price is steady at from $1.35 for spot stock, but some houses quote $1.30 to arrive.

OLD MATERIAL.

With the exception of an easier tendency in rags consequent upon the removal of the embargo on imports, there is nothing to specialize in the old material market. Prices remain as follows:—No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, SKINS, WOOL, TALLOW.

HIDES.—No. 1 green cows' are still quoted at 4½c. Cured are moved out at 5c. in car lots.

SKINS—Sheepskins are 75c. Calfskins are quiet at 5 to 7c.

WOOL—Combing fleeces are 17c., clothing fleeces 19 to 20c. The market is very dull. In pulled wools prices remain at 22c. for super and 26c. for extra.

TALLOW—Is quiet at 5¼c. for rendered and 2c. for rough.

AMERICAN MARKET.

NEW YORK, Oct. 28.

The past few days have been free from new or really interesting features in the iron and steel trades, aside from reports from Pittsburgh advices indicating some manipulation of prices of steel billets, apparently with a view to squeezing certain sellers located in New York city. In other lines of mill products business is proceeding in about the usual manner. Exceptions come to the surface in the way of occasional good-sized contracts for structural material; and, on the other hand, continued slowness of orders for steel rails, track materials and rolling stock is conspicuous. Generally speaking, mills and foundries are well employed, and while not as lively as might be desired, business is of very good volume outside of the departments specified.

In pig iron there has been little or nothing doing outside of routine business in this quarter, but the sales making prove to be sufficient to keep supplies in very good shape and hold prices steady. The following are the quotations on Northern brands: $15 for No. 1 X foundry, $13.75 to $14 for No. 2 X foundry, and $13.25 to $13.50 for grey forge. Southern brands are quoted at $14.25 to $15 for No. 1, $13.50 to $14 for No. 2 foundry and No. 1 soft, $13 to $13.50 for No. 2 soft, and $12.50 to $13 for grey forge.

Old material has been in fair demand and prices remain quite steady. Iron tee rails are quoted at $17 to $17.50 f.o.b. Jersey City, and No. 1 wrought scrap at about $16 to $16.50 at same point.

No change has taken place in the price of heavy section steel rails, all agents quoting $30 f.o.b. mill, and claiming that concessions are out of the question. On light section rails there is not the same uniformity, however, and the business passing is chiefly at prices relatively lower than those asked for heavy sections. Prices for other heavy steel and the general line of manufactured iron stand practically the same as they were last week.

Dealings in ingot copper have been on a moderate scale the past few days. Strong features appear to have been discounted in a good measure, and the relation of supply and demand is for the moment at least hardly as satisfactory as represented last week. Lake Superior product has been sold and is still to be had at 11 3-4c. Electrolytic is quoted at 11 to 11 3-4c., and 10 1-2 to 10 3-4c. is the range on common casting brands. In the London market merchant bars have eased off to £45 12s. 6d. for prompt and £46 for future delivery.

Pig tin has weakened in London to £94 10s. for prompt and £95 to £95 2s. 6d. for future delivery. New York prices have followed in line with the foreign movement, dropping to 20.57 1-2 to 20.60c. net cash for prompt and October delivery. In a speculative way about 100 tons have changed hands on the decline, and about the

FALL GOODS FOR HARDWARE DEALERS.

Guns, Rifles, Ammunition and Decoys

Agency for the Ithaca Gun.

—o— CATALOGUE READY —o—

H. P. Davies & Co.

81 YONGE STREET. **TORONTO.**

W. J. REID & CO.

IMPORTERS AND DECORATORS OF

Crockery China and Glass.

LAMPS A SPECIALTY.

All glass, Vase, and Library Lamps, in every hue and design.
Our travellers will call upon you shortly with samples.
LONDON AND BELLEVILLE.

Stable Brushes and Brooms

HIGHEST QUALITY AND FINISH.

The Most Saleable Goods in the Market.

MANUFACTURED BY

CHAS. BOECKH & SONS, **TORONTO.**

Send for Special Illustrated Price List.

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.



ELECTRICAL HOUSE -:- FURNISHINGS.

Bells, Batteries, Push Buttons.

The largest and best assorted stock in Canada.
Send business cards for discounts.

T. W. NESS,
749 Craig St., MONTREAL.

THE BEST English Sporting Gunpowder

USE THE

"ALLIANCE"

PRIZE POWDER.

—Made only by—

Pigou, Wilks & Laurence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

TO CARRIAGE HARDWAREMEN



The season for Horse Shoe Vises is at hand. It will pay you to get samples now.

A. B. JARDINE & CO.,

HESPELER, ONT.

routine business for jobbing and consumptive account has been put through.

Pig lead has been sold in fair-sized lots at 3.95c. to a fair extent, but the buying is still extremely conservative, and were it not for slowness of shipments from the west values would unlikely hold as well as they do. The general position, at all events, seems to be more or less in buyers' favor.

Spelter is selling slowly in this quarter, and although slow freight prevents any considerable accumulation on the spot, prices are still easy at 4.40 to 4.45c. for prime western brands.

The tin plate market is slow, and former prices are the rule on the business passing.

BRITISH MARKETS.

A. G. Kidston & Co., Glasgow, report as follows:

There is practically no change in the position. The volume of trade, both home and export, certainly shows no increase. On the contrary, the last Board of Trade returns afford evidence of further shrinkage. There seems nothing for it but to face the prospects of a dull winter. The ranks of the unemployed are being continually reinforced, and this naturally points to a reduction in wages which to manufacturers has become a necessity if works are to be kept going.

Pig Iron—There have been no fluctuations of moment and not much business. Special brands are still comparatively scarce, but with the close of the shipping season within measurable distance and an increase in the number of furnaces, this can hardly be of long duration. Stocks in Middlesboro' district have begun to increase, and this will probably continue. Stocks in public stores to-day stand at 370,380, 10,645, and 36,025 tons, as compared with 378,792, 10,954, and 36,283, the figures of a fortnight ago, and the market closed at 41s. 9d., 39s., and 49s., for Scotch, Cleveland, and hematite respectively.

Manufactured Iron—Is rather weaker, as is evidenced by the official reduction of 5s. per ton declared last week by the Scotch makers. This had in a measure been discounted. The English quarterly meetings this week cannot be very cheerful. Belgian makers report more business in the lower grades of bars for India, and are consequently inclined to ask a little more money.

Steel—The situation is unchanged. Prices are not lower than those last recorded by us, and indeed it is difficult to see where there is room for further fall. Some of the makers report booking of orders that will keep them going for a little while. There is as yet no brighter outlook for shipbuilding, though it is reported that one important order for two large Inman Line steamers has been placed in this district. Some fair orders for steel rails have been secured, but at low prices. The proposed revival of the Steel Rail Convention is not likely to come to anything.

Copper—Has had a smart advance, and transactions on the London metal market have been considerable. £46 cash and £46 10s. three months was reached, this being at least 50s. up from lowest. The prices have receded 12s. 6d. per ton, and we should not be surprised to see values drop again. The movement must, we think, be more or less speculative, as the condition of trade does not warrant much improvement. Strong sheets, £58.

Tin—Shared in the upward movement, but it is a dangerous metal to touch.

Tin Plates—The situation in South Wales is not improving, and more mills have been stopped. This, one would think, should prevent prices from going lower, but the market is depressed. Cokes are 11s. 9d. f.o.b. Wales.

Lead—Seems to be losing a little of the late advance, which was due to difficulty of obtaining supplies from Spain on account of cholera restrictions; also to troubles at Broken Hill, Australia. Spanish is about £10 10s.; English, £10 15s.

Spelter—Rather firmer again, and is quoted at £19 to £19 5s.

Zinc—Is steady at the late reduction, and is £22 7s. 6d. for V.M., f.o.b. Antwerp.

"MORAL HAZARD AS APPLIED TO WHOLESALERS."

This term, familiar with insurance companies, ought to be familiar with wholesale merchants, for, in a sense, they are insurers of their customers' business.

A retail hardware merchant having done business with apparent success for two or three years, and having met his bills with reasonable promptness, on the eve of an assignment buys a large amount of goods, for some weeks ships goods away to friends in different localities, and then makes an assignment with large liabilities and few assets. Another does the same, varying the performance by shipping the goods a short distance and storing them in a barn in an out of the way place for future use. Another firm, four days before an assignment, buys a large lot of cattle, gives checks payable a week after the purchase, but marked so this point would hardly be noticed, and then ship the cattle away and pocket five or six thousand dollars in cash. Still others, having involved friends by endorsement, and knowing the end is near, purchase large amounts of goods with which they in some form provide for their friends, or they save the property by an outright fraudulent conveyance. Others, still, are ready to risk the penitentiary, and carelessly make untrue statements as to their financial worth, but which must be accepted at the time as correct.

These things are done by men who would not think of burning their store to get insurance money, or, at least, would hardly risk doing it. In most cases, they appear to the casual observers in the community in which they live to be reputable men doing a fairly prosperous business. And yet, they were men with whom no one could safely deal because of the "moral hazard."

The credit man can learn about the crops of a section, its railroad development, its "booms" and reactions, and be able to judge whether money is going to be "tight" in his customer's territory, but the "moral hazard" as to a man he has never seen, may be and often is, the most important point in giving the credit. If he has personally met a man through several years in business transactions and socially, he can, by means of the many straws dropped during the time, say "This man is sound," or, "Here is a rotten place, it will make a bad sore soon." But when the salesman sends in the order of James Brown with the remark, "This is a good sale. He is a pusher and sells lots of goods," and the credit man turns to the mercantile report, and in its symbols reads that the man is considered worth net $5,000 and has been in the habit of meeting his bills, he knows no more of the "moral hazard" than he does of the kind of metals to be found in the nearest fixed star; but generally will ship the goods.

Before the days of commercial travellers, when once or twice a year all merchants went east to buy goods, the purchaser himself was met face to face and the credit man had the opportunity to "keek thro' every other man with careful, sly inspection." Now, he does not know personally one out of hundreds of the customers. The conditions are reversed, and the purchaser can very well hide himself "frae critical dissection."

What is the remedy? First, a more general recognition of the fact that the "moral hazard" is as much a definite quantity in the risk, as lack of property, or want of business sagacity. This touches all business relations. Men act as if there were magic in the corporation form of business which will prevent a rascal from acting out his nature. Others sell their goods to men on credit, with whom they would not be willing to be in partnership for a single day, and for whom nothing would induce them to endorse. Not that this is done knowingly. Their fault is that they act without knowing, and without insisting that the degree of "moral hazard" is the one thing which must be known.

Second—The credit man must get his information from others. The commercial traveller is often selling on commission. With the best intentions, his judgment may be biased. Then, he may have no time to enquire; or, if he has, his casual acquaintance from whom he enquires may be a very poor source of information. The ordinary mercantile report, made on the spur of the moment, and intended in the main to cover as the material points, the dry figures of assets and liabilities, may be of still less value, though counted as a good report. The fault is largley with the system. The enquiry asks, "Character?" The reporter answers, "Fair." The enquiry says, "Habits?" The answer comes, "Good." Yet a fair investigation by the right person of the "straws" and tendencies may show a bad "moral hazard." It all points to the conclusion that more emphasis must be laid on the "moral hazard" and details entered into, and that not every one can make such investigations and reach proper conclusions. It is evident that a high order of talent is needed for at least a part of every mercantile report, and that such care and time are required in making one of real value that the reporter must be compensated not merely by the vain hope of collections, or by a mere pittance, but by a fair sum for good work.—Lawyer and Credit Man.

The Toronto Lead and Color Co., Limited,

14 to 20 Pearl St., Toronto.

MANUFACTURERS OF

PURE WHITE LEAD

Warranted equal to best English makes.

Each package bears following guarantee ;

181 ST. JAMES STREET. **CANADIAN STANDARD.**

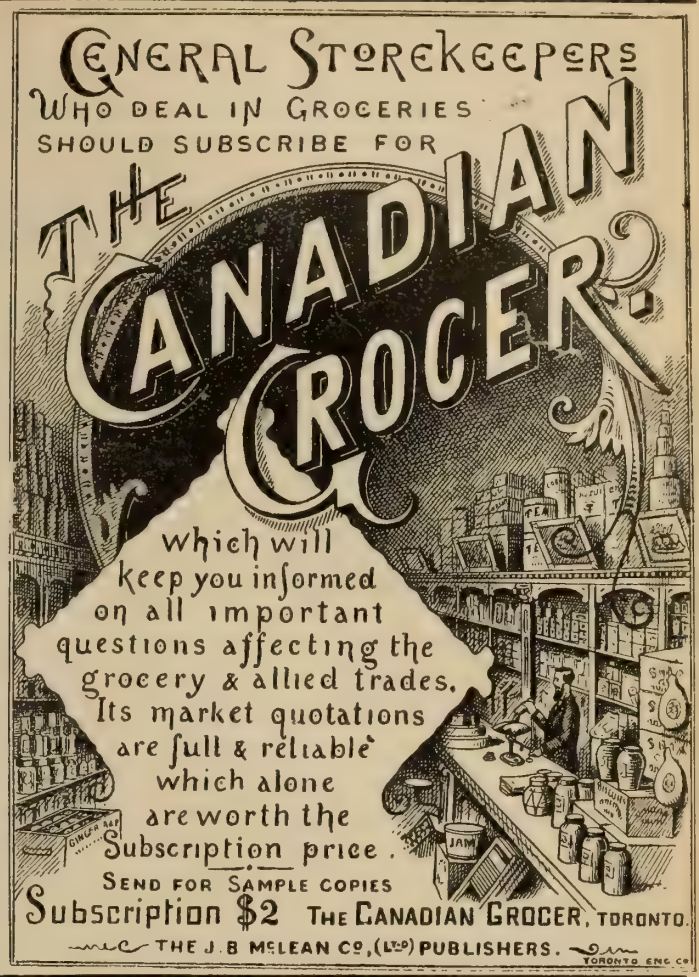
THE WHITE LEAD ASSOCIATION OF CANADA + GUARANTEED PURE LEAD AND OIL

THE WHITE LEAD PAINT CONTAINED IN THIS PACKAGE IS GUARANTEED BY THE WHITE LEAD ASSOCIATION OF CANADA TO BE ABSOLUTELY PURE.

MONTREAL.

John Hoyd

Accountant and Trustee.
Sec'y of the Association.



We solicit enquiries for quotations on the following goods for immediate or fall shipment :

Large Brass and Copper Preserving Kettles, American Hudson and Little Star Apple Parers, Peach Parers, Fruit Presses, Meat Cutters, Sausage Stuffers, Cow Ties, Rope Halters, etc.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN, 164 Fenchurch St., London, E.C.

PLANTATION PHILOSOPHY.

'Taint de buck dat shouts de loudes' owns de highes' heabenly seat,
Nor de hoss whose name is longes' as is allus suah to beat.
'Taint de glass an' silber dishes gibs de flavor to de roast,
Nor the edicated waiter gibs de crispness to de toast.
Nebber leab de tater diggin' for a chance to run a sto',
Kase de key what locks de kitchen nebber fits de parlo' do'.
'Taint no sign a puss is heaby cos it's stuffed wid unpaid notes,
An' de chaps wot pay de sures' offen w'ar de plaines' coats.
Signin' moggages an' 'dorsement makes de poores't writin' skule,
An' a feller's min's improvin' w'en he 'members he's a fool.
Dar is offen solid comfort in de quahter's cabin cheers,
While de big house ob de master kibers up a pile of tears.

Plantation Proverbs.

PROVERBS FOR ADVERTISERS.

The firm is dead that does not advertise.

A world of wealth lies in that one word—advertising.

Let thy advertisement be short, comprehending much in few words.

Know how sublime a thing it is to advertise and be famous.

An effective advertisement is a fair estate.

A little advertisement may save a deal of idleness.

A false circulation is abomination to the advertiser, but a guarantee is his delight.

A good advertisement keeps off wrinkles.

He gets the best position that pays cash in advance.

Advertising is a constant want, and should be a constant study.

Measure your space before you write your advertisement.

Let your goods be known among all men.

An advertisement should be intense expression of condensed idea—one pithy line more pregnant than a windy column.—From an English paper.

EQUABLE DISTRIBUTION OF ASSETS.

The following resolution was discussed at its last quarterly meeting by the Board of Trade of Victoria, B. C.:—Whereas the law in force in the province gives the first judgment creditors a first claim against the estate of debtors, and frequently to the entire exclusion of the claims of other creditors, and whereas it is desirable that an equable distribution of insolvent estates be made :

Therefore, be it resolved. That this board is of opinion that in case of the insolvency of the debtor the execution creditor or creditors should rank upon his estate equally with other creditors whose claims are filed within 30 days from date of such prior judgment ; and further :

That in all cases where such debtor shall make an assignment within thirty days of such prior judgment, all monies levied upon an execution against the property of such debtor shall be recoverable from said judgment creditor for the general benefit of the debtor's estate, but the costs incurred in obtaining such judgment shall be first paid.

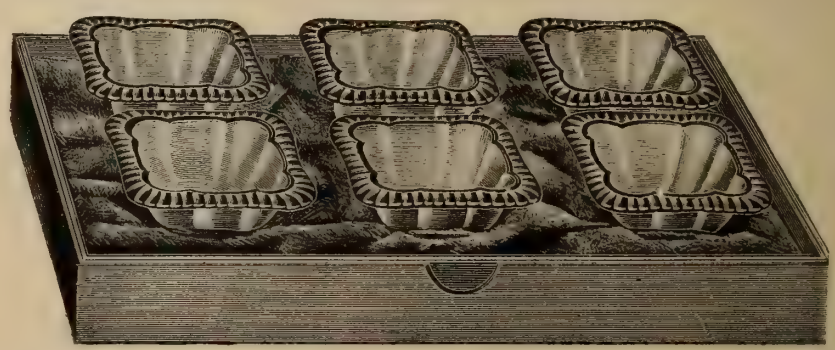
The Vancouver Clerks' Asociation held their first annual ball in the Market hall Wednesday evening, the 19th inst.

Keep a good lookout for the counterfeit United States five-dollar note, which may find its way into Canada one of these days. It is of the 1880 series, and is numbered A 224,455,760. It has the vignette of Jackson and is a very bad imitation. The paper and engraving of the front are bad. The silk threads are imitated by creases in the paper. The reverse side of the note is very good. The counterfeit was discovered by the receiving teller at the Continental National Bank in Baltimore, recently.

Percy Sherwood, the Commissioner of Dominion Police, received from Buffalo, a counterfeit two dollar Dominion note. As a considerable number of these bills may be put in circulation, some account of the defects of this bill may be of value in aiding their detection, though the counterfeit is not so faithful a copy of the true two dollar Dominion note as to deceive anyone who will look at it closely. It bears carefully forged signatures of J. M. Courtney, Deputy Minister of Finance, and of L. L. Sutton, of the Finance Department. After the first signature, however, the words "For Minister of Finance" do not appear as they should, and over the second signature the word "countersigned," which appears on the true bill, is missing too. After the words "Dominion of Canada will pay" in large lettering across the top of the face of note, the words in script "to the bearer" are also missing, and the number of the note is printed in purplish ink, instead of in blue.

An ingenious grocer, who had in vain devised all manner of methods for clearing his store from the nuisance of flies, has shown himself to be well up with the times by starting an electrical fly trap. This is driven by an electric motor, and consists of a band smeared with some sweet substance on which the flies alight, and on which they are carried along and swept into a wire trap. The new trap has been so successful that many grocers' shops in England are now supplied with it, and it is also installed in many shop windows, where it serves the double purpose of a unique fly catcher and a novel advertisement.

A meeting of the clerks of the town of Renfrew, Ont. was held the other evening, to consider if they would take steps to try to induce their employers to continue the early-closing movement—six o'clock, three nights in the week—the year round, instead of for the summer months only. All agreed that they would like to get the concession ; but the general store clerks were not quite sure, if they were the bosses themselves, that they would want to close up so promptly any nights in the winter months, when far-off customers get in late in the day, and want to do their shopping at night. It was decided, however, to name a committee to find out the opinion of the senior merchants themselves on the matter, and D. W. Stewart, W. R. Barnard and J. R. Morley were selected.



New designs in every line of our Manufacture, specially suitable for Christmas and other presents.

THE TORONTO SILVER PLATE CO.,

FACTORIES AND SALESROOMS: 570 KING ST. WEST.

Manufacturers of

STERLING SILVER AND ELECTRO SILVER PLATE

of guaranteed quality.

E. G. GOODERHAM, Manager. JNO. C. COPP, Sec-Treas.

MONTREAL TRADE NOTES.

Mr. Hardy, of Toronto, the secretary of the various iron manufacturers' associations, was in town Tuesday in connection with the meeting of the cut nail men.

The chief store clerk of the Canadian Pacific Railway is expected back from a visit of inspection of all the stores of the company between Montreal and the Pacific. He was accompanied on his trip by the president of the Ontario Rolling Mills Co., of Hamilton.

The Canada Iron Furnace Co. are perfecting arrangements to increase the blast of their furnaces at St. Maurice, near Three Rivers. This will double the daily capacity of their works. Instead of an output of 25 tons they anticipate one of 50 tons daily.

Geo. Drummond, of the Canada Iron Furnace Co., reports gratifying returns on their brand of charcoal iron. A leading western manufacturer states that he intends increasing his consumption of it. When mixed with other irons it increases the strength of the manufactured article by a considerable percentage.

Painchaud, Squire & Co., of the Temple Building, St. James street, are introducing a new novelty in the shape of a combined watch and barometer. It is arranged with a compensation for altitudes, a moveable scale, and is warranted accurate. The watch has a Swiss movement and is guaranteed for three years. The whole forms a handy little thing to have in one's pocket. It can be had either in oxidized steel or nickeled covers, and with either an English or French dial.

The same firm are offering a cheap



but durable line of chronometers which any farmer would find handy to have during harvesting time. The majority of agriculturists in Canada do not make use of this instrument at all, and perhaps it would be a good "spec" for some enterprising dealer to push the article.

Brokers and importers generally in Montreal report a difficulty about placing orders for Canada plates on the other side. Makers will not accept any except for delivery a long time ahead —several months, in fact.

The cut nail men held a meeting on Tuesday for the purpose of arranging a scale of quantity and price, the new arrangement to take effect on the first of the year. It does not, according to report, interfere with the regular card rate at all.

Advices from Newfoundland report a shortage in the yield of cod oil, and state that prices are £2 higher. Several lots which were to come forward to Montreal have been therefore cancelled, as the buyers had not actually closed their contracts and do not care to stand the advanced cost in view of the large supplies at present held here.

Duncan McIntyre, the eastern agent of the Ontario Rolling Mills Co., says that he has frequent enquiries from the Pacific coast regarding iron pipe, from friends of his in the trade out there. He refers them to the proper parties.

Jas. Robertson & Co.'s new shot tower is almost completed, and will soon be in full working order.

EDDY CO'S LETTER TO THEIR BRANCHES.

We are running every machine full day and night on firm orders, booked for days and weeks ahead.

Mr. Eddy and Mr. Millen are now away in the Western States, visiting the most recently erected modern paper mills, and will hurry back to decide on what style of machine we shall put into the new two-machine mill that it is now imperative we should have in running order with the least possible delay.

Our papers are leading everywhere. We positively cannot see a spare moment ahead of us on either news, brown wrapping, toilet, tissue, hardware or tea papers, and we shall be obliged to put in extra machines for book, white prints and colored papers.

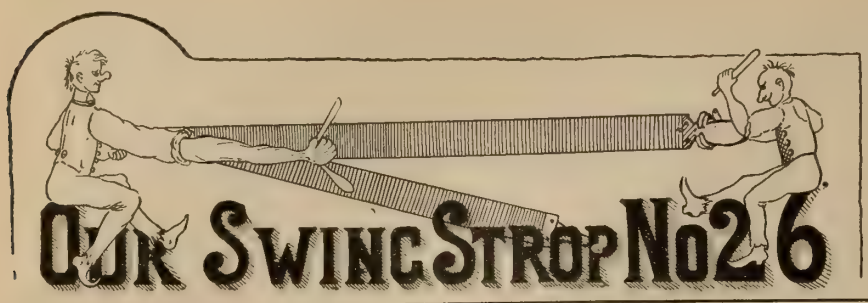
THE E. B. EDDY COMPANY.



THE DRUMMER on the road.



THE DRUMMER'S return to the office with less than the usual number of orders.



Is so constructed that the razor cannot cut the edges. The Leather and Webbing are made specially for this strop. The best value ever offered in Canada.

The Hemming Bros.' Co., Ltd.,
76 York St., Toronto.

Business Changes

SALES MADE OR PENDING.

John S. Moore, general merchant, Poquiock, N. B., has sold out.

Hunter & McKinnon, general merchants, New Denver, B. C., have sold out to Bourne Bros.

The foundry in the estate of Day & Deblois, Montreal, has been sold by the curator, F. Hyde, to Wm. Rodden, who will carry on business under the style William Rodden & Co.

PARTNERSHIPS FORMED AND DISSOLVED.

McRae & McKinnon, general merchants, Port Hawkesbury, N. S., have dissolved.

Connor & Martin, general merchants, Suffield, Que., are about dissolving partnership.

Sparks & Dixon, hardware merchants, Belmont, Man., have dissolved, F. F. Sparks continuing.

Benny, McPherson & Co., wholesale hardware merchants, Montreal, have dissolved, Alexander McPherson retiring and the business to be liquidated.

REMOVALS AND DEATHS.

Bernard Murray, general merchant, Sherbrooke, Que., is dead.

FIRES.

David McKay, general merchant, Lansdowne, N S., is burnt out.

The Atlantic Mf'g. Co., manufacturers of cod liver oil and extracts, Halifax, lost a quantity of stock by fire.

W. J. Bell, hardware merchant, Beeton, Ont., had his stock damaged by water and removal during the fire in that town.

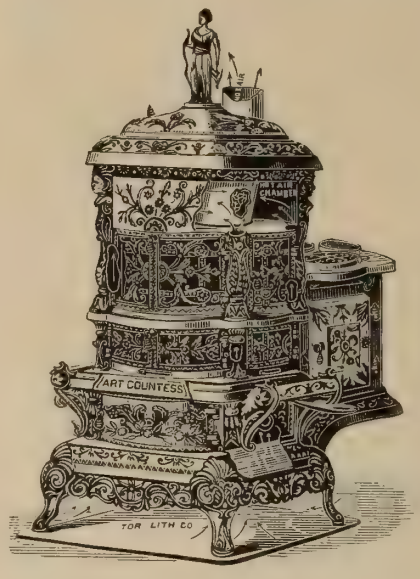
A. N. Hipwell, general merchant and grain dealer; Geo. N. Pringle, grocer and boat and shoe dealer; R. Scott, general merchant and owner of saw mill; were burnt out in the fire which visited Beeton, Ont., last week.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Chas. Lays, general merchant, Newcastle, N. B., is offering to compromise.

Hugh P. McKinnon, general merchant, Port Hawkesbury, N.S., has assigned.

ART COUNTESS BASE BURNER
WITH AND WITHOUT OVEN ATTACHMENT.



Over 15,000 now in actual use, and our sales this year larger than ever.

This is undoubtedly the most beautiful and perfect working Heater ever manufactured.

EVERY STOVE
A DOUBLE HEATER.

By a patented device, the cold air usually found along the floors or under the base is drawn up through circulating air flues and over the fire, and is then thrown out at the top of Stove into the room, or may be conveyed to any other room by attaching a pipe to the cellar.

FOR SALE BY ALL LEADING DEALERS IN THE DOMINION.

E. & C. GURNEY CO.
TORONTO, ONT.

Wintermute Bros, general merchants, Cayuga, Ont., have assigned to Robert H. Jarvis.

A. Cabana, jr., general merchant, St. Ephrem d'Upton, Que., has been asked to assign.

Thomas Acteson & Co., general merchants, Lanse au Gascon, Que., are offering to compromise.

White & Co., general merchants, Sault Ste. Marie, Ont., have assigned to John Ferguson, Toronto.

Archibald McGregor, merchant, Fort William, Ont., has assigned to Alexander W. Thompson, Port Arthur.

John Barker, general merchant, Johnson's Landing and New Westminister, B. C., has assigned to D. S. Curtis.

MAMAINSE COPPER.

Capt. Tom. Trethewey's explorations near Mamainse, Lake Superior, have been so successful as to meet with the approval of his employers. A company of American gentlemen, led by Mr. Sibley, of Detroit, put up $10,000 for the explorations, and the result is so satisfactory that $30,000 has been planked to work the veins. Captain Trethewey and Mr. Sibley went to Sherbrooke this week and selected $6,000 worth of mining machinery, which is to reach the Sault by the 10th day of November. In the meantime Captain Trethewey will take a gang of men and materials and put up the requisite buildings for housing the plant and the men, for which he appropriates $2,000. All is to be ready to start to work in the first week of 1893. Iron supplies are being purchased of Plummer & Young, and provisions, etc., of Plummer & Co. Mrs. Ullson and family are going to take charge of one boarding house, and Wilson, the present boarding house keeper, will manage the other. Captain Tom will move his family on to the ground as soon as possible, so as to be able to concentrate his whole attention to the interest of his employers.

Pioneer readers have been made acquainted with the many sterling qualities of Captain Trethewey—and as we speak from experience of well nigh forty years, we feel quite safe in leading them to expect excellent results from this venture. Unlimited confidence is reposed in him by the American capitalists, who have personally examined the ground and the cores of the steam drill, and we believe that this is the opening of a very valuable mine, and that Capt. Trethewey will succeed in developing a paying mine as the reward of these enterprising Americans, who have the best wishes of this section of country for their complete success.—Algoma Pioneer.

OFFICES: 100-102 Reade St., New York, U.S.A.

CAPACITY OF WORKS: 1,200 doz. per day.

WORKS: Paterson, New Jersey, U.S.A.

KEARNEY & FOOT CO

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11:

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern; so that we have the somewhat singular sight of a combine reducing prices."

THE E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.

MONTREAL BRANCH: 318 St. James St.

MAMMOTH WORKS AT HULL, CANADA.

CUTLERY.

A choice assortment in stock at close prices. See our samples of Cutlery made by Jos. Rodgers & Co., E. M. Dickinson, and other Cutlers, also "African Silver" Spoons and Forks, before placing your Fall orders.

A. C. LESLIE & CO., Agents,
445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"
PORTLAND CEMENT.
BEST ENGLISH BRAND MADE.

Canadian Consignees :
McRAE & Co.,
Ottawa and Toronto.

New Wrought Iron Pipe Bedsteads

Strength, Durability, and Comfort Combined. No wood about their construction. Proof against disease germs, and vermin.

J. & C. Hodgson
Wrought Iron Pipe Manufacturers,
MONTREAL.

H. D. SIMMONS,
74 York St., Toronto,
Western Representative.
SEE SAMPLE AND GET PRICES.



Excellent Quality! Reasonable Price!



ADAMS-MARS BEST.
GALVANIZED SHEET IRON. SP

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright 2 90 3 00
Abercarne	2 90 3 00
Lion	2 75 2 85

Iron Pipe.

Wrought 62½ to 65 p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4¾ 4¾
" 7-16 " "	4½ 4¾
" ½ " "	4 4½
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior "	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ½ to 1 in.	$0 22 $0 25
" round & square 1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Fitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 05½ 0 05¾
Domestic "	0 05 0 05¼

Zinc Sheet.

5 cwt casks	0 06 0 06½
Part casks	0 06½ 0 06¾

Lead.

Imported Pig, per lb	0 03½ 0 03¾
Domestic "	0 03½ 0 03¾
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	0 04¾ 0 05
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¾ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	4½ 5
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ½, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) "	2 75
Venetian Red (R.C.2) "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " "	2 25
Canadian " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra " "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56½ 0 57½
Boiled "	0 59½ 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 50

Castor Oil.

Best, per lb	0 07½ 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer-
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Centra: Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, on shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 3 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, eacn 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... ..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per lb 0 01½ 0 01½
Red..... ..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 6 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0 3

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc Prices Low Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 10 to 60 & 10 & 7½

Horse Shoes,

Per keg 3 65

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   Basis—50 to 60 dy..... 2 30
   40dy..... 2 35
   30 dy..... 2 40
   20, 16 & 12 dy..... 2 45
   10 dy..... 2 50
   8 & 9 dy..... 2 55
   6 & 7 dy..... 2 70
2. American Pattern Only
   from 4 to 5 dy 2 90
   3 dy. (lath)..... 3 30
3. Canada Pattern Only
   from 4 to 5 dy 2 80
   3 dy. (lath)..... 3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3½

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9½ 9¾	11 11½
¼, 5-16, ⅜ in.....	10 10¼	11½ 11¾
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ¼ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross		7 50	12 00
Dessert "	"	21 00	.....
Table "	"	30 00	30 00
Dessert Forks....	"	24 00	.....
Medium "	"	27 00	.....
Table " ...	"	36 00	.....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		9 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75 $5 50
English Pat. Leather	5 50 9 75
Chesterman's, each	0 90 2 85
" steel, each .	0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 75 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap.....	.....	0 11½
" Crown.....	.....	0 10¼
" Silver Composite		0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50½
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " } 4½ 4¾
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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DRAIN AND WATER PIPES.

Double strength for railway culverts, etc.

Sewer Bottoms or Invert Blocks, Cement.

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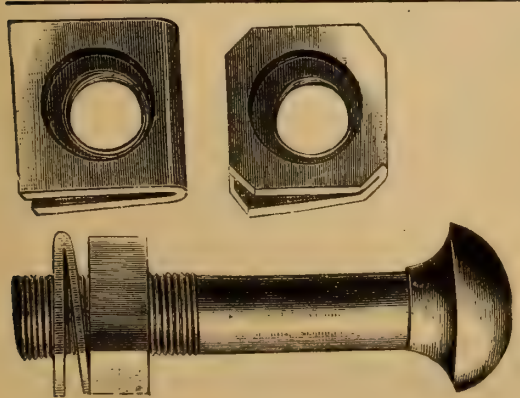
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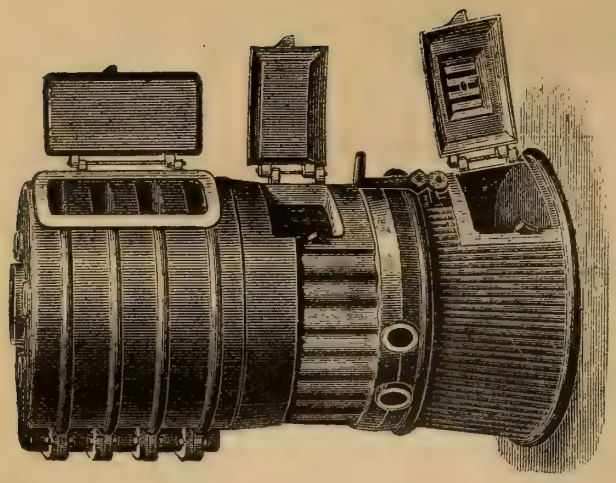
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WE WILL SELL THEM IN LOTS BELOW OUR WHOLESALE PRICES.

They are sure to please you! All kinds, all sizes!

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The Gutta Percha and Rubber Mfg. Co.,
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Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalled Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during this season.

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Puritan Tea Steepers,
Five o'clock Tea Kettles.

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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. IV. TORONTO, NOVEMBER 5, 1892. No. 45.

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"Aluminum Bearing Metal,"		18c.	"	"	" "
"Big 4 Babbitt," - -		14c.	"	"	" "
"Pyramid Metal," - -		10c.	"	"	" "

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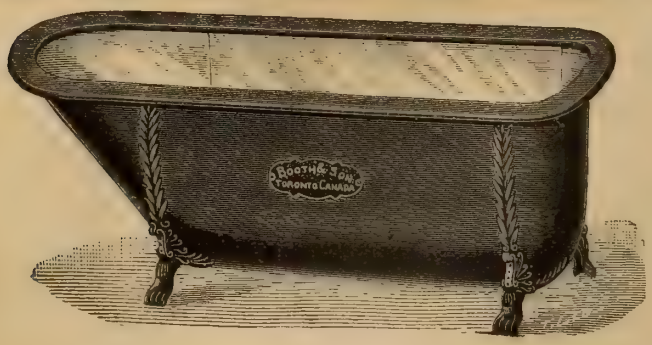
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Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

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Something entirely new !

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PREVENTS DISEASES & BAD SMELLS IN SINKS, URINALS AND STABLES WET OR DRY PLACES, AND MOTHS IN FURS, CLOTHING, ETC. ADVISED BY HIGHEST AUTHORITY.

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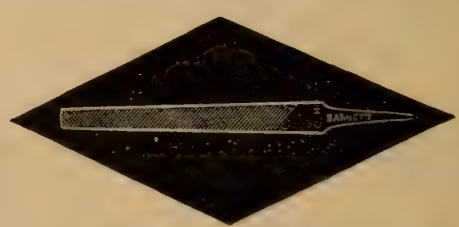
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MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

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ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

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Vol. 4. TORONTO, NOVEMBER 5, 1892 No. 45

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NEW YORK OFFICE: Room 41, Times Building, Roy V. Somerville, Manager.
EUROPEAN BRANCH: Canadian Government Offices, 17 Victoria St., London, S.W. R. Hargreaves, Manager.

Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

Dull spells will come to the best managed business. The master may be no more to blame than the captain whose ship is becalmed at sea. The one cannot increase the money circulation, the other cannot make the wind blow. The sails have to play idly till the breeze fills them, and goods have to stay on the shelves till people's wants and means are ripe to move them. But inevitable as these spells are they are never welcome. It is depressing to the spirits to see the days file past one after another and business grow no brighter. It makes the trader look wistfully ahead to the date when he has to pay for some of these goods that nobody seems to want. But no matter how much the dulness is due to uncontrollable circumstances, the merchant should never deem matters past mending. He is not passive and helpless. His liberty of action remains, and he can create circumstances that may counterbalance those which cause the stagnation. It is well to be always at work upon the problem how to improve trade. Necessity is the mother of invention, and the pinch of dull seasons should sharpen the trader's wits.

* * *

Can one's business not be built out and rounded up more fully upon some one side? There seems to be one general direction in which nearly all hardware men outside the cities might extend their business, and that is in articles used by farmers. Agricultural implements, farming machinery, and the fittings of such articles take an enormous amount of money out of the farmers' hands every year, probably more than the total receipts of all the country-trading hardware merchants in Canada. It must be remembered that the world has moved this last twenty years in the matter of farming methods, and now there is a machine for nearly every agricultural process. When the hardware trade was formed and the character of its merchandise determined, nearly everything done on a farm was the result of manual labor and horse-power. Now it is different, and hardware men ought to take note of that fact and enlarge the borders of their business accordingly. If the trade in agricultural implements, machinery and fittings were allied with the hardware trade, it would not only be a paying thing in itself but would be an important auxiliary to the hardware department, as purchases would be made in the latter that would often be due to the accident that the customer had some errand to the agricultural department. Of course, such an addition to his business would mean greatly increased work to the merchant. It would most likely need the employment of more help as well. It would perhaps involve canvassing. But if it would pay, all these conditions should be fulfilled. Consolidations among the manufacturers ought to make the selling of such lines simpler and more profitable than it was when there were many different makes of the same sort of implement all competing against one another. Also the manufacturers should prefer to have energetic responsible merchants as their agents whose business requires them to have store-room which may be extended to carry stocks of farm implements, etc. Why should the retail hardware men not thus get the sale of the binding twine? The agricultural implement trade appears to be of close kin to the hardware trade. The enormous amounts expended for such implements ought to go through the hands of hardware merchants.

* * *

People often wonder if shopkeepers do not have many an odd loss to charge to the account of theft. The exposure of goods outside of the door and in the space between counters gives a dishonest man or woman abundant opportunity to pilfer. The shop help are too busy to keep an eye on the actions of customers whose character is unknown to them, and they are too much habituated to letting the goods take care of themselves to give many thoughts to their safety. The boot and shoe dealers of London, Ont., have entered into an agreement not to expose any stock outside of their shops, on account of the injury to the goods and of the temptation to passers by whose honesty could stand no fiery trial. The latter reason of itself is sufficient to warrant the departure. Traders whose wares are put prominently in the way of transgressors must expect to have to watch it narrowly or to lose some of it. There are few people who have not felt how easy it would be for a robber to lug off a considerable amount of property if he should be allowed the same freedom as customers usually are in stores of all descriptions. The cultivation of a suspicious manner on the part of a shopkeeper would of course be the death of trade. If he is able to keep his eyes open without seeming to do so he can protect his property. If he is not he had better not leave portable things in easy reach of everybody that comes in. There are sneak thieves who are more than a match for the most vigilant shopkeeper, and those who are known to need watching are not the most dangerous ones. There are people so deft-

handed that they have always not only evaded detection but have eluded even suspicion. It is the unknown thieves that are to be dreaded. There may not be more than one in twenty of a merchant's customers who would take advantage of confidence in their honesty, but if that one did so on every opportunity the loss would be perceptible. There is no need to court loss; it comes readily enough without seeking.

* * *

Ontaria merchants who suffer from the competition of the transient trader who is running off a low priced bankrupt stock have only themselves to blame. The government has done its share and it only remains for the merchants to do theirs. For those who desire to know the law on the subject we refer them to the consolidated Municipal Act of 1890, section 389, sub-sections 9 and 9a. This Act gives any Ontario municipality—city, town, township, or village—power to pass a by-law to regulate all transient traders whose names are not entered on the assessment roll of the municipality. They may be subjected to a tax not exceeding $100, payable before commencing to trade in a town or city, and not exceeding $50 in a village or township. This tax will apply on their first or other instalments of taxes, but if they never pay taxes, it goes to the treasury fund of the town. The tax is not very heavy, but still it may be sufficient to cause many a transient trader to stay out of the municipality into which he has strayed. Merchants should bestir themselves, and as everybody can see at a glance the injustice which is being done to regular merchants, there should be no difficulty in passing such a by-law. In Collingwood and some other towns there is a by-law based on this Act in force.

* * *

The farmers are not holding back their wheat this fall, as the deliveries are over taxing the transportation resources of the railways. There is always a scarcity of cars when the movement of the crops commences, but this year it is more aggravated and sudden than usual. Prices have lost some of their tone in consequence of this free selling, but that does not seem to make the offerings any the more stinted. The farmers themselves have to change their most conservative customs under new economic conditions, and one of their most cherished dogmas, to hold their grain for an advance, is being relinquished It is very probable that the habit of marketing the grain as soon after threshing as possible will become an established usage. That is the usage ruling the sale of nearly all the staple products of other countries. The Valencia raisin crop is sold, up to the buying capacity of the market at full prices, as soon as the fruit is ready for shipping. The European farmers engaged in the production of sugar beets follow the same custom. In fact it is becoming a very common practice for many classes of producers to sell their output before it exists. The Canadian farmer's stubborn faith in the future rather than the present of the market is evidently giving way before the lessons of disappointing experience, and he is beginning to fall into line with the habit of other classes of producers. The change would mean simply the abandonment of speculation by the farmer. Not alone is the grain movement now large, but the movement of many other classes of agricultural product also is free. More Canadian butter has been shipped to England this autumn than in any other during the last decade, and the prices have been good. Our cheese shipments have also been greater than ever and the price has been a profitable one to the producers. The market for eggs was a good one throughout the past month, and English buyers have enlarged the allowance of the demand that went last year to Canadian stock. The apple crop is also going forward early and in large quantities to the English market, but prices have proved unstable. All this selling on the part of the farmer means increased purchasing and paying of debts. There must be a large volume of money in the country now circulating from hand to hand, and the stiffer rates of the banks show that their coffers are being drawn upon heavily to provide money for the movement of the crops. Soon the farmers will be selling their hogs and adding another resource to the sinews of trade. The merchants of the country have reasonable grounds for building up expectations of a good trade this fall and winter.

A NEW PHASE IN CEMENT.

Attention was called a fortnight ago to the firmer tendency of cement at Montreal, and during the past week there have been occurrences which strengthen the position taken then. It is now generally admitted that stocks of cement are lighter than they were a year ago at this time, while holders of the recent arrivals at Montreal have been influenced by the fall advance in ocean freights. But the recent disastrous storm, which affected a wide area of the Atlantic, is perhaps the most potent factor of all in strengthening their hands, for it has at one stroke cut down the possible available stock in Montreal by several thousand of casks. The wreck and total loss of the s. s. Gerona, on the coast of Scotland, was the chief cause in this connection. Her lot of cement was not definitely known, but it was estimated at from 2,000 to 3,000 casks. In addition to this, however, information which was sent out by the Messrs. Allan, on Monday, was another prop to strong prices. It was, that the s. s. Montevedian, of the London line, had been withdrawn from the St. Lawrence for the balance of this fall, as it was feared that she could not make the voyage and clear from the river before the ice took. This meant a further reduction in the supply of a round lot, for cement dealers in Montreal anticipated supplies by her of from 2000 to 3000 casks also. Totally, therefore, there is a curtailment of stocks of cement available at that centre this fall of 6000 casks, which is a considerable item. This is easily recognized when the stock at the beginning of the present year is compared with it. The largest holder in Montreal had on the first of January, 1892, only 6000 to 8000 casks in store, and this constituted the bulk of the supply of English and foreign cement. The shortage above mentioned therefore is material, especially as there has been a curtailment of the supplies of German and Belgian brands, also for reasons already explained in these columns. Dealers therefore anticipate a very firm cement market, and it is quite likely that but for the supplies of domestic material, we should have an immediate advance.

WILL CANADA PLATE BE SHORT?

In our regular Montreal news last week it was mentioned that iron brokers and importers generally were experiencing considerable difficulty in placing orders for Canada plate on the other side. The fact is occasioning some comment on that market, especially as the present stock of Canada plate available is not large, and advices from primary centres in England this week in relation to the matter were to the effect that no orders would be booked except for delivery a long way ahead, so long in fact, that they would be of little benefit to buyers in Canada, owing to the close of navigation. This is due to the fact that there is positively little or no Canada plate to be had across the water at present, so that prompt shipments were an absolute impossibility. Then too the works have not been moving continuously, and it would need considerable inducement in the shape of wholesale buying to cause makers to reverse their present policy. In view of these conditions some dealers in Montreal are figuring on a pronounced shortage of Canada plate between now and next spring before fresh supplies will be available. This would mean an advance in price, but it is wonderful, as one dealer remarked, how higher prices bring out supplies that no one ever thought about Whatever the outcome, the matter is interesting enough for dealers who delight in a little "spec." now and then.

OUR LONDON LETTER.

LONDON, 22nd Oct., 1892.

EARLY CLOSING OF SHOPS.

During the last ten years a movement has been steadily growing throughout England among retail shopkeepers in favor of an early closing day. An association has been hard at work trying to bring about early closing, but after several years of effort there is still a good deal to be done in this way. Early closing is by no means general in any trade, least of all among hardware retailers. It has been adopted mainly by grocers and drapers. Five o'clock is the ordinary time for closing, and the favored day is generally Thursday in London. It must be admitted by all who know the facts that the life of a shop assistant in an ordinary London establishment is the reverse of brillant. Most of the shops in the metropolis are open by 8 o'clock, and generally close at 9 to 10 o'clock at night, later on Saturday, while refreshment saloons are open until 12 p. m., which is about the time that butchers, grocers, and most other shops close on that day. The wages of assistants of course vary according to the style of the establishment. A hardware employe would not receive more than $7.50 a week and find his own board and lodging. This would be a fair wage in a good second rate store—and they are by far the more numerous. The pay in a high class hardware shop to an ordinary assistant might run up to $15 a week, but he would have to be a very smart and capable salesman. I should say that from $5 to $7.50 represents the pay of the great bulk of hardware assistants. Of course buyers, managers, and similar head men command quite different salaries, but they are only units as against thousands.

In a shop where there are from 10 to 20 or 30 assistants engaged, the early closing on one day is very beneficial. The men want a little time (and it is only a few hours' leisure) to get recreation and obtain a change from the monotony of shop life. In a district where all such shopkeepers in the same trade can agree to close on the same day and hour all goes well; but it is where one man sticks out against the proposal that the mischief comes in. As Mr. J. Chamberlain, the well known M. P., for Birmingham, and screw maker (Nettlefold's) said the other day, "One single cantankerous, ill-conditioned fellow, acting entirely for his own selfish interests, is able to spoil an arrangement which may be agreed upon by everybody else in the trade. It is not like ordinary combinations. In most cases of combination it is quite sufficient to have a majority, and they can control the rest. If they do not control the rest they can leave them severely alone, and nobody will be the worse. But in this case, where there is such a strong competition going on between the members of a particular trade, it is necessary that all should be agreed, that the trade should be practically unanimous before this new arrangement can be accomplished." Mr. Chamberlain and Sir John Lubbock, M.P., are the two government champions of compulsory closing of shops on a certain day.

As I have already pointed out, a great deal, comparatively speaking, has been done by voluntary arrangement. Many of the very large establishments in London have adopted the Saturday half holiday on their own initiative. Practically every artisan and most clerks leave off work in London, at 1 or 2 o'clock on Saturday, and shop assistants ask very reasonably that they too, should have one half-day holiday in the week, although not necessarily on Saturday. Large shopkeepers favor the compulsory closing. They really want it and would be pleased to get a holiday themselves if their smaller competitors would do likewise. In the present state of business the shopkeepers feel themselves justified in not running any unnecessary risks of losing trade, and while we have a good many of those "cantankerous, ill-conditioned fellows" to deal with, the majority of shopkeepers will refuse to shut earlier unless all do the same. The very small store keepers are dead against a compulsory system. They exist by keeping open a little later than the larger shops and thus pick up a good many crumbs which they would otherwise miss. Then shops are run by a man and his wife, no assistants are employed, and consequently the late hours affect no one but themselves. They say that an Act to compel them to close simultaneously with the big stores would ruin them. They have a good case. Their shops are their homes in every sense. If there are, say, two hardware stores in the same street, one of which employs five assistants and the other none at all, an Act to protect assistants by early closing would operate only on the first, while if it is to be compulsory all round it ruins a number of respectable citizens. The early closing movement is on the horns of a dilemma. It would appear that the only way out of the difficulty is to proceed in the old beaten track of voluntary closing by mutual agreement. In time, and as the movement acquires authority due to age and custom, the cantankerous greedy fellow of Mr. Chamberlain's speech (and who is only too much in evidence, nowadays) will gradually be eliminated. The only wonder is that considering the fierce competition in all retail businesses in London and the provincial towns, that so many shops should face the risk of losing custom. Of course the whole question is in the hands of the public, and if people would only determine not to shop after a certain hour, or not to patronise those stores that kept open after a specified time, the matter would be settled right off without any more trouble. But in London people will crowd into shops, particularly grocers' at 10 and 11 o'clock at night when the shutters are being put up. The assistants in public houses would welcome a change, as they have to be at work from 8 a. m., until 12 p. m. week days, and from 1 till 3 and from 6 till 12 on Sundays. As I write these lines a paragraph appears in the London daily newspapers, stating that large meetings are to be held here this evening on the subject of early closing and in favor of securing shorter hours to shop assistants. Young men and women are now working 74 to 84 hours per week in the shops of East London, and all efforts to secure shorter hours are frustrated by the opposition of one or two firms.

NINE MONTHS OF TRADE IN ENGLAND.

I am sorry to say that trade in this country is going from bad to worse. The returns for the three quarters of the year ending 30th September, disclose a very weak state of affairs. Our exports are now upwards of seventeen million pounds sterling below those of the corresponding period of 1891. The case stands thus :—

	1890.	1891.	1892.
	£	£	£
Exports,	197,459,587	187,475,396	170,480,788
Imports,	306,625,138	311,778,181	312,474,518

Parenthetically, I may observe that it seems strange that we should have sold 170 millions worth of goods and bought 312 millions worth. A private firm that could manage to do that without duly making an appearance in the bankruptcy court would be thought to have discovered the philosopher's stone. The Australian colonies carried on this sort of game for some time, and we all know what the financial state of Victoria (for instance) is to-day. How long we can go on buying largely in excess of our sales, I don't pretend to know ; but it cannot go on indefinitely. The London financial journals, when recently criticising Australian business, made this very excess of imports over exports one of their strongest points against the Colonies. Perhaps some of your readers may hazard a guess ?

The principal failings in the exports are in metals and metal goods, £5,616,000 ; yarns and textile fabrics, £4,718,000; miscellaneous manufactured articles, £3,004,000 ; and raw materials (mainly coal and coke) £1,973,000. The export returns are indeed dismal reading, the solitary item of increase being £13,000 for living animals, a poor set-off against a decrease of nearly 17 million pounds. The high rate of importation has only been maintained by an increase of over six million pounds for food (duty free, so we don't even gain anything here). We have purchased less metal for manufacturing purposes, while the depressed condition of the textile industry is eloquently attested by a decrease in the importation of raw materials (cotton, &c.) to the extent of 6¼ million pounds sterling, the latter decrease and the increase for food, almost balance themselves.

ENGLAND'S TRADE WITH THE DOMINION.

As I have before pointed out England imports an infinitesimal quantity of manufac-

tures from Canada. The facts are as follows so far as metals go, for the nine months of this year.

Exports to British N. America.

	9 months 1891.	9 months 1892.	Total 9 months to all countries 1892.
Hardware and cutlery.			
£	77,070	71,737	1,632,978
Pig Iron.			
Tons	21,004	23,309	555,994
£	58,503	60,258	1,439,164
Bar, wrought, bolts, etc.			
Tons	4,245	3,706	133,557
£	32,713	27,099	881,805
Railroad iron.			
Tons	81,511	71,687	338,812
£	400,969	300,714	1,634,335
Hoops, sheets and boiler plates.			
Tons	8 610	7,601	100.723
£	68.971	58,630	896,253
Galvanized, sheets.			
Tons	2,698	2,511	115.879
£	46,265	41,285	1,546,715
Tin plates and sheets.			
Tons	11,904	9,731	300,782
£	190,155	148,527	4,075,769
Cast and wrought iron.			
Tons	7.983	7,569	349.849
£	92,665	80,297	3,318,399
Steel, unwrought.			
Tons	13,112	11,044	113,053
£	117,171	97,379	1,310,443
Lead, pig, sheet, etc.			
Tons	3 067	2.088	485,66
£	40,603	24,555	590,330
Tin, unwrought.			
Tons	5.201	5,177	81,677
£	24,619	24,577	393,484
Steam engines.			
£	16,767	8 920	2,456,153
General machinery.			
£	59,000	96,381	8,813,325

We are doing rather better in general machinery, with Argentina (£120,250 against £92,113 for the 9 months of 1891), about one-third less with Brazil, more with South Africa. Brazil, Argentina, South Africa, and East Indies have all taken considerably fewer steam engines. Shipments of hardware and cutlery to U. S. A. now total £185,237 against £174,789 last year, there is a lessened demand from Australia, East Indies, South Africa and Brazil, whi le Chili has largely increased her purchases. It is becoming evident, however, that many English makers of all kinds of manufactured goods must rely a good deal, at any rate for a time, upon the home and Continental markets, if they wish to tide over the period of dullness which has settled down upon the trade of this country.

At the meeting of the City Travellers' Association in Richmond Hall the other night A. M. Piper, the retiring treasurer, was presented with a silver tea service and an illuminated address by the boys. R. Maxwell was elected treasurer by acclamation. It was decided to hold an at home in January.

A SONG OF THANKSGIVING.

There's a purple light on the rugged hills,
There's a song of winds, in the leaf-flown trees,
And sweet, ah, sweet, through the country-side,
The wild winds croon of Thanksgiving-tide;
Speed on, O wind, to the busy town,
Speed on, again, to the farthest sea,
And flow into song-waves—chanting clear,
'The time of Thanksgiving draweth near."

There's a light of stars in the purple skies,
There's a song of waves on the sandy shores,
And soft and sweet where the foam-flecks ride,
The lithe waves sing of Thanksgiving-tide,
Shine out, kind stars, on our absent ones,
And murmur, waves, to the listening shores,
And flow into song-tides, chanting clear,
"The time of Thanksgiving draweth near."

There's a spirit-song in the tranquil air,
There's an anthem's ring in the passing breeze,
And e'en where our loved lie, side by side,
The late flowers sing of Thanksgiving-tide.
"They are home in their Father's house to-day,
They are ris'n" say the flow'rs, "from their haunts of clay.
In that far sweet land, by the crystal sea,
Their Thanksgiving keep they, grand and free."

So with heralds sweet, of the earth and air,
Does the day draw near that our fathers loved;
So with joy and song, at the Autumn-tide,
Do we spread the board, with a royal pride.
Ah, ye unknown friends, let us stretch our hands
To each other, sooth—and with loving bands,
Round the wretched draw, with our hearts' good cheer,
And with mercy crown this glad feast of the year!

—HELEN CHASE.

THE CLERKS' BALL.

A gay and happy throng of young people crowded the Market Hall last evening on the occasion of the first annual ball given by the Vancouver Clerks' Association. Upwards of 50 couples joined in the grand march to the music of Reynold's Orchestra. Dancing was kept up till a reasonable hour, when the enjoyable gathering was brought to a close. At midnight an adjournment was made for supper, served by the proprietor of the "Spa" restaurant. All the arrangements were perfect and the various committees worked most assiduously to make everyone feel at home. H. E. J. Campbell was floor manager. The following were the committee in charge: Floor Committee, A. C. Trudell, Alf. Addison, G. Thomas, A. Shragge; Reception Committee, J. White, J. C. McLagan, jr., J. Sloan, George Clair, W. Fraser; Invitation and Managing Committee, A. Shragge, A. C. Truddell, J. Sloan, George Clair. The Vancouver Clerks' Association is now well organized with the following officers: President, A. C. Trudell; Secretary, A. Shragge; Treasurer, J. Sloan.—Vancouver News Advertiser.

The council of the Montreal Board of Trade have determined to address the Hon. Minister of Customs again on the question of securing uniformity of appraisements.

Before the Royal Commission on the liquor traffic, which met in Winnipeg last week, Mr. Steen of the Winnipeg Commercial, stated that five-sixths of all the bankruptcies that occurred were due to the liquor traffic.

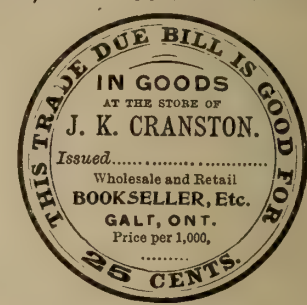
The Ingersoll Board of Trade has elected the following officers for the ensuing year:—President, Stephen Noxon; 1st Vice President, Dr. A. Mackay; 2nd Vice President, M. T. Buchanan; Treasurer, W. B. Nellis; Secretary, W. H. Jones. J. S. Smith and H. Richardson were reappointed as auditors.

Messrs. Donogh, Bertram, Blain, Christie and Cumberland have been appointed a committee of the Toronto Board of Trade to act in conjunction with a committee from the Toronto Wholesale Grocers' Association in consulting the railway authorities on the subject of discrimination of rates between Toronto and Montreal.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

Great Boons to Active, Busy, and Lazy Merchants and Clerks are offered by the J. K. Cranston Store Office Supply Co., Galt, Ont.

Here they are! Two of them! More to follow!





The Granston Trade Due Bills

In 1c., 5c., 10c., 25c., 50., and $1.00

DENOMINATIONS.

Used the same as money. $5.00 per M. Will last 15 years. EACH BILL CAN BE USED and reused till worn out.

The Happy Thought Counter Check Book. No Carbon paper required Send for Sample and Price Lists to J. K. Cranston, Galt.

J. K. C., GALT.

Dear Sir.—The Happy Thought Check Books are the best we ever used, and would not be without them. KAISER & JARRETT,
Oct. 22, '92. Pine Grove.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

"Schultze" Smokeless and American "Dead Shot" Gunpowders

THE BEST OF THEIR KINDS.

Cartridges, Cartridge Cases, Wadding, Shot, etc.

MONTREAL TRADE CHAT.

Miller Bros. & Toms say that the trade seem perfectly satisfied with their Acme hot water boiler.

Wm. Clendinneng, Jr., of the Canada Iron Pipe Co., left town on Saturday last on a business trip to New York. He spends several days down there.

An article that is finding a fair demand is the new improved drip pan manufactured by Thos. Davidson & Co., which is considered both cheap and durable.

A. W. Morris, of the Consumers' Cordage Co., has been laid up with a severe cold. He was down at his office Wednesday, but is still suffering from the effects of his illness.

Fred. O. Lewis, of Lewis Bros., the hardware merchants, has been proposed for membership to the Board of Trade. His nominator is Wm. Stewart, of the Kingston and Montreal Forwarding Co.

The regular steamship lines have now only a few more boats to arrive before the close of navigation. Seven steamships are to come for the Allan Line, five for the Dominion, and four for the Beaver Line.

The Standard Drain Pipe Co., of this city, whose works are at St. John's, Que., held a meeting this week and decided to increase their capital from $150,000 to $300,000, or just double the original amount.

In our Montreal Trade Notes last week reference was made to a line of chronometers that Painchaud, Squire & Co. were offering. This was an error. It should have read barometers, and we can repeat that they are a handy thing for our farmers to have during harvesting season.

The foundry and plant of the late firm of Day & De Blois has been bought out by Wm. Rodden. Mr. Rodden comes of a family that is well known to the iron trade of Canada, being a son of the Wm. Rodden who founded the extensive works now owned and operated by Wm. Clendinneng & Son.

A special meeting of the shareholders of the Wm. Johnson Paint Co. has been called for Saturday, 5th, to consider the confirmation of the sale to the Canada Paint Co., Ltd., passed on March 2nd last: also a proposal to purchase the remaining assets of the Wm. Johnson Co.; also the resolutions concerning the remuneration of the officers of the company, and the appointment and remuneration of a liquidator.

The advance in iron pipes to which reference has been made has led to some talk of bringing in German pipe, via Boston and Portland. The supply of these goods was shut off on account of the withdrawal of the German steamers, but it is a question whether an importer will find such a proceeding as the above profitable, when the extra cost entailed by extra freight is considered.

There was a meeting of the Barb Wire Association on Tuesday in the Temple building, and previous to it there was some talk among the trade about a change in price. The proceedings of course were private, but H. R. Ives, one of the members of the combine, assured Hardware that no change in prices was considered, but that everything was working harmoniously and all the members were satisfied with existing arrangements. Among the trade, however, it is said that barbed wire is selling on a pretty narrow margin on its present basis, and that a rise would not be unnatural.

The correspondent of Hardware called on John Thorpe, the Canadian manager of Messrs. Pilkingtons, glass manufacturers, St. Helen's, England, the other day. The firm have their headquarters in the building originally erected for the Hibbard Electric Light Co., on Busby Lane, and it is, as Mr. Thorpe says, just the building for a glass warehouse. Mr. Thorpe reports the glass market firm, and is selling the company fine lines of English plate and other glass quite as cheap as any German goods can be had at. The natural result of this is a good demand for the superior material.

PRESENT BUSINESS METHODS.

"Friendship doesn't sell many goods now-a-days," remarked a salesman recently. This is true enough in one sense, but in another friendship plays just as great a part in commercial affairs as it ever did. That friendship that tied a merchant up to a particular house, or to a certain salesman in that house, and made him blind and deaf to any other concern, has largely passed away, but there still exist many instances of warm personal consideration between merchants and salesmen, founded on mutual esteem, and on benefits given and received in the course of business, that will secure trade for certain houses, other things being equal. A merchant will usually prefer to buy of a salesman whom he knows, in whom he has confidence, and with whom he is in sympathy, but he expects just as good treatment from him as from his rivals, in fact this friendship is usually founded on the idea that the merchant can do a little better in one way or another with his particular house or salesman than with any other.

This change in the business methods of the country is due in part to its transformation from a new and thinly settled country to one in which the most advanced commercial ideas alone can rule, and partly to changes in the industrial interests of the entire country. In the early days anybody could make money retailing goods. Style was but little thought of. A merchant's stock was good until it was sold. The city and the surrounding country was being settled rapidly, money was plenty, and price was not of such great importance when everyone had money and felt certain that they would shortly be wealthy. Now what is the state of affairs? There are more goods for sale than people must or can buy. Buyers have been taught to be cautious and critical, and economy is practiced of necessity by nine-tenths of the people. Competition hence becomes severe, and a merchant to be successful must be both wise and diligent in his purchasings, and cannot afford to overlook the advantages which may be found by searching through an entire market. He must post himself on what is offered him by all the houses, and if one can make better prices on any line of goods he must avail himself of the opportunity. Not only is his competitor likely to do so, but his customers are much better posted on prices than formerly through the catalogues now so freely distributed by the large city stores. His best friend in business is the one that will make him the lowest prices, or in some way enable him to make the most money. So that selling goods is not a matter of friendship nowadays, but is strictly business as it ought to be.—Ex.

THE BESSEMER STEEL DISCOVERY.

Mr. Bessemer was a very learned metallurgist, and was seeking a short and cheaper way of producing steel from cast iron by reducing the excess of carbon. His process was to force air through the molten mass and burn out the excess of carbon and such minerals or metals as it contained, and stop the blast at the proper time, and thereby save the expense and labor at the puddling furnace; but there was no way to effect uniformity or to ascertain just when to stop.

One day in his experiments a very happy thought struck him, which was to burn out all of the carbon, or as nearly all as possible, and then restore a proper quantity of carbon by pouring in a very high grade of metal and as free as possible from base materials injurious to steel. This he found in certain qualities of ore called spiegel or "spiegeleisen." His first experiment proved quite successful, but here he found a stumbling block. Some man had patented a method of melting wrought iron and restoring it to steel by supplying it with molten spiegel, and he was quite successful except that the metal must go through the puddling process, and then the remelting added another cost, which made it quite as expensive as to convert wrought bars into blister steel, then melt it in the crucible and pour it into ingots in the usual way. Under the English patent laws there must be an annuity paid after a certain number of years, or the patent becomes invalid. The inventor of this process of melting wrought iron and restoring it with spiegel was in Mr. Bessemer's way; but in a short time, unless he paid the government installment on his patent, it would become invalid. So Mr. Bessemer watched the records until the poor unfortunate let it run out, then Mr. Bessemer that same day entered his claim, and his patent was granted, covering the entire process. I learned these facts in 1869, while in the John Brown Bessemer Steel Works, in Sheffield, England. But when Mr. Bessemer applied for a patent in Germany it was refused on the ground that it was not new, and yet I was told when in Essen, at Mr. Krupp's works, that Mr. Fried. Krupp paid Mr. Bessemer $50,000 to go to Essen and teach them the method. Krupp had already spent considerable money and time in trying to make Bessemer steel, and had failed to do so.

Mr. Bessemer in 1869 was said to have amassed a fortune of about $20,000,000 from his invention, and it was said then to be the largest amount ever made by one inventor, and probably was.

The John Brown Works were then the largest Bessemer steel works in the world, and I went there to see about twenty tons converted at one time. A two hundred horse power engine was used at the blast furnace alone, and indeed it was very interesting to see the immense converting pot poured full of molten iron and then the blast turned on, and see it boil and intensify with the varied colors as each base ingredient was destroyed by the heat, and when all was consumed except the quite pure iron, then the molten spiegel was poured in, and the affinity of the molten mass was so great that one could see its greedy appetite for the carbon, like a hungry swine for its swill. I was told that Mr. Bessemer for a long time anticipated the making of steel by his process equal to the best cast steel, but in this he of coursee failed. Still, while I was in Sheffield I was at a steel rolling mill where they used the sculps, as they are called, that come out of the melting pot. These were broken up, remelted, and a mixture of better material used and melted together, and poured into ingots, and that rolled into sheet metal and crosscut and pit saws made of it for the Russian market; and I was told that over six hundred thousand of them were sold there every year, besides saws made from it were sold all over the world. If there is any cheap method of producing anything of metals, England is among the first to adopt it. An immense amount of work that is done in America by men is done there by poor women for a mere pittance that will keep soul and body or part of them together; but when sickness comes or their job is lost, it is the pauper house or the grave. No American can ever appreciate the glories of our free and liberal country and government until he goes to foreign lands.—J. E. Emerson, in Aluminum Age.

MAKING COLLECTIONS SURE.

How easiest and best to make collections is a subject dealers think about a good deal. I asked a dealer well known to men in the trade to tell me how it is done, and his answer is represented by what follows:

To the question when do you start to make collections, he said:

"I commence collecting the moment I see that I am to close a deal; that is, I then and there lay the groundwork of a sure collection."

"You mean," I asked, "that you do a cash business?"

"Oh, no. I find it next to impossible to do an all round cash business in implements and vehicles, yet I have come to the conclusion that if we dealers lose much money in bad accounts, it is largely our own fault. I say I lay the groundwork for making a collection the moment an article is sold, and I mean by that that I assure the purchaser that the terms and prices I make him are in consideration of prompt payment at the date agreed upon, and that I could not afford to overlook that part of the agreement even though I wanted to when the time comes. In that way my customer comes to the conclusion before the goods have passed out of my possession that if he makes the purchase he must meet his obligation when due."

"But don't you sometimes lose money by being so frank with customers who are easily offended?"

"Not a bit of it. I sometimes miss making sales, but instead of losing I make money by the operation. I don't want to do business with men who are so sensitive that you can't come to exact terms without offending them. Nine out of ten men on whom business men lose money are of that stripe who guard their credit jealously with their mouths and pay no heed to it with their hands or their pocketbooks. When a man gets out of humor because I inform him that I will expect him to discharge his obligation when due, I am glad of it, because I have caught him in time to save my goods. Such a customer must pay me cash or we don't deal."

"What about the smooth customer who never gets out of humor about anything and never pays if he can avoid it; how do you manage him?"

"Such customers beat me once—for small amounts—that's all. I don't sell any man a large bill of goods on time unless I know him to be good pay. When I find I have made a mistake I go about making collections the easiest way. If my customer won't pay after reasonable effort—I never coax any man either to buy or to pay—I sue him if he is worth anything. If he is execution proof I lose the account and he stays away from me thereafter. I never sell a 'poor pay' customer more in the hope of arousing an honest or generous sentiment. Business is no place to entertain sentiments. You can't compute such stuff by figures, and figures must be obeyed."

"What course do you take with the man who can pay and won't?"

"'Can pay and won't' is a fool, and he pays 'the costs' when I collect from him."

"And how do you proceed with the very slow man who is thoroughly responsible and will pay in time?"

"Take it just as good humoredly as he does and charge him ten per cent. interest."

"And the man who flies into a passion and says the goods you sold him were worthless when you ask him for money?"

"Just keep cool until he learns that I know he is lying, and then he is ashamed of himself and pays me. I don't trust him again, though."

"Judging then by your experience, what character of accounts will a reasonably careful dealer lose on?"

"When a customer dies and his estate is stolen or squandered, his creditors get left. When a customer meets with sudden and unexpected misfortune that ruins him financially he can not pay his debts. No man, however shrewd and careful, can guard against losses of this nature: but the heaviest losses in the aggregate are those we foresee. They come of selling goods on time to doubtful customers, and should be called bad sales, not 'poor collections.'"—Horace, in Implement and Farm Journal.

THE ONTARIO TACK CO

MANUFACTURERS OF

WIRE NAILS

TACKS, SHOE NAILS, ETC.

Hamilton, Ontario.

SP

Wanted--Foundry Men

To give Aluminum Alloy Composite a trial. 2% in ordinary Cupola will give you soft sound and solid semi-wrought iron castings. Price, $5.00 per 100 pounds F. O. B.

Book of information with Government report and other indisputable testimonials for foundry men—FREE. The Hartsfeld Furnace and Refining Co., Newport, Ky.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."

BRITISH SHEET GLASS
P.B.

These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

BEST ENGLISH BRANDS.

Keene's Coarse, Parian and Superfine Cements.

SEWER PIPES 4 in. to 24 in. diameter. Flue Linings. Chimney Taps.

FIRE BRICKS. Flue Covers, Fire Clay, Cupola Paubing Mixture, Kaolin.

CALCINED PLASTER. Enamelled Sinks, Wheelbarrows, Scotch Derricks.

Large stocks at lowest market prices.

Wm. McNally & Co
MONTREAL.

Thos. Firth & Sons, Ld.,

Best Crucible Cast Steel.

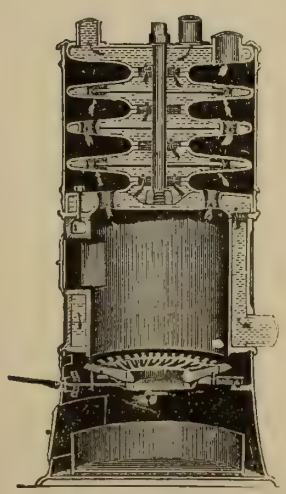
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MONTREAL AND TORONTO.



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"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



Wire Cloth.

Galvanized Wire Cloth

For Apple Drying, 24, 30 and 36 inches wide in stock.

Cinder Sifter Cloth

30 inches wide in stock.

Hardware Grade Cloth

For Fanning Mill repairs, etc, 18, 21, 24, and 30 inches wide in stock.

THE B. GREENING WIRE CO., Ltd., Hamilton, Canada.

DECORATING HEATING APPARATUS.

A new process for the decoration of cast iron objects referred to in some of our foreign exchanges is worthy a brief notice for the interest it may have, particularly for the members of the heating trades. In fact, the inventor of the process, M. Faure, thinks that the increased demand for heating apparatus of all sorts is due not a little to the attention that has been given to improving their appearance and makng them more suitable objects for placing in rooms. There is no doubt but the stove of to-day is quite a different article in the decorative point of view from its progenitor of the middle of the century. Even heating boilers are being finished with a degree of care unknown a few years since, and some of them are so tasteful in appearance that they would not misbecome a private parlor. Of course the trade knows what has happened with radiators—how, from the unsightly wall coil and plain cast iron construction they have gone on from glory to glory until now the latest patterns are expressions of the highest artistic taste; and in addition to beauty of design, every means is taken to give the surface an attractive finish by plating, bronzing or other methods.

To those who are wishing to still further advance the beauty of cast iron heating apparatus, any knowledge of a new method of decoration will be gladly received. We regret that the Faure method is not more accurately described. From what we have seen, it appears to consist in the application to the casting of a coat of enamel and of metal, or of two layers of enamel of different shades. In carrying out the process the casting is first enameled over the entire surface, after which, by means of a file wheel, the enamel is removed from the raised portion of the design. The relief part is then polished and the casting placed in a plating solution of any kind desired. As will be understood, the result is that the raised parts of the design are shown in metal, while the hollows have an enameled surface. Instead of plating, the burnished metal of the casting can be bronzed or otherwise treated. A third application of this method would seem rather expensive, but we judge that some very handsome decorative effects can be secured by it. It consists in giving the casting, as in the former case, a coating of enamel and then, after baking, the indented portions are given a second coating, so as to bring a contrast of colors between the raised and sunken portions of the design. The expensiveness of the enamel might preclude its use on commoner heating apparatus, but where silver and gold are used to such an extent in radiator decorations the method referred to would not seem so extravagant.

The manufacturer of all sorts of apparatus is naturally interested, especially in selling his goods; and experience has well proven that it is very important to catch the eye of the buyer if sales are to be made. Too often, however, the real efficiency of the articles sold is lowered by the decorations or attachments made for the sole purpose of lessening homeliness or adding beauty. In the case of radiators and heating apparatus, decorated in the way we have just mentioned, it is questionable whether their efficiency as heaters would not be decreased; in fact, confining our remarks to radiators, we have little hesitation in saying that the fine enamel surface could not pretend to compete as a heater with rusty iron of similar square feet of surface. A polished surface is a very poor emitter of heat, and every square inch that is finished in this fashion subtracts so much from the heating efficiency of the radiator. It must not be forgotten, however, in an intelligent treatment of this matter, that where the handsome radiators are used it is a matter of little importance whether their efficiency is 70 or 80 per cent., as the case may be. A drawing room furnished in rich woods and tapestries, if it means anything, means that the owner can afford to waste a few lbs. of coal, and will be glad to do so if he can keep out an unsightly piece of iron by so doing.—Metal Worker.

NECESSITY OF BETTER COMMERCIAL EDUCATION.

"Commerce is king," very truthfully remarked Thomas Carlyle, and his saying will apply even more fully to our time and nation than to his. To commerce England owes all that she confessedly possesses—wealth, power, dominions, influence. There needs no ghost to come from the grave to foretell for us a similar destiny. The world's history can produce no instance of so young and inexperienced a nation embarking in a commercial career with such hot and eager haste, and pressing it with such determination, and even engrossing persistence. The close and steadfast prosecution of our material national interests, which unquestionably stamps our character, has already rendered us, in the world's estimation, open to reproach, and we are everywhere termed worshippers of the almighty dollar. The United States is but one extended counter from Maine to Texas. But we would not have it otherwise. The glaring faults which are now—it may be even offensively—patent to the world will bring with advancing age their own correction. They are but the accidents of our anomalous condition, and are engendered by the remarkable combination of circumstances which have thus far environed us; they are but the bounding pulse and elastic spirits of an impetuous and exuberant boyhood.

The more carefully you prepare business men, with whom in a great measure the future of the country rests, for the lives they are to pursue, the more you enlarge their views, moderate their desires, rectify their aims and insure their reasonable success. The dangerous proclivity exhibited by American youth, to rush too rashly and without due preparation into the hazardous walks of commerce, is one of the crying evils of the day. It has become in most quarters an absolute epidemic. Agriculture, manufactures and the mechanical arts have been too much and too long neglected. The tendency with us now is to congregate in towns and cities, and to throng the avenues to wealth and honor, which are already too overcrowded. This propensity is far from healthful and leads to wide-spread distress and great disappointment. Gross ignorance and inexperience are every day yielding terrible, bitter and expensive lessons, and most of the lamentable failures which attend American mercantile life, and which careful statistics have computed to be equal to ninety per cent. of those who embark in business, are directly attributable to shameful mismanagement and ignorance of business, as well as to an absence of commercial experience and discipline.

A faulty, or rather no, system of bookkeeping has absolutely ruined a larger proportion of our industrious painstaking merchants than would be generally credited by those having no access to reliable records. Of slovenly business habits, they neither know what they themselves are doing, nor what those with whom their nearest interests are entrusted may be doing. The disheartening results arising from causes so palpable demand radical reform. They are a sad, but very significant, commentary on the deficient commercial education of the times, and plead potently for correction.

It may be esteemed a truth, and one which both individual experience and trustworthy statistics will confirm, that there is no royal road to success in business life. There, as in all other departments of industry, the most ample and enduring rewards are to the industrious, the methodical, and the persevering. In legitimate business, luck, which in speculation may serve to do or undo, must never be relied on. It lures but to deceive; its effects are illusory and not substantial. The cases where it has lead on to fortune are exceptional ones, and only serve to prove the general rule. The most stable and firmly based prosperity is the direct result of fiscal and regular law, which will no more suffer violence than those of astronomy. In America there is no law of primogeniture, little entailed property, and fortunes change hands with our weather and rise with our streams. Here, more than anywhere else, experience would seem to give the lie to regular system, to logical procedure and to plodding method; but observe more closely, penetrate more deeply and take a wider scope of men and things, and our assertion stands confessed.

One of the most obvious wants of our age and country is a more careful and efficient system, by which young men may be more carefully prepared to enter the crowded arena of business, where so many hazards and vicissitudes beset them, and where they must encounter sharp competition, shrewd rivals, and experienced opposition. They must acquire a thorough knowledge of the tools they are to employ before they can carve out for themselves fortunes. The race is not always to the swift, or the battle to the strong, and to succeed in business there needs more than mere desire and industry—resolution, knowledge, prudence, experience, calculation, and regular methods are all required. —Ex.

Owing to the marked increase in the volume of business of the Canada Paint Co., in western Ontario, W. H. Evans, who has been associated with them for some time, will take up his residence in Hamilton. The addition to the buildings of this company in Montreal are almost finished, and when complete will largely increase the capacity of the Canada Paint Co.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

BRITISH COLUMBIA.—I CAN HANDLE ONE or two additional lines, and would like to hear from Manufacturers wishing to be represented on this coast. Agent, Box 609, Vancouver, B. C.

NOW READY

The newest thing in Varnish. Put up in the neatest and handiest tin ever known. Easily opened. Easily sealed. No corks and no waste.

Unicorn Furniture Varnish

In tins of assorted sizes. Packed in handy cases for the trade. Handsome show card in each case.

A. RAMSAY & SON,
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Manufacturers of Leads, Colors, Varnishes, etc



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS
NO. 26 WELLINGTON ST. EAST

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HAPPY are the PAINTERS

WHO USE THE
GREEN SEAL BRAND OF
White Lead, Paint and Varnish.

They are pure and always reliable.
It will pay you to keep such goods.

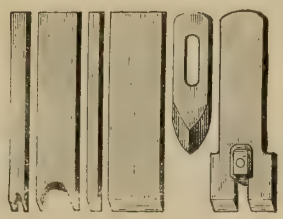
Walter H. Cottingham & Co.

Proprietors Green Seal Registered Trade Mark,
MONTREAL.

STANLEY'S ADJUSTABLE
Beading, Rabbet, Slitting and Matching Plane.

No. 45. Iron Stock and Fence, with Eighteen Tools, Bits, etc., $8.00

Sold by all Hardware Dealers.





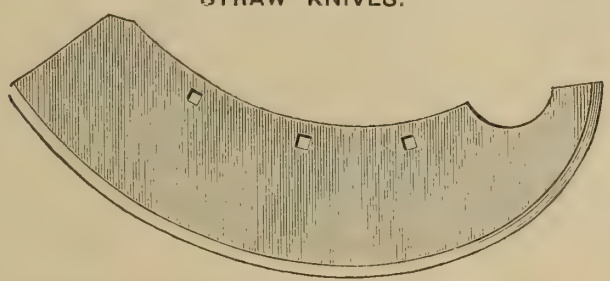
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EACH SAW GUARANTEED PERFECT.

Made from Best Quality Silver Steel. Fastest Cutting Saw in the Market. If your dealers' cannot supply, send your orders to us direct.

STRAW KNIVES.



ROOT CUTTERS.



We make a specialty of Straw Knives and Root Cutters. Quality guaranteed. Prices low. Send for quotations before placing your orders.

JAMES ROBERTSON & CO., - TORONTO.

The Whitman & Barnes Mfg. Co.



Canadian Branch :
ST. CATHARINES, ONT.

MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES :

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

TRADE CHAT.

Saunderson, Pearcy & Co. have just received a large shipment of glass.

Whitwam & Swanson have moved into their new premises in Hamilton, and have every facility for increased trade.

Peter Bertram, for many years in the hardware business in Orillia, but latterly of Dundas, has opened a handsome new hardware store in Hamilton.

The plumbago mine near Oliver's Ferry, Ont., has been sold to a syndicate headed by F. A. Hall, of Perth. Operations are now likely to be resumed.

A site has been chosen by John S. Rigby for the Portland Cement Works on False Creek, near the C. P. R. works, Vancouver, B.C. The buildings, which will be of wood, will be commenced at once.

Harland Bros., Clinton, Ont., intend to very materially improve the stores in the brick block lately purchased by them. They will put in plate glass fronts and fix them up in first-class style.

Walter Cottingham & Co., Montreal, report an excellent season's trade, the volume of sales having doubled those of last year. The green seal goods are offered and taken on their merits.

Ex-Ald. Godfrey, of Vancouver, has taken the management of the hardware business of Thos. Dunn & Co., late H. T. Read & Co., in the new Oddfellows' block on Columbia street, New Westminster, B.C.

A. E. Domville, superintendent of the St. Thomas car wheel works, has been appointed manager to succeed James H. Fleming, who goes to Buffalo as manager of the Buffalo Carwheel and Foundry Company.

It is proposed to incorporate the Dominion Rolled Plate Company, a Montreal concern, with a proposed capital of $75,000. The proposed incorporators are Henry Nutter, C. Bolt, Scott Joseph, L. Davis and H. J. Joseph, all of Montreal.

A New York concern is talking of opening a branch manufactory in Kingston for lamp black, and the proprietors will be invited to view the city. Mr. Lytle, who wants to build implement works there will also visit Kingston very shortly.

Teddie Russell, the three-year-old son of J. Russell, hardware merchant, Montreal, fell out of a third storey window of his grandfather's house, St. Louis street, Quebec, on to the pavement below, and though seriously injured, is likely to recover.

J. Y. Morton, of Brantford, has gone on his annual duck shooting tour. His head salesman, Mr. Turnbull, takes charge in the meantime. Mr. Morton is known as a successful sportsman, and he enjoyed some rare good fishing in the lakes amongst the Laurentian ranges during the past summer.

Brown & Morris, for many years hardware merchants in London, Ont., have gone completely out of business, owing perhaps to the stress of competition, and the store is being converted to accommodate a chemist and druggist. Doubtless there is more money in physic and plasters than in barbed wire and putty.

The magnificent line of fine house furnishings that Rice Lewis & Son have now in stock excells anything of the kind that was ever before on this market. Upon these beautiful high grade goods buyers will soon make their descent for the Christmas trade, and orders shoudl be submitted in time to ensure supplies. In lamps there is the widest range to choose from in both forms and prices.

At a meeting of the Kingston Board of Trade the secretary was instructed to write General Manager Sargeant with regard to the removal of the G. T. R. shops to Kingston, and to E. Rathbun concerning the establishment of smelting works there.

We direct attention to the Toronto Lead and Color Co.'s advertisement, respecting white lead. They are now giving special attention to this branch of their business, and dealers can depend on their pure white lead being equal to any in the market.

An American company have purchased 400 acres of mining land on Crow Lake, Marmora township, Ont., and are getting out a splendid quality of lithographic stone. They have one mill at work and are building another. At the Lingham gold mine, Belmont, a Crawford crusher, with a capacity of 30 tons per day, is nearing completion.

Gowans, Kent & Co., Toronto, are offering a line of lamps, attractive both to the sense of beauty and the sense of value, that are certain to enter largely into the Christmas trade of the country. These splendid goods are to be had in job lots and at prices that are persuasive of business. Orders should not be delayed, as the line is a selling one and is likely to be run off rapidly.

On the afternoon of Tuesday, the 25th ult., May Davis, only daughter of S. C. Davis, of West & Davis, hardware merchants, Wallaceburg, Ont., was united in marriage at the home of her parents to J. Thorne, V.S. After the ceremony a number of the intimate friends of the family partook of a sumptuous repast, after which the happy couple left on the 6:40 train for eastern points, amid a deluge of rice.

Thursday morning of last week Officer Jackson, while making his way through the alley in the rear of Morton & Christie's hardware store, Windsor, saw a man carrying goods out the back door. The burglar saw the officer and made a run down the alley. Jackson pulled his revolver and started in pursuit, but the man got away. He was obliged to drop five boxes of scissors and two revolvers. Besides these there was a pile of valuable goods just outside of the door.

Application has been made for incorporation under the Dominion Act of the James Morrison Brass Manufacturing Company, capital $300,000; applicants, James Morrison, manufacturer; Charles Erwin Morrison, manufacturer; Robert Arthur Morrison, manufacturer; John Brown, manufacturer; and Grace Emma Morrison, married woman, all of Toronto; James Morrison, Charles Erwin Morrison, and John Brown to be provisional directors.

The B. C. Iron Works Company have purchased the plant of the Vancouver City Foundry and Machine Shops for $30,000. All the property of the latter company was held for debts to the amount of $70,000. Sheriffs Armstrong and Patterson arranged the sale privately. This will replace the greater part of the plant destroyed in the late fire in the B. C. Iron Works obviate the necessity of a long delay awaiting shipment from the factory to Vancouver.

A. O. Kittredge, editor of the Metal Worker, with which paper he has been connected for the last fourteen years, has severed that long connection to give up his full time and energy to his own private affairs. Mr. Kittredge has been long enough connected with the paper from whose editorial chair chair he is just retiring to make upon its pages a creditable record for himself. The Metal Worker is one of the best papers of its class, and the acknowledgment of that fact is only another way of saying that Mr. Kittredge has excelled in his field of journalism.

H. S. Howland, Sons & Co. have in stock a new razor called Perfection, manufactured by the well-known makers, H. Boker & Co. It is is fully hollow-ground and is stocked in three sizes—1-2-inch, 5-8-inch and 3-4-inch. The finish is excellent and the quality good. It is put up in a neat cloth box, and each razor is accompanied with instructions as to the care and use of it. Its quality is evidently telling with the trade, for already repeat orders are coming in freely. H. S. Howland, Sons & Co. are the sole agents in this country.

The Government trial of an American Harveyized plate took place on board the admiralty's proving hulk Nettie on Tuesday, in Portsmouth harbor. The plate, which was affixed to the stern of the vessel, was 8 feet high by 6 feet wide and was 10 1-2 inches thick. It was attacked by a 6-inch breech-loading rifle, firing three Holtzer and two Palliser armor piercing projectiles weighing 100 pounds each, with the usual velocity adopted in all the admiralty tests—namely, 2,020 feet a second. All the projectiels were completely destroyed, being broken into small fragments. Not a single crack was developed in the plate. The trial is considered by experts to be the most important that has ever taken place in England, and may result in the adoption of the American process of making armor for British ironclads.

Robert Garton, of New York, patentee of "Crescent" wire hat and coat hook, has assigned to the Dominion Wire Manufacturing Company, Ltd., of Montreal, the sole right to manufacture and sell these hat and coat hooks in the Dominion of Canada. He warns the trade by circular that any party manufacturing or selling hat and coat hooks of the "Crescent" design, other than those manufactured under his patents by the above named company, are liable to prosecution, of Canada provided for the protection and will be prosecuted under the laws of patents. He issues this notice upon the strength of information that some parties are selling his patent hat and coat hook under another name, and he hereby advises all parties purchasing or selling hat and coat hooks of the "Crescent" design, and not bearing the label of the Dominion Wire Manufacturing Co., Ltd., that they are liable to prosecution by law.

COMMISSION ON SPECIFIED GOODS.

A. R. Wolf, a well-known engineer in this city, delivered an address last June before the graduating class at Stevens Institute, in which he touched on several matters of interest to young men, and among other things referred to the practice of accepting commissions on goods by engineers and others. We reprint this part of his address :

Be honest ! Does the suggestion seem an insult ? Carefully trained as you have been, surely every thought and impulse removes you from doing aught but what is honorable. But the temptations in the practical pursuit of our profession are great, and many engineers, and among them, I fear, graduates of technical schools, who at this hour of their life stood as unsullied as you, have fallen. Therefore, my caution. The tempter is so ingenious, so insiduous. He crops up at every step, often in queer and almost complete disguise. Let me give you one illustration only, where hundreds are at hand.

We are engaged by a client to write a specification and make plans on which general contractors will bid, and we are to superintend the work. Many machines must be specified. They have a staple market value, and whether we specify some devices or others, all equally good and of the same cost, the work will not be affected either in value or in price, as far as the competing bidders or the client's purse are concerned. Along comes the salesman and offers us a commission, a bribe, if we will specify his devices. We remonstrate, are indignant, and order him out. He argues that his goods are sold for a standard price to the competing contractors, and that if we do not accept the commission he is simply so much in pocket. Or, we see nothing of him until after the contract is awarded. We have specified his machines because they are the best or most suitable, and after the award he calls on us and urges us to accept a fee in recognition of our having specified his goods. Or, the general contractor, after award or completion of contract, desires to pay us a commission or a percentage of his profits. Every attempt is made to prove that our client gains nothing by our refusal, that we are fools not to accept the commission, and the monetary returns seem large and easy of attainment. Do not be deceived by the tricks of these philanthropists, who are so anxious to get rid of their money. Advise them to spend it on public charities instead. Drop them a hint that you well know their game. They wish you to see their machines and their work, if not on this special contract, then on the next, through the refracting medium of the dollar bill, obscuring your vision and biasing your judgment. Let your conscience not falter for a single moment. I may take an extreme view, but it is my firm belief, and I consider it a privilege to say it here on this occasion, publicly, that the engineer who receives a commission in this way is a thief, unknown to his client and the law, but to his own knowledge a convicted criminal in the power and under the final and absolute command of the party who has purchased him. To the engineer who does not practice his profession with unswerving integrity, success is impossible. It may seem for a short time to be at his door, but it will soon vanish. Aye ! Were engineering success thus attained, believe me, it were but a curse. —The Metal Worker.

A QUEER SCAPEGOAT.

The shopkeepers' scapegoat is a recognised and indeed a most useful member of the staff of the big retail establishments. He has a den to himself. Not that he is idle. Oh, no; modern competition will not allow for that, so he is kept at work on figures till the real time comes. A lady enters the building and somewhat authoritatively demands to see the principal. He appears, all bows and blarney, but she shuts him up at once. "What am I to understand by this?" she cries, as she unfastens a brown paper parcel. "Your assistant assured me that this stuff was pure silk, but I find it largely filled with cotton." The tradesman roars up a speaking tube: "Send Williams here immediately."

A shivering wretch shortly enters. "What do you mean, sir, by giving this lady to understand that the material was all silk? I cannot keep my business going if you behave like that. I discharge you!" "Oh!" cried the lady, "dont' do that. And now I look at him, I don't think that was the young man who served me." "No, probably not; but he is responsible for the instructions received by the other assistants as to the quality of the goods. He is discharged." With his tongue in his cheek the fellow goes back to his den and his ledger, only wondering how many minutes will elapse before he is called out to receive a similar verbal castigation and be discharged again. Some scapegoats have become quite gray in the service, and have been discharged so regularly for a number of years, that ultimately they become quite prepared for the last discharge.—Nast's Weekly.

A SAD CASE.

Messrs. Day & Deblois, foundrymen, of this city, who failed a short time since, having paid their creditors 100 cents on the dollar; but the most exasperating part of it is that, although they have been able to do this, their estate has gone from them, having been purchased by Mr. Wm. Rodden, who will carry on the business under the firm name of Wm. Rodden & Co. The liabilities of Day & Deblois were about $31,000, the assets showing a surplus of over $30,000, but owing to want of ready cash they were unable to meet the current demands upon the business, and were compelled to suspend; but the estate turned out much better than was expected, so that none of the creditors have lost a cent thereby. Mr. Day, the principal of the firm, had bought the estate in, when a misunderstanding occurred between him and Mr. Deblois, his former partner, which culminated in an injunction being taken out by the latter to prevent the transfer of the estate. Mr. Day, however, would eventually have obtained possession of his former estate, in spite of the injunction, had it not been for the failure of his friends to give the promised security at the last moment, when Mr. Rodden stepped in and secured the business on very favorable terms, and it is understood that Mr. Day will act as manager.—Montreal Trade Bulletin.

AN ALUMINUM YACHT.

Messrs. Escher, Wyss & Co., of Zurich, have finished for A. Nobel, of Paris, the yacht Mignon, constructed of aluminum, the first of her size in which that material was used. Her principal dimensions are : Length between perpendiculars, 43 feet; breadth molded, 6 feet; depth molded, 2 feet 11 inches; draught in fresh water, 2 feet 2 inches. On account of air-tight compartments with which she is constructed, she is rendered unsinkable, while she has a very large range of stability.

The weight of the yacht is only 1 1-2 tons; naturally she is constructed on very light scantlings. The keel, stem, and sternposts are of forged aluminum 7 inches by 1 inch; the frames are 1 inch by 1 inch by 1-16 inch except in the engine room, where they are 1 1-2 inches by 1 1-2 inches by 1-4 inch ; the frames are spaced throughout the vessel 16 inches. The shell plating ranges from 3-32 inches to 4-32 inches in thickness, and 15,000 aluminum rivets hold the ship together. She is fully equipped, having a balanced rudder and quadrant of aluminum, bollards and fair-leads of the same material, aluminum awning stanchions, aluminum flag poles, in fact, everything in the vessel which can be made of this material is so executed to make her as light as possible.

The whole of the machinery is constructed of aluminum, including the propeller, with the exception of the cranks and shafting.—Ex.

The methods of utilizing cotton seed oil are constantly multiplying, one of the most recent of these consisting in placing one gallon of the oil, pure in quality, in a suitable iron vessel, into which twenty pounds of molten lead are poured. After a thorough stirring the lead seperates into globules, and when the oil has been poured off after cooling, there are found to be about seventeen of the twenty pounds of lead remaining, the other three pounds having been absorbed by the oil. On the lead, which has thus been employed being again melted, and the operation repeated to the fifth pouring—the amount of lead being less at each succeeding pouring—the total quantity of lead absorbed is about ten pounds. The oil thus charged with the lead is then used as a paint, being employed in the ordinary manner for metallic surfaces, and it is claimed that the liquid, which adheres closely and becomes hard, protects from oxidation. —Ex.

Rogers, Brown & Co., Buffalo, have been appointed agents for the Tennessee Coal, Iron & Railroad Co. and the De Bardeleben Coal & Iron Co. The latter two concerns are amalgamated and control fifteen furnaces of which the joint production is 2000 tons of pig iron per day. Rogers, Brown & Co. have the sole right of sale in Canada and New York State of the product of certain of these furnaces, and in the New England States they are the only selling agents through whom iron from any of these furnaces can be sold. Rogers, Brown & Co. recently opened an office in Boston and have just opened another in New York.

MARKETS

MONTREAL MARKETS.

MONTREAL, Nov. 3, 1892.

HARDWARE.

With the first of the month, and the advance in freights, business in heavy material is liable to soon decrease in volume. The movement up to the first, however, was good, and even since Tuesday jobbers report that they have had some fair sized orders. Nothing special has transpired in lines of shelf hardware to occasion special comment, but the houses one and all are satisfied with their fall business. In crude material business continues dull, but the tone of values is tending firmer on pig iron, tin plate, etc. Some dealers are predicting a shortage of the latter line between now and next spring, but the fact is dwelt upon elsewhere. In cement, also, circumstances have arisen that seriously curtail the supply, and this may have an effect on prices in the future. Payments have continued fair on the whole, and we hear of very few complaints in this connection.

PIG IRON.

The movement in pig iron cnntinues limited, and although the tendency of values is somewhat firmer the fact does not induce any urgency on the part of buyers who show no anxiety at all about the future. Advices from primary markets all point to firmness, but the fact is not considered likely to have much actual influence on the position here. Indeed the more confident ones do not look for any advance in price beyond that usually necessitated on values from stocks in store as compared with those ex wharf. We note sales of Summerlee at $20,50, and lower grades at $19.50. Quotations are about as follows : Summerlee, 20.50. to $21 ; Eglinton, $19.50; Carnbroe,$19 ; Siemens, No. 1, $19 to $19.50; Langloan, $21.

BAR IRON.

The movement in bar iron has not exhibited any change, but makers agents report the booking of some fair contracts during the week. We quote $1.90.

SCRAP IRON.

There is nothing particular to tay about scrap for business has been small and unimportant. We quote cast $13 to $14, and wrought $15 to $16.

IRON PIPE.

The advance in iron pipe is fully maintained, while the competition of German stock is to a certain extent removed. The discount is now 60 per cent. as quoted last week.

TIN PLATES.

There has been no improvement in the demand for tin plate, business continuing small, but values have a somewhat firmer tendency. However, although we quote a little higher range for the outside figure it is possible that an order for a good round quantity would still lead to some concession. We quote cokes $3.25 to $3.50 and charcoal $4 to $4.25.

CANADA PLATES.

Supplies of Canada plate are small, and with little or nothing additional coming forward holders of stocks here exhibit a more independent feeling. We quote values firm at $2.55 to $2.60.

TERNE PLATES.

Terne plates are quiet and unchanged at $7 to $7.25.

COPPER, ETC.,

Advices on copper are a little higher from England being quoted at £45 17s. 6d., an advance of 6d. We quote prices firm on spot at 12½ to 13c. Lead is dull and unchanged at 3c. Tin and spelter are the same, the former 22½ to 23c. and the latter 5¼ to 5½c.

NAILS,

There is no special feature to call for comment in nails this week. Business moves along quietly on the regular basis.

STEEL WIRE NAILS.

60 dy to 60 dy	per keg	$3.00
49 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

BARB WIRE.

There is no change in barb wire but there was some talk about one. A meeting of the Barb Wire Association was held on Tuesday however, and nothing new was decided upon. Business transpired on the old basis this week, viz., $4.50 with the usual drawback allowed under certain circumstances.

CHEMICALS.

There is little doing in the way of new business but the trade here are engaged arranging goods ex wharf into store previous to the close of navigation. The advance in freights which went into effect on the 1st is likely to make matters quiet in heavy material now.

Bleaching powder,	$3.25	to	$4.00
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

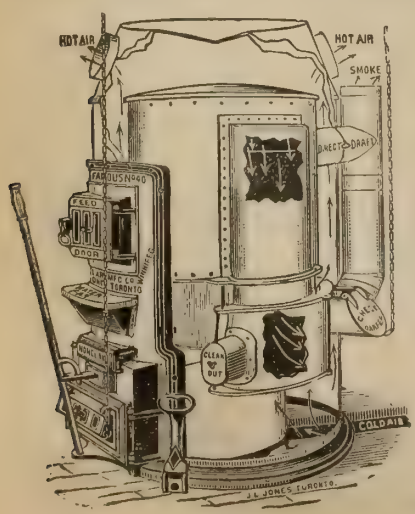
The glass market maintains its firm tone and with little competition from German goods owing to circumstances already referred to values are not liable to any material change. We quote first break $1.35, second $1.45, third $3.25 and fourth $3.50.

OILS AND PAINTS.

There has been no change in the oil market since our last but the tendency is firmer on linseed and oil of turpentine, owing to firmer advices from Great Britain, where the market is advised strong and upward in tendency in both lines. No actual change is to note here, but the trade are considering the prospects for an advance in the near future. We quote the following :—Cod Newfoundland 42½c. steam refined 40 to 42½c.; linseed raw 56c.; linseed, boiled 59c.; castor oil 8 to 10c. ; cod liver oil, Newfoundland 80 to 90c. ; cod liver oil Norway $1.05 to $1.20 ; turpentine, 46 to 47c. Less 3 per cent. 30 days.

CEMENT, ETC.

The healthy tone of the cement market is maintained and with a curtailment in the supplies owing to the wreck of the Gerona and the cancelling of the Montevidian from London, there is a strong probability that prices may go a little higher if anything. Sales since our last aggregated over 7,000



FURNACES-Coal or Wood.

CAST IRON OR STEEL.

57 VARIETIES.

Our Steel Dome low radiator Coal Furnace (shown in cut) has given the utmost satisfaction to dealers and users.

It Will Pay to Investigate Its Merits.

Write our Nearest House.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MONTREAL Markets Continued.

casks. We quote English brands $2 15 to $2.25 ex ship, Belgian $2 to $2.10. Fire-bricks are in good demand and a number of round lots have been disposed of. Prices are steady at $16 to $22 per 1000 ex ship.

NAVAL STORES.

There is no change in the condition of the ship chandlery trade business being quiet: We quote:—Turpentine, 46 to 48c.; resins, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored and 7c. to 10c. for white; oakum, 5½ to 7½c. and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure Manilla, 12c. for 7-16 and upwards for smaller sizes.

PETROLEUM

Canadian petroleum continues to move out in a very satisfactory manner. Dealers say they are getting full prices, but sales are reported below quotations. Canadian, 12½ to 12¾c atshed in Montreal for round lots and 13½ to 14¼c. for small quantities. Benzine is quoted at 11c. Petrolea, and 13½ to 14c. Montreal. American petroleum, 19⅞c. in car lots, 20½c in 10-barrel lots, 20¾c. in 5-barrel lots, and 21¼c. for single barrels, 2 per cent. off for cash; American benzine, 23 to 25c.

TORONTO MARKETS.

TORONTO, Nov., 28, 1892.

HARDWARE.

The city trade is reported on all hands to be good. Orders from the towns and villages are likewise favorably commented upon by the jobbers, who appear to have every reason for being satisfied with the way trade is holding out. Comparisons with last fall are all to the advantage of this season, in respect to the volume of business, prices and payments. The circulation of money cannot but be quickened and the buying power distributed by the movements of grain to the markets. The railways are unequal to the demands made upon them for cars, and far more wheat has been exported than had been moved this time last year. The same is true of other staple agricultural products, and of all but wheat and barley it is safe to say that prices are good. The farmers are getting money at all events, and there is decidedly a better feeling in the country. Orders continue to be kept within the compass of present requirements, though freights are to advance on the 15th. Jobbers are making hay while the sun shines, however, and are getting in from the manufacturers all they can before that date. Such goods as now figure in the demand are much the same as have been purchased during the last month. Wants that are dependent on frost and snow are being kept pretty well in hand until the frost and snow are actualities or are at any rate close at hand. Horse shoes and horse nails are in excellent demand. The latter are the only important article in heavy goods on which manufacturers are not agreed as to price. The sliding scale arrangement for nails has not yet been announced, whether it has been adopted or not. Hinges, clothes wringers and one or two other lines are still being sold at very close prices.

METALS

Local trade is light. No transactions of more than ordinary magnitude and few even ordinary deals are reported. The demand is of rather small calibre. Manufacturers are all reported to be fairly busy but they appear to have supplies in stock.

PIG IRON—A few small sales and one or two good sized ones make up the business of the week. Some Canadian Siemens iron at $20.50 to $21 changed hands. Southern iron had a good share of the orders going.

Rogers, Brown & Co., Buffalo, N.Y., report the Toronto pig iron market as follows: The market continues active at the advance which is now general. Those slowest to respond to the upward step in which the Southern furnaces led off, were Northern Lake ore coke irons which had been pursuing a conservative policy in the matter of prices and made no change until in a measure forced to by their sold up condition for the balance of the year. The advance as now fixed ranges from 25 to 75 cents per ton, the latter being on certain grades of Southern iron which had been abnormally depressed during the decline. Buyers appearing to recognize that prices are very low even at the small advance, are entering into contracts for season's wants with greater freedom. We quote below on the cash basis f.o.b. cars in bond Toronto:—1 X Foundry Strong Coke Iron Lake Superior ore $16.20; 2 X Foundry Strong Coke Iron Lake Superior ore, $15.70; 2 Foundry Strong Coke Iron Lake Superior ore, $14.70; Jackson County Silvery 1, $18.25; Jackson County Silvery 2, $17.75; Lake Superior charcoal, $18.20; Tennessee Charcoal $17.70; Southern Soft 1, $14.60; Southern Soft 2, $14.10.

HAYES' PATENT
MANUFACTURED BY
METALLIC ROOFING Co.
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL LATHING

FINISHED IRON AND STEEL.—Bar iron is steady at 2c. and in but moderately good demand. Cast steel is selling in good sized parcels at from 10 to 28c, with N. S. open-hearth steel at 2¾ to 4c.

ANTIMONY.—Cookson's is 13¼c., other brands 12¾c. A few small lots have gone out.

CANADA PLATES.—Are in good demand at $2.65 for dull, $2.75 for half-bright, and $2 80 for bright.

COPPER.—The market is tranquil. The position is unchanged in the United States, but there is a general skepticism as to the price improving. Casting brands are 13c., Lake ingots 13½c.

GALVANIZED IRON—In this metal orders continue to increase both in number and size. The price quotes from 5¼c.

INGOT TIN—The price is at 22½c. for Straits and 23c. for L. & F. The outside movements of the market have balanced each other and the situation is about as it was.

LEAD—Pig lead continues dull at from 3¼c.

ZINC—Spelter is 5 to 5¼c. Zinc sheets are in good demand from 6c.

IRON PLATES—The trade is very light. Prices are easy at $3.65 for cokes and $4.25 for IC charcoals, with $1 added for each cross.

PAINTS, OILS AND COLORS.

The paint market is nominally quiet, but white lead matters are causing considerable speculation to manufacturers and dealers. Large orders are being filled by a firm of grinders who sent out the postal card some time ago offering below cost for prompt shipment, the general feeling being that present prices cannot continue, and for this reason a good many dealers are securing a full stock. Mixed paint orders are slowing up as the season is pretty well over, a fair sorting up trade is being done by some of the makers. Linseed oil and turpentine are quiet in this market at former quotations. The prices of turpentine have stiffened in the South about 1c. per gallon during the week, and stocks here are small, so that present figures may be considered low. The probabilities are



"Grecian Mugs"

Send for Sample.

THOS. DAVIDSON & CO.,

MONTREAL.

MARKETS—Continued

that after elections over the border more attention will be given to business, and it is anticipated turpentine will be one of the first articles to feel the impetus. Linseed oil has advanced 3c per gallon in the United States, the Association having at length succeeded in arranging with the dissatisfied crushers. White lead is 4½c. for prompt shipment, and 4¾ to 5c. for future delivery. The quotations on raw linseed oil are continued still as follows: 1 to 3 barrel lots, 57½c. delivered; 4 to 9 barrel lots, 56½c. delivered; 15 barrel lots and over, 51½c. f.o.b. at point of shipment. Three cents added to these prices gives the quotation for boiled in the respective lots. Turpentine is 50c. in 1 to 3 barrel lots and 60c. in broken packages

PETROLEUM.

Prices are quoted the same as ever. Canadian refined is 14 to 14½c. to outside buyers and 14½ to 15c. delivered in the city.

The Petrolia Advertiser reports; Petrolia crude $1.27 per barrel; Oil Springs crude $1.27½ per barrel. The oil markets continue in a firm position throughout. Crude is certainly gaining ground against buyers, but no change in prices has taken place, although daily expected, quotations remain the same $1.27 to $1.27½.

The refined oil market has not materially changed since this time last week. The feeling seems to be gaining in strength however, and in sympathy with crude we expect to see the market take another advance.

GLASS.

The fall shipments continue to arrive. Sales are large on a basis of $1.35. Quotations below this are made to arrive, $1.30 being quoted by some jobbers.

OLD MATERIAL.

In the market for old material there is to be found little in the way of change. Manufacturers are now offering a good outlet to supplies, and prices are fairly firm at the following quotations:—No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, SKINS, WOOL, TALLOW.

HIDES.—No. 1 green cows' are still quoted at 4½c. Cured are moved out at 5c. in car lots.

SKINS—Sheepskins are 80c. Calfskins are quiet at 5 to 7c.

WOOL—Combing fleeces are 17c., clothing fleeces 19 to 20c. The market is very dull. In pulled wools prices remain at 22c. for super and 26c. for extra.

TALLOW—Is quiet at 5¾c. for rendered and 2c. for rough.

AMERICAN MARKET.

NEW YORK, Nov. 4.

In this quarter the iron and steel markets remain bare of really new feature. Advices from other points are similar in most respects to those received last week, so that the general situation may be described as in statu quo. Slowness is still characteristic of the steel rail department, and the conditions existing find reflection in the track supply lines. Slim railroad patronage has still further influence, particularly upon material employed in locomotive and car building, and prices for those goods are naturally a trifle easy. In most other lines of manufactured products affairs remain in such shape that prices are well maintained on all business involving deliveries running through the balance of the year.

For pig iron the Eastern demand is of routine character, but current sales, along with deliveries on old contracts, keep supplies on furnace banks within manageable bounds, and thereby serve to check any downward movement in values. Following are the quotations on Northern brands: $15 for No. 1 X foundry, $13.75 to $14 for No. 2 X foundry, and $13.25 to $13.50 for grey forge. Southern brands are quoted at $14.25 to $15 for No. 1, $13.50 to $14 for No. 2 foundry and No. 1 soft, $13 to $13.50 for No. 2 soft, $12.50 to $13 for grey forge.

Old material has been in moderate demand, and prices remain without decided change. Iron tee rails are quoted at $17 to $17.50 f.o.b. Jersey City, and No. 1 wrought scrap at about $16 to $16.50 at same point.

No orders of any magnitude for steel rails have been placed, and inquiries are still wholly for small lots. Prices for heavy sections are maintained at $30 f.o.b. mill, but those for light sections are relatively lower.

Dealings in copper have been on a very moderate scale, and the market remains bare of new feature. Lake Superior ingot sold at 11 3-4c. to 11.80c., electrolytic at 11c., and common casting at 10 1 2 to 10 3-4c. In the London market merchant bars are a shade easier, at £45 10s. for prompt and £46 for future delivery.

In pig tin there has been no change to speak of. Speculation has been moderate, other dealings of about usual character, with scarcely any movement in prices. The business has been chiefly at 20.60c. for prompt, 20.60c. for November, 20.65c. for December and 20 3-4c. for January and February delivery. Last London cables quoted £94 for prompt and £94 10s. for future delivery.

Pig lead is still lower. About 250 tons were sold at 3.90c. and 100 tons at 3.85c. The latter price is now bid, and there are sellers at 3.90c. for early and 3.92 1-2c. for the balance of the year.

Spelter is moving slowly here, but some holders are giving the market support by raising bids to 4.45c.

Tin plate has been selling more freely for future delivery, and future cokes are about 5c. higher in consequence. Spot business has been fair and at about former prices.

It seems strange that hardware men in this city do not carry a few ploughs and other agricultural implements in stock. Yesterday a man from Pemberton Meadows said he had been to all the merchants here and also in New Westminster to purchase a plough, and could not get one.—Vancouver News-Advertiser.

IS THE PRESENT THE TIME TO BUY PIG IRON?

The Engineer and Mining Journal comments in this way on the relation between pig iron production and consumption, as exhibited by reports of stock on hand:

The decrease in stocks is especially noticeable in the Shenango and Mahoning valleys, less so among the Southern furnaces, and but little in the Hanging Rock Region and in Illinois.

The percentage decrease is as follows: Shenango Valley, 28.80; Mahoning Valley, 13.00; Southern furnaces (Alabama, Tennessee, Virginia and Georgia), 5.00; Hanging Rock, 3.25; Illinois, 0.69.

The excessive stocks still held, coupled with the increase of output, small as this is, would seem to indicate that prices will not experience an immediate advance. At the same time it does appear likely that they will go still lower. There are many indications, slight, perhaps, when taken singly, yet important when considered together, that incline us to the opinion that if there is any material change during the next few weeks it will be in the direction of a stiffening of prices, instead of a continuance or a weakening of those now ruling. The cholera scare is now happily past, and there does not seem to be anything in the political situation to warrant an apprehension that possible changes in the tariff may react upon the iron business as a whole.

So far as the Southern furnaces are concerned at this time, they show the same disposition to hold their stocks have shown for the last two or three years. They hold their iron somewhat longer than the other furnaces, for at the close of 1890 they held 7.64 per cent. of their output, as against 6.38 per cent. for the rest of the country, and at the close of 1891 8.80 per cent., as against 6.80 per cent.

It is possible that the holding of stocks, outside of the Shenango and Mahoning valleys, if it can be persisted in, will have before long a salutary effect upon the pig iron market. This, however, cannot be said to be very perceptible as yet, whatever the future may reveal.

In the meantime it will depend upon circumstances whether or no buyers should take advantage of a market characterized by this holding of stocks and increasing production.

If the production should remain at its present point and the consumption proceed in its present ratio, it would require but a short time to establish an equilibrium, for the state of the iron market is not measured solely by the actual difference at any one time between production and consumption; there comes into play also the factor of rapid increase of production on the part of furnaces that can make iron profitably at prices then ruling, and this must always be taken into consideration.

The Manitoba and the Northwest business of the stove founders has been phenomenally good this season, already exceeding that of any other previous year by about one-half. The McClary Manufacturing Co. report the business of their Winnipeg branch surprisingly good, and other makers speak in the same strain.

Do You Want
PURE WHITE LEAD?

The Toronto Lead and Color Co. manufacture it **perfectly pure** ground in refined linseed oil, at very lowest prices.

WRITE FOR QUOTATIONS.

THE TORONTO LEAD AND COLOR CO., Limited,
14, 16, 18 & 20 PEARL ST., TORONTO.

W. J. REID & CO.

IMPORTERS AND DECORATORS OF
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LAMPS A SPECIALTY.
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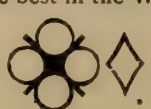


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Butcher Knives
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Shoe Knives
Are the best in the World.

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Canada Iron Furnace Co., Ltd.

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CHARCOAL PIG IRON
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English Sporting Gunpowder
USE THE
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PRIZE POWDER.
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Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.

TO CARRIAGE HARDWAREMEN



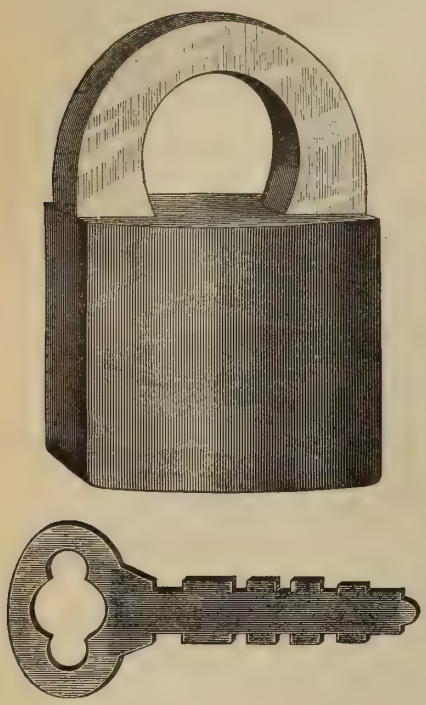
The season for Horse Shoe Vises is at hand. It will pay you to get samples now.

A. B. JARDINE & CO.,
HESPELER, ONT.

NEW GOODS.

RUST PROOF SPRING PADLOCK.

Slaymaker, Barry & Co., Lancaster, Pa., are putting on the market a new spring padlock, of which a cut is here given. This lock's case is of cast-steel and is rust proof. Its shackle is made ofbronze colored gun metal. The lock is described as No. 506 in the company's list and is sold at $9 per doz. There are imitations of this lock on the market, in



which a polished common malleable iron shackel is used. This makes that part of the lock very susceptible to rust, and renders valueless the rust proof case. Spring-hinged, self-acting shackels ,cut brass cover over key, hole, very lively springs, key turns both ways cast key-guide ; two rolled steel keys, cut-pressed and milled, with each lock. All parts made very stout and heavy. The lock for rough usage.

THE ELEMENTS OF SUCCESS IN LIFE.

We have been looking through an address delivered just ten years ago before the Dublin Ironmongers' Assistants' Association by Mr. W. R. Maguire, the then President of the Association, and a few sentences dealing with the chief requisites for attaining success in business life seem to us so happily put that we cannot refrain from quoting them for the benefit of a larger audience than that before which they were uttered. They are as follows : "The first steps towards this genuine success consist in the formation of good character. By character I do not mean that which the world may attribute to us, but just what we really are in ourselves. Your characters and mine are formed in gradual steps by our good or evil habits ; and our habits are acquired gradually by simply repeating our good or evil actions. For instance, beneficent men gain that character by repeating benevolent acts, until they really grow to take pleasure in beneficence. Reliable men gain their character by repeatedly keeping their promises, even to their own hindrance, and by leaving no means untried till they accomplish whatever they undertake, be it great or small. Unpunctual men become so by repeated neglect of appointments, breaches of promise, and general carelessness. Sober men do not lose their character for sobriety by taking a single draught of strong drink ; but by repeating the act too frequently the habit of tippling is acquired, which, when continued, gains the ascendancy, and forms at last, and alas ! too often, the drunkard's character. Good character is more difficult to form than bad character, unfortunately for us ; but either is easy to maintain when once established. What I most desire to impress upon you is that neither come to us at once ; that like the end of a journey our character is attained by small, separate steps, and that though the attainment of good character, as of a journey, may appear difficult, each step of the way is easy enough, and if only continned in the right direction, leads certainly to the desired end.

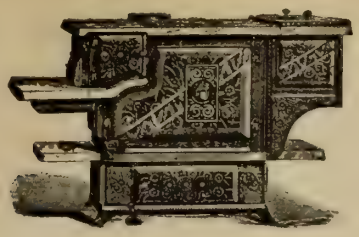
"For the attainment of genuine success in life it is necessary for us to be thorough straightforward, self-respecting, and courteous. To be thorough we must not be affraid of work at any time, and we must not despise drudgery in our work, especially when commencing life. If we consider it unnecessary hardship to rise early, and mean to dust goods, sweep floors, and count nails, or copy entries, we forget that it is wiser to learn to walk before we try to run. What can appear more absurd and useless to us than an infant's puny efforts to walk, and yet unless these little efforts are made and made early, the man shall grow up a cripple for life ; but none of us would shirk the drudgery of learning to walk under such a penalty. To accomplish our journey then we must take the first steps or we do not start at all, and generally the first steps are more unpleasant and irksome than those which follow when we get into the swing of them.

"Remember that as the first few steps, though necessary, do not make the whole journey, so if we would win success we must not stop at wishing for it, but must persevere and work for it with a will. We must not be on the look-out for excuses to give up a right course when we start upon it.

"Remember, also, that in whatever manner you perform such drudgery as making up parcels, dusting goods, or sweeping floors and copying entries, in just the same manner you are likely to do everything that follows ; if your habit of working when beginning life is a careless habit, when you are a few years older you will have formed a careless character that will hinder your progress sadly. A character for apathy and laziness grows on us when we are supported by others, and have no need to rely on our own resources and energy.

"We should not despise or neglect the apparently trivial and menial duties which come to us all, for such humble experiences are invaluable to us in forming a character for thoroughness, provided always that we take up the work and go at it with a will. Some one said 'We should have our hearts in our work, never looking over the edges of it at our play.' 'Whatsoever your hands find to do, do it with your might, is a grand old rule, and still most profitable in business. How we all despise a fellow who tries to shift his work on to the shoulders of other people (particularly if he tries to place it on our shoulders), and who is fertile in excuses for shirking his duties. How much, on the other hand, we all admire and value a man who is not afraid of his work, and who is ever ready and willing to bear a helping hand, even in work not strictly belonging to his care. We don't often meet such men looking for situations; they have a character for thoroughness which is better for them than a ten years' engagement.

"We also require to possess a straightforward character to help us to attain genuine success. It is pleasant to meet a man who looks at you straight in the face, not impertinently nor stolidly, but with natural candour. Now, I think that the best way to acquire that pleasant look is to cultivate straightforward habits. Many men besides those in our business houses might profit by the advice which I trust and believe is adopted by every member of this Association, to act in exactly the same manner behind an employer's back as in his presence. I know of nothing which lowers a young man more in his employer's esteem, and is more fatal to his real success than this want of straightforwardness, so that even on the very low ground of his own self-interest a young man is wise to be perfectly straightforward and sincere. Washington, when tempted to do a mean action on the ground that no one could see him do it, said 'I would see it, and I intend never to see myself do a mean thing.' But it is a matter of absolute certainty that employers always see very quickly and surely who is straightforward and who is not, and that men are valued accordingly. I do not now speak of great matters such as dishonesty, but of apparently small matters which young men sometimes consider themselves wise to try to conceal from their employers ; such, for instance, as small mistakes which annoy customers, accidental or careless breakages, coming in late to business, etc. these things all leak out, and when concealment is attempted loss of confidence must follow, whereas if such matters were always openly dealt with, employers would be able to enjoy the the real pleasure of having full confidence in all those about them. If an employer is so misguided that an open candid statement made to him by an assistant of any error or accident, canses him to punish or dismiss that assistant, instead of valuing him more highly, then I say that employer is not worth working for."—Ironmonger.



THERE HAVE BEEN MADE AND SOLD MORE

"PERFECTION" STOVES AND RANGES

IN 1892

THAN IN ANY YEAR BEFORE.

WE HAVE STILL A WELL ASSORTED STOCK AND CAN SHIP PROMPTLY.

TRY US WITH A LETTER OR TELEGRAM ORDER.

"Perfection" Stoves and Ranges

Are unequalled in cooking and baking qualities and prices are right.

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The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

To be had of all Jobbers and Dealers in Sporting Goods.

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Price Lists and Samples to the Trade Only.

We solicit enquiries for quotations on the following goods for immediate or fall shipment :

Large Brass and Copper Preserving Kettles, American Hudson and Little Star Apple Parers, Peach Parers, Fruit Presses, Meat Cutters, Sausage Stuffers, Cow Ties, Rope Halters, etc.

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DOING BUSINESS ON A CASH AND CREDIT BUSINESS.

In a recent issue of one of the western papers we find an interesting article treating on the subject of the desirability of cash trade as compared with that done on a credit basis. The subject has interest for readers engaged in the retail stove and hardware business, and we present it herewith for their perusal:

Smith and Jones buy their goods at the same place; they are both consumers; they are both "good customers"; there isn't 75 cents difference in the total amount of the goods they buy each week. Both pay their debts—always; Smith pays cash on delivery; Jones pays—when he gets ready. Which is the better customer? Now, can there be any doubt on this score? You will all say Smith is, because he pays spot cash. Why that? Because the dealer gets the immediate use of his money, while Jones has the use of the dealer's money. That is true, isn't it? Very well, what does the dealer do; does he charge Jones interest in any way, shape or manner? No, he even sells him goods at the same price he sells Smith. Then the dealer encourages the credit customer and discourages the cash customer, doesn't he? Smith pays cash and pays as much as Jones, who pays in one, two or three months, and meanwhile enjoys the use of the money he owes the dealer—another man's money. That is the way, only on a larger scale, that some men get rich on the interest of what they owe.

Now, you are a dealer, figure this up on an ordinarily good customer and see what it amounts to in a year in your own business. "But I can't sell for cash," you say. Of course you can't and you never will so long as you put cash Smith and credit Jones on the same basis, for Smith is no fool. He learns after a while that he might just as well have the use of your money as neighbor Jones, especially as he doesn't gain anything over Jones—actually loses—by giving you spot cash. Jones gets the "unearned increment" with a vengeance.

Now, is this fair to Smith or fair to yourself? Let Smith pay cash—it is your due and his duty—and let him pay the prevailing market price, if possible; but let Jones pay, too, something more than Smith pays, to cover interest. In a small business on a small loan for a short time money is worth a great deal more than bank interest. It is worth it to you, and Jones is the fellow who ought to make it up to you.

Suppose you don't do this, and suddenly all the Smiths stop paying cash. Then, "where are you at?" You, of course, go into bank and pay interest yourself on not only the principal that is due from the Smith and Jones families, but you pay interest also on the interest they owe you. In other words, you pay compound interest for the pleasure of doing business. Now, as business men, are we not chumps—great, big, first-class chumps—if we manage our financial affairs in this fashion? And yet how many are there of us who do just this thing? Can't you see a way out of it? Have you thought and toiled and prayed over it? If not, you had better.

SENSIBLE WORDS.

I have often been surprised that dealers, as a rule, give so little attention to one feature of their business, which is one of paramount importance. You constantly hear discussed the advantages and disadvantages of the credit system, the necessity for keeping stocks in good order, the different methods of buying through salesmen or direct, and all the other principal topics in regard to business methods, but you very seldom hear discussion as to the comparative results of turning stocks quickly or leisurely. I believe this to be not only one of the most important, but one of the most neglected subjects for discussion among merchants. In asking for statements, on which to base credits, we now request dealers to give amount of stock they carry and the amount of their sales per annum. The results are most astonishing. While some dealers are turning their stocks ten, even twelve times a year, others turn them but three times a year. I cannot believe that the latter appreciate what this means. Many dealers seem to think that if they can get a liberal profit on their goods, and especially if they can get interest on the amount after maturity, they are necessarily making money, even though they get a settlement only every six or twelve months. Some years ago we had a customer who had been in the business for a long time at a town in central Missouri. He was one of the old-fashioned sort, who gave and expected long credits. As he was regarded as being very solvent, we let his account run, as the custom sometimes was in those days, for a year or more without a settlement. When finally the account was closed, he paid us interest at ten per cent., which was the usual rate at that time, and as the interest amounted to a considerable sum, he dilated at some length on the profits we had made on the goods, and the amount of interest he had paid us. I told him that we would very much prefer to get our money at the maturity of the bills than to collect the interest. He expressed surprise at this, and in order to show him what the real facts in the case were I figured out for him what our profits and interest would be if we made our entire sales on one year's time, getting ten per cent. interest after maturity. The result was that we would not make enough to pay half our expenses. The "nimble nickel" is absolutely necessary in merchandising. If a customer buys $1,000 worth of goods a month, and pays for them within thirty days, and you make an average profit of seven per cent., your profits on his trade during the year amount to $840 on an investment of $1,000. If another customer buys $5,000 worth of goods on a year's time, paying you an average profit of ten per cent., and also interest at the rate of ten per cent. after maturity, you actually make your profit of $500, and, saving say four per cent. out of the ten per cent. interest, gives you a total profit of $700 on an investment of $5,000; while in the other case you have made $840 on an investment of $1,000. This illustrates the difference between the two methods. A promptly paying dealer, who pays his bills at maturity and buys frequently, is a very much more profitable customer, even if he buys but moderately, than the large dealer who buys freely, pays a good profit and interest for some time, but settles only once in six months or a year.—Ex.

THE STORE LOAFER.

The country store loafer is a character we are all more or less familiar with, but I do not think he is quite so numerous as he used to be.

At one time it was very common to go into the country store and see half a dozen men sitting about the stove telling stories and making remarks about customers who came into the store, to say nothing of the litter they made on the floor.

I am quite familiar with scenes of this kind, and presume there are a great many of your readers who have made the same observations. Those who have not had experience with this species of genus homo ought certainly to be thankful.

In my experience the evenings used to be the great time for this congregating on nail kegs and packing boxes. And this was usually a business time with me in the store, so that it was all the harder to bear. But what could I say? It had always been the custom, and why should it not be forever? I confess I was perplexed for a long time how to become rid of the nuisance.

Finally I concluded I'd go in to teach them some manners, if nothing more. I fixed everything up as orderly as possible and made everything look neat and clean. Then I quietly told the "boys" not to bring any dirt in with them, and to be a little more careful to keep the floor clean. They were a good deal surprised that I should talk that way, but I guess they saw I was in earnest about it, and they took particular care to carry out my wishes.

When I had succeeded in this matter, I began to speak about the way they were talking about customers, and asked them if they would please refrain from doing so in the future. At last I tackled them on their smoking and story telling, and that used them up. They began to feel a little out of place after a while, and finally gave up their loafing in the store altogether.

One of the principal members of this fraternity was known as Jake Wright and he was an all-around star in his line. He could think of more insulting things to say than anyone else, and he could tell the biggest kind of stories—made up out of the whole cloth. He had a pretty little wife at home and three of the brightest children I ever saw. But for some reason he chose to loaf around in the store instead of staying at home with his family. One night, however, after I began my crusade Jake did not show up as usual, and the crowd did not know what to make of it. They thought sure he must be sick or he would be around. Well, they did not stay as long as usual that night, because their leader was not with them.

Two or three evenings passed and no Jake. It was getting exciting. But finally on the fourth night just after supper Jake came in to buy something, and I asked him what was the matter. "Well, Mr. Banks," he said, "you know how you began to talk about keeping the store clean and

trying to reform us old sinners. I began to think then what I'd been doing, and saw where I had erred. I had been wasting time which I ought to have spent at home helping my wife and children, and doing all in my power to make them happier. So after thinking it all over, I thought I'd try staying at home a little and see how it would work, and I tell you, Mr. Banks, I've been well repaid for what I have done, and I have given up loafing about stores. Home is too good a place to leave if we only knew it. Good night, Mr. Banks, I hope the rest of the 'boys' will see the matter as I do."

And they did come to see it as Jake had seen it, and I'm not troubled any more with the store loafer, while on the other hand many homes have been made happier in consequence of my crusade. The difference in the store was very marked, and I won a great many friends among my customers who have helped me a great deal.

If dealers are troubled in the same way, it would be a good thing to try some such plan as I have suggested. It may not succeed at first, but the conditions may be very much changed and business increased. Keeping everlastingly at it brings success, so don't get discouraged on the start.—Jeremiah Banks, in Stoves and Hardware Reporter.

USES OF ALUMINIUM.

The uses of aluminum as a raw materail for manufacturing purposes are once more engaging the attention of practical scientists in a manner likely to bear useful fruit. Now that the fanciful ideas of a few years ago have been exploded, it is satisfactory to note the practical progress recently made in the manufacture and application of aluminum as an article of commerce. When some three years ago the Aluminum Company at Oldbury, near Birmingham, put the Deville Castner process into operation they were able to quote the metal at 20s. per pound, or about one-third its previous price. From that point the price has steadily declined until to-day, when for aluminum of 99 per cent. guaranteed purity the price is 2s. per pound. Reckoning bulk for bulk, this is nearly the price for copper, for copper is three and a half times as heavy as aluminum.

What is now attracting the interest of the scientific world is how to turn this useful metal to the best commercial account, and some valuable experiments have recently been made in this direction. In its pure state it is not altogether adapted for castings, and combined with such alloys as copper, zinc, and nickel, although certain advantages are secured, they are not without some drawbacks, the chief of them being that the alloyed metal does not stand remelting. Ingots of aluminum cast in iron moulds are capable of rolling cold into sheets one thousandth of an inch in thickness, and foil can be made of it one forty-thousandth part of an inch thick. It is, indeed, on account of its endurance steadily superseding silver leaf for gilding purposes.

Mr. G. L. Addenbrooke, who is perhaps the best authority on the subject, in a paper read before the Society of Arts, predicted that in the near future a large portion of aluminum would be stamped or spun into a large variety of useful articles. For tubes the metal is admirably adapted, and some recently made by the Mannesmann process are most satisfactory examples of success in this direction. A combination of this metal with certain alloys, produced by the Phoenix Engineering Company, yielded a white hard metal which could be turned like brass, and leave as good a surface; but what the combination is remains a secret which, for obvious reasons, is hardly likely at present to be disclosed. Mr. Addenbrooke thinks the prophet would be rash who would lay down narrow limits to the probabilities of aluminum as a factor in the world of metallurgy in the near future.—Colliery Guardian.

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IS HEADQUARTERS FOR

Artists' and Decorators Colors in Tubes, Artists' Canvas, Academy Boards, Brushes and Materials of every kind, being direct Importers from every manufacturer of repute in Artists' supplies, and giving our entire attention to this special trade.

If you handle this line of goods, it will certainly pay you to get quotations.

ART COUNTESS BASE BURNER

WITH AND WITHOUT OVEN ATTACHMENT.



Over 15,000 now in actual use, and our sales this year larger than ever.

This is undoubtedly the most beautiful and perfect working Heater ever manufactured.

EVERY STOVE A DOUBLE HEATER.

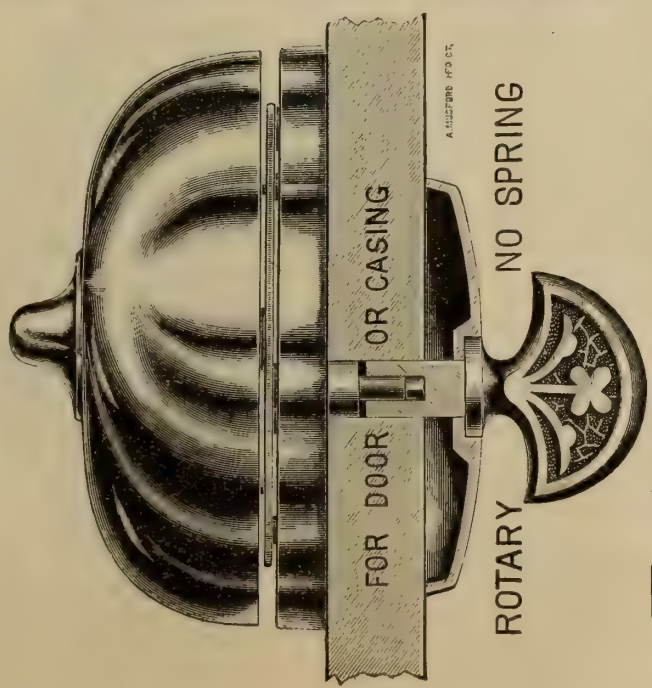
By a patented device, the cold air usually found along the floors or under the base is drawn up through circulating air flues and over the fire, and is then thrown out at the top of Stove into the room, or may be conveyed to any other room by attaching a pipe to the cellar.

FOR SALE BY ALL LEADING DEALERS IN THE DOMINION.

E. & C. GURNEY CO.

TORONTO, ONT.

NEW DEPARTURE "ROTARY" DOOR BELLS.



Incomparable!
NO SPRING!
Best Tone, (Sure)
Superior Finish!
Bronze Trimmings!
COMPACT!
CHEAP!

For Circulars, address

THE NEW Departure Bell Co.,

BRISTOL, CONN.



SALES MADE OR PENDING.

T. M. Beggs, general merchant, Hopewell, N. S., has sold out.

The general store stock of White & Co. is advertised for sale by auction.

A. Cates, general merchant, Napinka, Man., has sold out to ——— McKinnon.

F. D. Peters, general merchant, Whitewater, Man., has sold out to ——— Peters.

Cannon & Woods, general merchants, Beresford, Man., have sold out to W. Cannon.

The general store stock in the estate of J. F. Shillington, Hartney, Man., has been sold to Mr. Ireson.

George D. Smyth & Co., hardware merchants, Brandon, Man., have sold out to Johnson Bros.

The wholesale hardware stock of Beaudet, Lefaivre & Garneau, Quebec, has been sold at 74c. in the dollar to Chinic Hardware Co.

S. K. Colquhon, general merchant, Gainsboro, N. W. T., has sold his Carievale branch to Colquhoun & Munro.

PARTNERSHIPS FORMED AND DISSOLVED.

D L. Gogain & Co., general merchants, Cocaigne, N. B., have dissolved.

Nason & Nobles, general merchants, Fredericton Junction, N. B., have dissolved.

W. K. McKay has retired from the firm Brace, McKay & Co., hardware and grocery merchants, Summerside, P. E. I.

G. M. Jackson, general merchant, Poplar Point, Man., has admitted ——— Conner into partnership under the style Conner & Jackson.

Burpee D. Tucker, general merchant, Parrsboro, N. S, has admitted Eugene Huntley into partnership under the style Tucker & Huntley.

The style of the firm Godfrey & Blowey, hardware merchants, Vancouver, B. C., has been changed to Godfrey & Co., T. B. Godfrey continuing the business alone.

FIRES.

Caleb Jones, general merchant, Essex, Ont., is burnt out.

T. J. Thompson, general merchant, Kagawong, Ont., is burnt out.

J. A. Wilson, general merchant, Kagawong, Ont.. is burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

Horace E. Wood, hardware merchant, Dunham, Que., has assigned.

J. P. Sanschagrin, hardware merchant, Quebec, has assigned to Kent & Turcotte, Montreal.

W. H. Howell, general merchant, Jerseyville, Ont., has assigned to E. Sweet, Brantford.

The creditors of Belleau & Massue, hardware merchants, Montreal, are to meet on the 7th inst.

SOMETHING NEW IN TRADE DUE BILLS.

J. K. Cranston, of the Galt Store and Office Supply Co., has put out something new in Trade Due Bills which, like his Happy Thought Counter Check Book are destined to come into general use. The old cumbersome way of filling out a printed form or writing a due bill on a scrap of paper, which is often lost or worn out before it is used, is susperseded by a handsome circular of different colored Bristol card printed on one side thus,



and on the back the merchant's advertisement. It will be seen at a glance that this due bill will be a great time saver to the merchant, as he uses them as quickly and with as little labor and with as great safety as currency. Having a certain number ready for use, the merchant can pay any balance due a customer (that is to be traded out) as quickly as if he were dealing for cash. The customer in turn has no waiting to get a due bill written out, which will probably wear out in a week in his pocket. He gets the amount due in amounts equal to silver denominations, which he can keep for months or years in his pocket without being much the worse for wear. Or he can make a deal with another party or neighbor and pay for his purchase in due bills on So and So's store, making exact change the same as if he had money instead of due bills. Different members of the family or friends can be given any sum or sums from 1c. up, to trade out without carrying the whole due bill, as is necessary with the written due bill. The merchant is saved the time and trouble bookkeeping, entering the amount of purchase each time a customer wants a few goods on the amount due him, as per due bills. Everything can be said in favor of the Cranston Trade Due Bill and nothing against it. There are many advantages, and every merchant in Canada who uses due bills of any other kind will doubtless at once see the utility of the idea and get a supply for immediate use. Mr. Cranston has also a good thing on the way, for saving of time, labor and money to regulate the credit system. More will be said about it later.

SIGNS OF WINTER.

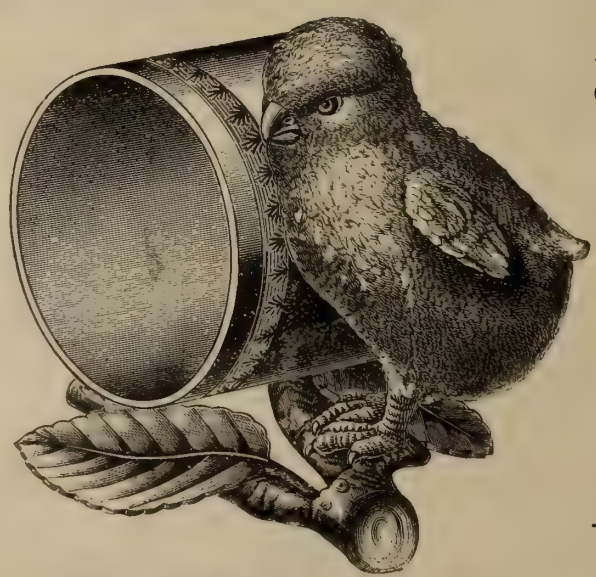
Among the signs that herald in a new year is the appearance of our old friend, The Canadian Almanac, now in its forty-sixth year We understand the 1893 number is to be considerably enlarged by some very valuable information not hitherto given. Among other interesting articles is one on how to make your own will, by attending to which, the mistakes made by many men, and even lawyers sometimes, may be avoided. A fine map of Montreal will be given together with a graphic description of the city.

New Wrought Iron Pipe Bedsteads

Strength, Durability, and Comfort Combined. No wood about their construction. Proof against disease germs, and vermin.

J. & C. Hodgson
Wrought Iron Pipe Manufacturers,
MONTREAL.

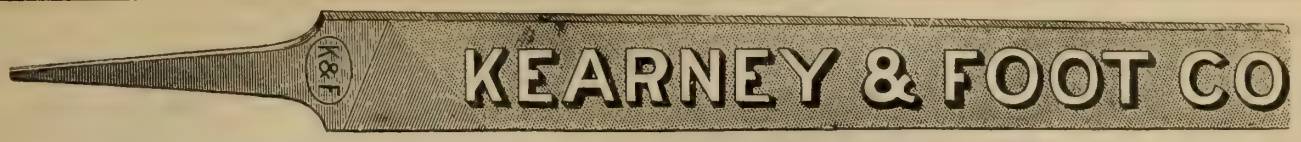
H. D. SIMMONS,
74 York St., Toronto,
Western Representative.
SEE SAMPLE AND GET PRICES.



OUR line of Christmas Novelties and Nicknacks is very complete, and our prices remarkably low, taking into consideration the fact that our Designs are New and Artistic, and the quality of our goods guaranteed.

The Toronto Silver Plate Co.,
FACTORIES AND SALESROOMS: 570 KING ST. WEST, TORONTO, CANADA.
E. G. GOODERHAM, Manager. JNO. C. COPP, Sec-Treas.

OFFICES: 100-102 Reade St., New York, U.S.A.



WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11:

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern; so that we have the somewhat singular sight of a combine reducing prices."

THE E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.
MAMMOTH WORKS AT HULL, CANADA.

CUTLERY.

A choice assortment in stock at close prices. See our samples of Cutlery made by Jos. Rodgers & Co., E. M. Dickinson, and other Cutlers, also "African Silver" Spoons and Forks, before placing your Fall orders.

A. C. LESLIE & CO., Agents,
445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"
PORTLAND CEMENT.
BEST ENGLISH BRAND MADE.

Canadian Consignees :
McRAE & Co.,
Ottawa and Toronto.

THE OAKVILLE BASKET COMPANY,



Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
THE OAKVILLE BASKET CO.
OAKVILLE, ONTARIO.

Excellent Quality! Reasonable Price!



ADAMS-MARS BEST.
GALVANIZED SHEET IRON. SP

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

I. H. CAMERON, 10 Front St. E.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

Bradley M.L.S.	Per box
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 65
Hoop " "	2 60	2 65
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 12
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
5-16 "	2 35
⅜ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina ½ bright	2 90 3 00
Abercarne	2 90 3 00
Lion	2 75 2 85

Iron Pipe.

Wrought 62½ to 65 p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	$0 22 $0 25
" round & square	
1 to 2 in	0 2 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Fitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 05½ 0 05¾
Domestic "	0 05 0 05¼

Zinc Sheet.

5 cwt casks	0 06 0 06½
Part casks	0 06½ 0 06¾

Lead.

Imported Pig, per lb	0 03½ 0 03¾
Domestic "	0 03½ 0 03¾
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	0 04½ 0 05
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04⅝ 0 04⅝

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	4½ 5
No. 1 Do. "	0 5
No. 2 Do. "	0 4½
No. 3 Do. "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre(J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Lemon pure.	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56½ 0 57½
Boiled "	0 59½ 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 50

Castor Oil.

Best, per lb	0 07½ 0 08½

Cod Oil.

Cod Oil, per gal	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, on shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45

Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross... ... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... ... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per lb 0 01½ 0 01½
Red..... .. .. 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... .... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
United inches				
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0 3

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 5 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc Prices Low Orders Promptly Filled.

Wrought Hooks and Staples, Amer dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 10 to 60 & 10 & 7½

Horse Shoes,

Per keg 3 65

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan R & L Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, 1 lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33½ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9½ 9¾	11 11½
¼, 5-16, ⅜ in.....	10 10¼	11½ 11¾
Cotton, per lb.....		22 25
Russia Deep Sea, per lb..		13½ 16
Jute ..... " ...		08 08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ⅛ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... ..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 0
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
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Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

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English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 75 2 50

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Game, Newhouse, dis 33⅓ per cent
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

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Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9

Twines

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10¼
" Silver Composite 0 09

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Bench, parallel, each 2 00 4 50½
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Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 per cent. off list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
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Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

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Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " " } 4½ 4¾
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... .... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

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Ordinary, discount 25 p.c.
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Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
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Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
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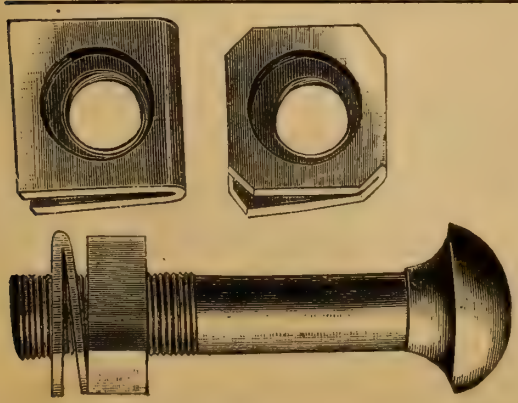
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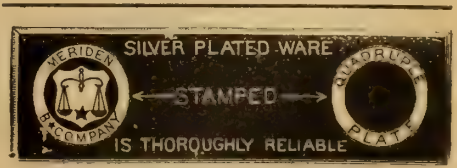


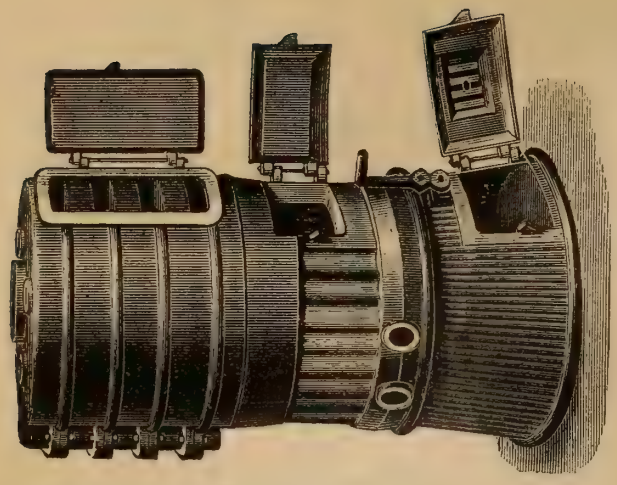
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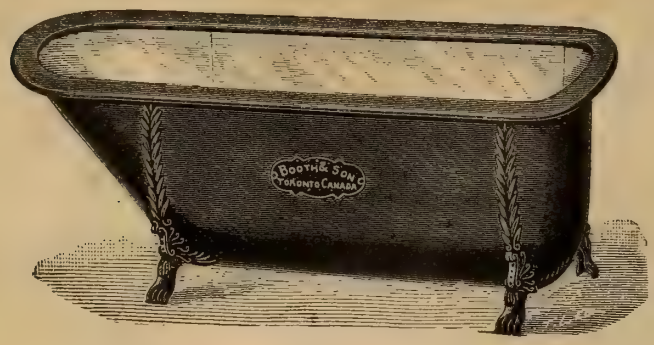
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R. Hargreaves, Manager.

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Wholesalers have less cause than they had to complain of manufacturers selling directly to retailers. As late as a year ago there was much more of this done than there is now. The numerous combines that have been formed in the last two or three years have in their resultant effect been an influence on the side of the regular way of trading. To rivet the combines properly there has to be an understanding with the wholesalers, whose concurrence in terms and prices is necessary for the establishing of the same. The manufacturers on their side have to respect the wholesalers and bind themselves not to sell to any one below a certain price. Such an agreement puts an end to direct trade between manufacturers and retailers. But all combines do not include an arrangement to protect the wholesaler in this way, and then he must suffer the loss of his customers to the manufacturers; secondly, many of the manufacturers' lists have a large sprinkling of retailers' names upon them; thirdly, some manufacturers, whether combined or not, ignore the wholesaler entirely. There are consequently a good many manufacturers who carry on business directly with the retail trade. The axe men and the fork men are accused of canvassing the retail trade thoroughly and then depending on the wholesalers to take sufficient stock to do the sorting up trade at the end of the season. This is better than furnishing the wholesalers first and then selling to the retailers, and as the manufacturers sell to all the retailers there is nothing to complain of. But wholesalers have a right to complain, even when business is thus done, if the manufacturers do it at prices below those they bind the wholesalers to maintain. It is known that fork men insist on wholesalers subscribing to a certain price and then frequently break it themselves. That is the thing that is objectionable. This was a common enough grievance at one time, and the nail trade illustrated it fully in the period before the formation of the combine. If manufacturers make no pretence of selling to wholesalers, they are not open to criticism for selling to retailers. It is when they profess to sell to wholesalers only and then sell all they can to retailers that they are censurable. The retailers who are not on manufacturers' lists and who buy always from wholesalers are put at great disadvantage by the competition which manufacturers' retail customers carry on against them. The cultivation of direct trade between wholesalers and consumers is not more demoralizing nor unfair.

* * *

There is nothing that works more against the grain on the side both of the seller and the buyer, than the returning of goods. The buyer is incensed at the delay and trouble, and naturally rails against the stupidity of warehouse men, while the seller moralizes on the slovenly indefiniteness of some people's orders. But accidents will happen, no matter how careful the precautions taken to prevent them, and goods will be returned, no matter how men chafe to be bothered with them. The most that can be done is for the retailer to constantly practise the nicest precision and use the most unmistakable language in wording orders, and for the shipper to make use of all the checks he can place in the course of the order from the office to the railway station or wharf. There can be no question that ninety per cent. of the mistakes are preventible by reasonable care, and that the retailers, usually having less occasion to enforce the same discipline in business duty as the wholesalers, are in the great majority of cases to blame for the lack of clearness that leads to the wrong goods being sent. But if the wrong goods have to be sent every now and then, there ought to be a little consideration shown by the recipient, no matter who is to blame. He should not bang the goods back again without notice. He may put unnecessary expense on the shipper, if he returns the goods without first advising the house he got them from. Not many days ago a shipment of a large quantity of heavy goods was returned by the man upon whose order they had been sent. He neglected to give any notice, the distance was a few hundred miles, the merchandise was of the heavy rather than of the valuable kind, and the freight bore a considerable proportion to its worth. This the wholesale house had to pay. At about the time this shipment was started on its return journey, an order was received from the same town by the same wholesalers for identically the same goods and for about the same quantity. If advice of the unsuitability of the goods had preceded their return, the round freight could have been saved, as the wholesalers could have transferred the goods to the other local merchant. In the case of goods rejected because they are broken or injured in transit, returns are sometimes made in advance of any advice as to their condition or any intimation that they are returned. They often lie at the station until the advice of the railway people informs the owners that they

are there. In such cases there is no necessity for the cost to which the shippers are put. The railway companies make it a rule to carry back to the factory for repairs and return to the recipient either the repaired article or an equivalent, any goods that are injured in transit, and for this they make no charge. If the goods are shipped back by the recipient without notice the wholesaler will have to bear the round freight charges. A little considerateness and forethought would often prevent loss and hard feeling. If goods are not according to the terms or the intention of the order they should be held until the shippers are informed.

* * *

A long-suffering creditor whose oft-deferred hope had at last turned into impatience, made the final appeal the other day to a tardy debtor. The latter had been imperturbable throughout the whole dunning siege, and rather exasperated the man he owed. The debt was a commercial one, contracted by a retail hardware man to a wholesaler, and the man to whom the payment was due had diligently and almost every day sought to collect it. He felt that his repeated duns would be as gall and wormwood to the debtor, and was vexed that they were not. He finally asked the reason why neither payment nor any satisfactory answer was vouchsafed. He was coolly told that he had been too lenient at the critical time, and that was at the moment when the debt became due. If he had sailed in to collect when the note called for payment, the debtor would have made shift to pay it. Several other wholesalers had notes and accounts against the same man, but they refused to be put off. Having got past the date of maturity for the particular debt referred to above, he gave his attention to forcible duns that he considered pertinent, that is, to duns which dealt with live issues instead of dead ones. That is, he paid accounts when they came due, an did not allow himself to be bothered by any other. He was honest but was rather punctilious as to the duty of the collector. In his view collection was a matter of promptness and inexorableness. This little incident is taken from life, and is recent and local enough to rank as news. A leading wholesaler remarked on Wednesday that the chief losses incurred by his house were chargeable to their slack methods, which regarded all days as equal for collection. There is only one day and that is the date of maturity. He who spares the rod spoils the child, and he who spares the dun spoils the payer.

* * *

The white lead trade of Canada is and has been for some years in a demoralized condition. Competition and over-anxiety on the part of some of the grinders to secure orders in this line are at bottom the reason for this condition of affairs. On no article manufactured in the country have such unreasonable and unbusinesslike terms been offered, lead having being booked for delivery in October and November, and time for payment extended as far ahead as nine and ten months, and it is a surprise to many dealers that firms looked upon as first class should indulge in such practices. Another evil has been the taking of contracts at a stated price for delivery within a year, the grinder taking all chances of an advance in either dry lead or linseed oil, and not having as heretofore the consolation of adding a quantity of barytes to secure his profit. A climax has been reached in this condition of affairs, a firm of grinders in Toronto having sent out cards offering pure lead at a price under cost of production for immediate shipment on regular four months terms. This practically means the shutting out of the old system of contracts and deliveries, and has at least the appearance of fairness, as each dealer now knows that he is on an equal footing with his neighbor.

* * *

The brass founders are discussing questions relating to their business, and it is expected some uniform basis of prices and terms will be the outcome. They are now in session at the Queen's Hotel in this city. They have been cutting prices unsparingly on all brass goods, but more particularly on plumbers' supplies.

H. R. IVES & CO.

The news that the big iron founding firm of H. R. Ives & Co. were in financial difficulties and were asking an extension from their creditors was a genuine surprise in Montreal trade circles this week. It was the general impression that the firm was doing a big business, and developments which have arisen since the news was made public, prove that this view is correct, and that there is really nothing to cause alarm. Mr. Ives states that the company's capital is locked up in various enterprises and that it is only temporarily embarrassed. This view was demonstrated at a meeting of creditors which was held on Tuesday morning, and a course decided upon. Only a superficial examination of the books of the firm could be made, but it was found that the direct liabilities only amounted to 75,000, while the assets showed a surplus of probably $130,000 over the engagements of the firm. Matters were arranged by the appointment of a provisional committee, and a voluntary abandonment of the estate by the firm in favor of their bookkeeper, Mr. Henderson, until the committee appointed could make a complete investigation. This it must be understood is not a judicial abandonment, but simply an evidence of good faith on the part of Mr. Ives, who desires to leave no stone unturned so that the creditors may be satisfied that everything is fair and above board, and that there is every reason why the firm should get the extension asked.

The committee are composed of the following gentlemen: B. E. Sanderson, of B. & S. H. Thompson; J. Forman, of the Dominion Wire Co.; and James Reed Wilson, of Thos. Robertson & Co. They will proceed with their work at once and report to a general meeting of creditors to be held shortly. It is the general expectation of the creditors that the committee will find everything as Mr. Ives represents it and the affairs of the concern in such a good condition that it would be simply foolish to refuse the accommodation asked.

A short resume of the history of the firm may be interesting, in view of the above developments. The firm of H. R. Ives & Co. was started in 1859, under the style of Ives & Allan, and quickly worked up a large business connection. This connection was so profitable that when Mr. Allen retired from the firm fifteen years later he got for his interest something over $100,000, the payment being spread over seven years and bearing interest at 7 per cent. In the seventies the firm of H. R. Ives & Co. was no exception to the general depression, but fought hard until 1878, when it was compelled to ask and was given a settlement of 50c. on the dollar on a total liability of $163,000. The basis was cash, and the bankers of the company put up the funds, thus showing their confidence in the integrity of the firm.

After this settlement the foundry and works of the firm were partially destroyed by fire, but the insurance almost covered the loss. The firm rebuilt their premises, and in addition invaded Longueil, where it was granted a bonus for building a foundry. In 1885 a fire again visited the Montreal works, and in 1887 those in Longueil also suffered from the flames. The firm usually employs from two hundred to three hundred hands. In addition to various other enterprises Mr. Ives is the chief stockholder in the Canadian Wire Co. The general business public have nothing but the greatest sympathy for and confidence in Mr. Ives, and it is their belief that everything will be arranged satisfactorily.

AN ITALIAN COOK STOVE.

The New York Sun, discussing the merits of "an Italian oven," gives these particulars as showing its conveniences as a family cooking apparatus :

When the Italian cooking apparatus is used there is neither dust, dirt, gas, smoke, heavy cake, soggy potatoes nor explosions of ruffled tempers. It is neither range nor simply stove. It looks like a tub covered with shining tiles of blue and white porcelain. It is a trifle high, and in order to operate on it to the best advantage it is best to stand on a little footstool or platform. Under the stove is a semi-circular closet reaching up to about half its height, and holding from one to three sacks (about four bushels) of charcoal. On the top are one, two or three openings—little square, box-like grates, sinking perhaps four or five inches, and about eight inches square ; under the grates are receptacles with doors for ashes, and in the centre is a large receptable for heating dishes. Over the stove, and about half-way up to the wall, is a canopy, shaped like the stove at the bottom, but gradually narrowing to the top at the front and side until it is almost tunnel shaped, where it joins the chimney on the outside, while inside, and just at the junction with the chimney, is an opening into the chimney about the size of a very small stovepipe. There is always a good draft without dampers.

For broiling, a few bits of cane are put in the square or grate over which the kettle or saucepan is to be placed ; then a shovelful of charcoal is put over the canes, a light applied, and, if you are in a hurry, over the hole is put a curious contrivance very like a stove-pipe, perhaps two feet high, with a funnel at the top, a contrivance that is expressively known in Italian as "il diavolo," possibly because it starts the fire in such a marvelously short time. If the articles to be boiled are vegetables the kettle is placed directly over the grate, and "il diavolo" is laid upon the shelf above. If, however, something more delicate is to be cooked, a tripod about three inches high is put over the grate and the broiler is placed on that, so there is not even a possibility of burning or scorching ; then a circle of coals is put on the outside of the stove about the boiler, which is tightly covered. It takes from twenty minutes to half an hour to cook this way, and everything cooked is cooked all over.

For baking, the preliminary preparations are the same, but the dish holding the mixture is placed in an outer dish of block tin, and over it is put that wonderful magician, the "forno di-campagna," that looks like a peck or a half-bushel measure, according to its size, made of sheet-iron and inverted. There is an opening at one side, up which slips the handle of the baking tin or the saucepan, and over which the form slips, settling firmly down on the stone. Under the dish that contains the material to be baked is the charcoal fire in the grate ; about it glowing coals are put and replenished before the glow dies out, and on the top of the "forno" more glowing coals are placed and treated in the same way. Everywhere there is an equal diffusion of heat. Mince pies, sponge cake, custards, bread and turkeys are browned perfectly.

MISCHIEF AND IDLENESS.

During the time a customer waited for the filling of an order in a down-town wholesale tinware house, he observed the following : One of the young men employed about the place was busy piling packages of stovepipe collars into their shelving places ; there were more than it seemed possible for him to put there, and he seemed for a while perplexed what to do, when another of the young men approached, and, lifting one of his long legs, gave a vigorous kick to the whole row of packages, and thereby made room for some more of them. "This is the way I have always done," said he, "when it was my duty to do it." It was certainly a very speedy way to make more space available, but there must have been many of the pipe collars badly crushed, or bent at least. Another clerk shoved a dozen packages of funnels from the counter into a small pile of round washkettles. Now some of the funnels must have become dented, and the top one of the round washkettles will also show the marks of this rough handling on its most sensitive part, the bottom.

It seems one of the characteristics of the help employed about such places, that they do not care at all how they damage goods by their careless handling, and it seems often to lookers-on more like the wilful attempts of destruction than the business-like handling of goods.

Some of the young clerks nowadays forget that it is not supposed to be their duty to destroy goods left to their care, but to handle them carefully and sensibly. Goods which stand a pretty rough handling in case of necessity or accident, must be handled nevertheless with due care, as no goods look better for being roughly handled, and every spoiled piece means in most cases a dead loss either to their employers or to the customer who is unlucky enough to get it. In every business house in the country there is a way open for young men with energy and fidelity to trusts imposed on them, to work their way ahead and up the ladder of business usefulness, to the very top rung, if they only appreciated the fact that it is not the clerk whose eyes hang on the clock if it does not point to the lunch hour yet or if the time for closing has not yet come, who will be kept in dull times or will be promoted in brisk ones, but the faithful working clerk who shrinks not from his post if there is extra work to do ; the sensible young man who does not expect extra payment for each little trivial service he performed for his "boss ;" the young man who is willing to help and work even if the kind of work happening to offer itself is not strictly within the boundary of his official duties.—N. Y. Hardware.

THE HEAD MAN.

Many who fill this position say it is "no snap," and enumerate its trials and perplexities, yet one is rarely found willing to exchange his position for a less important one, even at the same salary. The position under a good employer is generally what one makes it. The head man, too frequently, becomes a detriment rather than a valuable aid to the business of his employer. If he is inclined to misuse his position, the more trust and responsibility put upon him the more injury he can do. The head man should bo possessed of experience and technical knowledge in his line, thus enabling him to cope with all the intricacies of the business. He should be upright and honorable, determined but not tyrannical, cool and keen of observation, not given to partiality or prejudice. He should preserve an unselfish motive in all his decisions, his interests being solely that of his employer.

One of his main efforts should be to promote harmony among his co-workers. Discord among clerks in a store is like a worm's nest in a fruit tree. Authority should be exerted only when necessary. The head man should be able by example and kindly counsel to secure the best efforts of every man under his charge. He must first secure their respect. This can not be done by watching every movement of a man with the set purpose of finding a fault, overlooking all good that may be done meanwhile, and with the one intent of reporting or reprimanding for any misdemeanor however trivial.

I have more than once seen a junior clerk's honest progress repeatedly checked by the one holding a position above him, jealousy and adject fear of being outdone prompting such action. Any man can see the evil tendency to both men and business as the result of such management. One is reminded of a better way in the words of Canon Farrar : "Kind words and liberal estimates, and generous acknowledgments, and ready appreciation, and unselfish delight in the excellences of others—these are the truest signs of a large intellect and a noble spirit."

To employers I would say : Beware of a man who too eagerly accepts a position in which he is to watch other employes, and report their misdeeds. "Set a rogue to catch a rogue" may be a good policy in some circumstances, but you don't want any rogues, large or small, in the store. It is an easier matter to discern one's own faults in another than in one's own nature, and it is sometimes possible to judge a man's own weakness of character by what he says of others.—W. Illard, in Commercial Enquirer.

HARDWARE PRESENTS.

There are a large number of goods carried in a stock of hardware which are suitable for presents, and with a few additions and a little advertising the merchant can make this a yearly feature in his business, with profit to himself and an increased number of customers in his regular trade. As a usual thing persons are desirous of having suggestions made them as to what they shall give for presents, and it often requires only an intimation that the merchant has in stock such articles which are useful as well as ornamental, to catch a portion of his trade. Set apart a portion of the store near the front door, and then arrange in an attractive display a simple bicycle, wringer, washing machine, range; also a small showcase of table and pocket cutlery, carvers, flat ware, razors and other goods of this class that may be in stock. Additions to these may be made of tool chests, carving tools, skates, air guns, cases of nut picks and cracks, toy blanks, fancy thermometers, express wagons, etc. The assortment and number of special goods may be enlarged from year to year as an increased demand requires. The principle to go upon is that the same goods which are carried regularly in stock, when grouped together and labelled with an attractive card design, acquire a new significance in the eyes of customers.—Iron Age.

MACHINE-MADE SCISSORS.

I am able to lay before the readers of The Ironmonger this week some particulars concerning an invention connected with the manufacture of scissors of all sizes and descriptions. Some time ago Mr. Waine, of the firm of John Waine & Sons, Willenhall, lock manufacturers, at the suggestion of a friend, called upon Mr. William Parkin (Parkin & Sons), Sheffield, scissors manufacturer, and, remarking that he was under the impression that he (Mr. Waine) had invented a method by which he could fly, shank, blade, and bow scissors at one blow, requested to be supplied with a pair of pattern scissors. The desired pattern was supplied, and Mr. Waine left for Willenhall. Mr. Parkin heard no more about the matter until a few months ago, when Mr. Waine returned with specimens of filed scissors more perfect than anything of the kind ever yet produced in this or any other country. Mr. Parkin is himself a practical scissors-maker. He has been brought up to the business in all its branches, and is, therefore, one of the most competent authorities in the scissors trade we have in Sheffield, and he has no hesitation in saying that Mr. Waine has solved the question at last that perfect, substantial, and reliable scissors can be made by the invention. Mr. Waine had previously invented machinery for making the bows of keys, rings for horses' bits, and things of that sort, and, therefore, when he put the task before himself, had not much difficulty in applying the same principle to the manufacture of scissors. In forging the bow the steel is flattened out at the end, then placed in a die, and the bow, shank, and blade formed complete at one blow of the stamped hammer while the steel is red hot. As fast as the operator can place the rod of red-hot steel under the die, so fast can the process be repeated. The finish state in which the blade leaves the die is most remarkable. Nothing like it has ever before been attempted—and succeeded. Mr. Waine's invention does away with filing, for the bows of the machine-made filed scissors require no filing, except in the case of a slight "fash" left by the stamp, and that can be filed off for 2d. per dozen extra to the price of dressing. As the blades require much less grinding than the present forged blader, naturally there will be considerable saving also in that item. So much pressure is brought to bear upon the red-hot steel by the stamp that the "smithing" of the blade will be found quite unnecessary. Three or four patterns and sizes of scissors have only been made by Mr. Waine's method, but Mr. Parkin is now supplying models for many other descriptions. Patterns which cost extra for forging, grinding, and filing can be produced by machinery quite as easily as any ordinary partern, such as the "tup" or the "reverse." Sarum bevel bows, with beaded necks, and other intricate patterns may be made by this machinery without extra cost, except, of course, in dies. German manufacturers have done their best to make scissors by machinery, but their best attempts so far are a very long way indeed behind the perfection Mr. Waine has arrived at. The fact is, this discovery is going to revolutionise the scissors trade. While the new mode of manufacture will cheapen the cost, the chief saving will be in the immensely-increased production. At present Sheffield manufacturers, on account of local trades-union restrictions in every branch, but especially in forging, have been unable to fairly compete in most markets with the Germans. Nowadays, where a Sheffield manufacturer should employ, say, twenty-four putters-together, he is only able to employ twelve, and this through the restrictive action of the union. The union has crippled the manufacture by at least one-half. Thus crippled in the means of production, Sheffield manufacturers have for several years had to face the fact that the local trade was fast dwindling away—falling into the hands of the cheaper and faster producing Germans.

Workmen need be under no fear that the introduction of this machinery will mean the employment of fewer hands. On the contrary, when the machinery gets properly to work, which it assuredly will in a very short space of time, more grinders, more putters-together, more dressers, and more burnishers will be required, because the production, being less costly, will be much larger. Markets which Sheffield manufacturers have not hitherto been able to touch in consequence of the small output by forgers, will then be supplied to any required extent, thus placing the British manufacturer on a fair footing with the foreign manufacturer, whose workmen work longer hours and are paid less wages than ours. Within the last few days many manufacturers have called upon Mr. Parkin and been shown the scissors made by the new method, and had the process explained to them. These manufacturers, one and all, have expressed their satisfaction at the new departure in the trade. They all recognize the importance of the invention. I have myself been shown three sizes and patterns of the new scissors, finished and in the polished state. They are as perfect in color as any I ever saw, and as to shape and style are without blemish. As far as appearance and beauty of finish go, they look vastly superior to scissors made by hand. Mr. Parkin has been appointed sole agent of the patentee for Sheffield and district.—Ironmonger.

SUGGESTIONS ABOUT BUYING TOOLS.

Many buyers of tools by not making an investigation of the market either delude themselves or are deluded by selling agents in one way or another, generally because they deal with one or two agents and not with the whole American trade. If a man wants only a $300 engine lathe he is entitled to get the best lathe which that amount of money will buy. Now many buyers live in localities where they can see but few tools so as to judge of their actual merits. They cannot afford to journey far to examine them in warehouses or in large factories. Travelling men representing builders will not go a hundred or more miles out of their way to see if the owner of one small shop may possibly want some small tool; so such a man generally is left to the local dealer. This dealer will endeavor to sell that which nets him greater profit; a second hand tool in preference, for the country is full of good second hand back numbers which have been sold by wise manufacturers to make place for more improved tools. The thing for a buyer to do whether he needs $100 worth of tools, or $100,000 worth, is to write and tell those papers in which he sees tools advertised precisely what he wants. These papers will print his wants gladly and during the next month every maker in America will be made aware of what is wanted, who wants it and where. Every one of them who are interested will try for the sale. Thus the buyer will discover all the merits of a machine from its representative, and all its faults from others. He will get the begt prices in competition if he is not too anxious to buy. If he does not get the best at the cheapest prices it will be his fault.—Alfred D. Pentz, in The Eng. and Min. Journal.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

"Schultze" Smokeless and American "Dead Shot" Gunpowders

THE BEST OF THEIR KINDS.

Cartridges, Cartridge Cases, Wadding, Shot, etc.

SOME AXIOMS FROM THE STREET PHILOSOPHER.

Never play practical jokes on customers; they will take revenge by trading somewhere else.

Buying cheap goods and buying goods cheap are terms that cannot be connected by the sign of equality.

Persuading a customer to buy goods which he does not need is an unprofitable operation to both parties.

"Didn't think" will cause as many troubles for the clerk to-day as it did before the telephone and electric light were invented.

The clerk who knows more about business than his employer is a much scarcer individual than the one who thinks he knows more.

Learn to treat a shabbily dressed customer with as much civility as you manifest towards the richest of your patrons. The dollar you get from each is of the same value.

Never make any disparaging remarks as to the character or honesty of any customer. Those to whom such remarks are addressed are apt to feel that there are similar subjects of dissection when the proper opportunity occurs.

You cannot find out by figuring what the profits of a years's business will be, no more than you could lift a barrel of sugar by figuring on its weight.

Buying goods at 15 ounces to the pound and selling them at 16 is about as ruinous as buying goods at 16 ounces to the pound and selling them at 15.

Waiting for a competitor to fail so as to get his trade has never been known to make a man rich, and starting a business to run out another man is about equally successful.

Borrowing money at 10 per cent. to put into a business that nets about the same is much like the Irishman cutting off the top of a blanket and sewing it at the bottom to make the blanket longer.

Personal habits will have much to do with one's success in life. The best of abilities will avail but little when indulgence of the passions begins to make inroads on your character; men may pity you while they will not trust you.

THE VALUE OF SPECIALTIES.

According to a London journal the advantage, in an advertising sense, of becoming identified with a specialty of some kind is not as much appreciated as it might be. To illustrate more clearly, reference is made to a man who having taken up bent iron work and pushing it energetically, and identifying himself with it as a specialty, has come to be known as "The Bent-iron Man." There is money value in such a popular designation; a "good-will" in a name. It provokes inquiry, and every explanation is a free advertisement. Not everybody can be so fortunate as to attach himself to a special line of business which will stand sponsor to so pat a name as this, but practically no tradesman cannot make a leading feature of something which will differentiate him from his brethren in the same trade. Manufacturers understand the value of specialties or of acquiring a name for certain special lines. The worthiest man may bury himself in a dull level of conventionality. If he would attract attention he must do something that nobody else is doing at the moment. A visit was made to an ironmonger, who set up his shop in a town already fairly well supplied with hardware dealers of the legitimate and illegitimate sort. He instinctively felt the need of floating his venture with the aid of a specialty. He decided upon guns and ammunition, though the town was not a center for sportsmen by any means, and he knew very little about guns. But he went into the branch with energy, and his specialty has been his salvation. Doubtless readers could supply much cumulative testimony to the same effect. The world is so very busy that it will not heed the ordinary blandishments that were once sufficient for the tradesman. He must, metaphorically speaking, sound a trumpet or wave a flag.

WANTS 7,000 TONS MORE OF NICKEL-STEEL ARMOR.

The Ordnance Bureau of the Navy Department has completed specifications for armor plate required by the two new vessels authorized by the last Congress and to finish the battle ships and other armored vessels already building. Advertisements inviting proposals for furnishing this armor will be issued from about 7,000 tons, at an estimated cost of $4,000,000, will be called for. This will be the largest armor plate contract ever let by the department. It is understood that nickel steel treated by the Harvey process of surface decarbonization will be called for, or at least the bulk of it. Nearly all the new ships are being delayed through lack of armor material. Up to the present time the Carnegie company has furnished only 650 tons out of 5,900 tons contracted for, including the 400 tons of diagonal armor for the battleship Massachusetts, just completed by the Bethlehem Co., they have delivered only 1,000 tons of their 5,310 ton contract. The thickest plate for side armor to be called for under the new contract will be 14 inches. This is a reduction of four inches over the side armor of the three battleships building, the difference representing, in the opinion of Commander Folger, the increase in the resistance of a Harvey plate over the untreated nickel steel.—Iron Trade Review.

Clerks are sometimes blamed for practices of which their employers have set the example. Untidy appearance on the part of the boss, will not help to make his clerk a paragon of cleanliness. Rough language to patrons will not make Chesterfields of them either. Careless methods, or no method of doing business, will not inspire a clerk to adopt anything better. If it suits the boss, why should the clerk grumble? Yet the clerk oftimes gets a tongue lashing for the example he has followed.—Ex.

TRADE CHAT

The aluminum works in Switzerland—the largest in the world—use a water power of 1500 horse-power, and turn out about 1,200 pounds of the metal daily.

It is stated that an agent of the Imperial Government will arrive at Ottawa in a few days for the purpose of purchasing all the mica of pure quality and large size that he can get for the admiralty.

J. B. Hastings of Parkersburg, West Va., has been in Toronto with reference to his new process of manufacturing steel. H. Cortland, a Canadian interested, is anxious to get a foundry established here and is endeavoring to interest Toronto capitalists in the matter.

A patent has just been issued to Thomas MacFarlane, of Ottawa, both in Canada and the United States for improvements in the treatment of nickel ores. The metals now being mined at and around Sudbury are subjected to roasting, smelting and bessemerising processes, by which an impure neckel metal is produced, which requires to be sold to foreign nickel refiners who produce the metal. In this way the miners of Sudbury do not receive more than one-third of the value of the nickel contained in their concentrated metal. Mr. MacFarlane's process consists in reducing the ore to powder, calcimining it with salt, leaching out the nickel, and preparing the pure metal from the solution. In this way it is belived that when the process is generally adopted nickel mining at Sudbury will become much more profitable than heretofore.

Develcpment work has been completed on the claims at Fish Creek B.C., The Elizabeth and Edinburgh, adjoining claims, both owned by Mr. Ryckman, M.P and Walter Scott, have turned out wonderfully rich, as anticipated. On the former a shaft has been sunk, which is now down 70 feet, being in good ore on an eight inch solid vein. At the surface the mineral of this ledge assayed from 175 oz. to 204 oz per ton ; at the bottom of the shaft it goes over 300 oz silver to the ton, showing that the ore becomes richer as it descends. The carbonates carried in the lode are very rich, assaying over 700 oz. There is a large quantity of galena and carbonates on the dump ready for transport to the smelter. They are driving a tunnel to intersect the lode on the Edinburgh, which is in about 50 feet, and they expect to strike the vein within another 15 or 20 feet.

The show window is to most people, consciously or unconsciously, the index to the character of the shop. They see in it, and intuitively store away in their memories, the business methods of the tradesman. Dust-covered articles betray a conservatism and a stolidity of character, which while perhaps scrupulously honest and worthy does not invite the purchaser. A poorly-arranged display is equally unsatisfactory to the possible buyer. The subject is worth the attention and constant study of the dealer. Strangers in town are proverbial sight-seers, and shop windows are their delight. If they scent a bargain or discover the attractive, they hover around the window like flies about a molasses barrel. It is easy in strolling up a business street to pick out the wide-awake, industrious tradesmen by the attentions which their store windows attract. If you have a genuine bargain for your customers, put it in your window and place the price upon it. It will sell for you not only the article itself but many other goods from your staple stock. Not only should the windows be tastefully arranged, but the displays should be frequently changed. Do not begrudge the time and labor thus employed. It is seed cast upon the waters which will bring excellent returns.—The Ironmonger, Chicago.

The G. & J. Brown Manufacturing Company, Belleville, have been awarded contracts for three steel spans for the Erie and Huron Railway, near Chatham, and for steel bridges at Thornbury, Elmira, Harwich, Woodstock and West Toronto Junction.

Kearney & Foot, file manufacturers, Patterson, N.J., with offices at Reade street, New York, are making some extensive additions to their factory, and by May 1st, 1893, they hope to be able to turn out 15,000 files a day. Their improved horse rasp has had a large sale in the United States and Canada. Samuel, Benjamin & Co. carry a full stock of these goods.

The Eclipse door checks and springs are extensively used on all public buildings and offices in the United States and Canada, and being manufactured by Sargent & Co., of New York, one of the oldest and largest hardware houses in America, is a sufficient guarantee of their reliability, etc. In Montreal they are in the Windsor Hotel, St. Lawrence Hall, McGill College, C. P. R. offices (over 150), Henry Morgan's, S. Carsly's, etc.

The question of shipments of coal oil was before the Montreal Chambre de Commerce the other evening. The secretary was instruted to write to the managements of the C. P. R. and G. T. R. roads to ask them to change their shipping days of coal oil from Mondays and Thursdays to Mondays, Wednesdays and Fridays, on account of the many inconveniences experienced by the country trade under the present system.

The contemplated stoppage of the Anaconda group of copper mines mentioned in last week's Iron Age will eventuate on November 10th. We have the best of authority for stating that mining operations will be suspended on that date for a period of three months. During the interim there will be a clean-up of ore and flue dust and a general overhauling of equipment preparatory to a heavier production upon restarting. This, our informant states, will be increased to a degree that will round the year 1893 with as large an output as that of any previous year. The shut down was not designed to have any bearing on the copper market.—Age of Steel.

Japanese bronze lanterns that can be arranged for use with either gas or oil are one of the latest additions to the lamp departments in the house furnishing stores. Because of the extra expense and labor entailed by the use gas, those fitted for oil seem to be the most popular. They are intended for hanging in the hall or over the stairway, and if all reports be true, cannot fail to give satisfaction wherever such a light is needed. Best of all, even though expensive looking, they are far from extravagant in price, and are, therefore, within the reach of the vast multitude of householders whose taste is educated to appreciate good things, but whose income admits of but a limited outlay.—House Furnishing Review.

The binder twine case of Wilkes v. Osborne, Brantford, has been settled. In this case it was claimed that defendant, as president of the Cordage Company, purchased 100 shares from his associates for $130 each, which he shortly afterwards sold for $296 each to a United States syndicate, and they are seeking to have him declared as their agent at the time and to recover on their shares the difference between $130 and $296, the sum already named. The stock of the old company, $74,000, was held as follows : G. H. Wilkes, 100 shares; A. Harris, 120 shares; J. W. Digby, 50 shares; R. S. Schell, 40 shares; W. Watt, sen., 100 shares; F. Chalcraft, 100 shares; G. D. C. Edwards, 30 shares; John Harris estate, 50 shares; Howell estate, 50 shares, and the defendant, J. K. Osborne, 100 shares. The suit is arousing a good deal of interest.

Great Boons to Active, Busy, and Lazy Merchants and Clerks are offered by the J. K. Cranston Store Office Supply Co., Galt, Ont.

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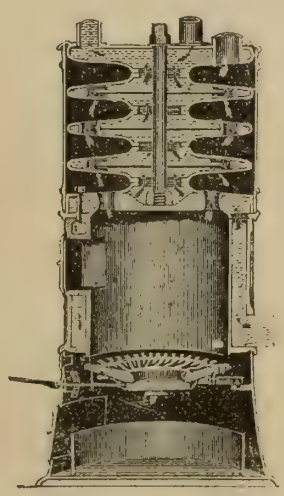
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For Apple Drying, 24, 30 and 36 inches wide in stock.

Cinder Sifter Cloth

30 inches wide in stock.

Hardware Grade Cloth

For Fanning Mill repairs, etc., 18, 21, 24, and 30 inches wide in stock.

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JIM AND THE STOVE.

There was one line of the business that Jim considered himself to be master of, and that was putting up stoves. He would go to the house and secure the exact measure for the pipe, so there would be no trimming to be done at the job, and each joint would have the swedge at the proper place. Jim considered there was as much art in putting up a stove properly as there was in painting a picture. Some people think the way to put up a stove is to take along a lot of pipe and elbows, set the stove in the desired position, then cut the joints to the desired length. Jim considered this method as highly improper when first-class work was to be done. Then he thought that too much attention was paid to the decorating of rooms. Carpets, pictures, furniture and pianos were all well enough in their place, but what was there that would make a room look so comfortable as a nice heating stove, with its mica windows and bright ornaments? There are few (stove men) who would blame Jim in his admiration for stoves. Grates or fireplaces he considered as belonging to the past, and were not to be thought of as rivals to the elegant line of parlor stoves his boss had for sale.

Jim had a notion in his head that if he was ever to furnish a house to his exact taste, he would have the furniture all made to order, and resemble stoves as much as possible. What would look finer in a parlor than a piano cased in the form of a fine range? And what a surprise it would be for those who called when he opened the front of the supposed range and showed the ebony and ivory keys. Jim was greatly pleased one day when he received an order to put up a stove in the parlor of a banker. The banker had elegant furniture in his house, and so Jim resolved to put up the stove so much taste that the furniture would be thrown in the shade. The stove was duly placed in position, and the pipe connected in such an artistic manner that Jim was more than pleased with the result. When the fire was lighted, the smoke refused to go up the chimney as good smoke should, and came into the room through various small openings that only smoke could find. This development was as unexpected as it was unusual, and entirely against the rules and regulations that should govern stoves and chimneys. It was concluded that the chimney must be out of order, so the pipe was taken out and the flue examined, but no obstruction was discovered. Then a clothesline was procured and a brick tied to the end. With this apparatus in hand Jim mounted to the roof and proceeded to let the brick down the chimney, thinking by this means to discover any obstruction that might be in the flue. This experiment was not a success as far as finding any obstruction was concerned, as the flue was as clear as could be desired. Jim then returned to the parlor, and after removing the smoke pipe proceeded to examine the stove. This operation was performed with great care, but the most thorough investigation refused to reveal any obstruction. Then some one suggested that the smoke pipe be examined. This was like touching Jim with a cake of ice, for, if there was anything that should be perfect, it was the pipe he had made with such skill. However, the experiment was tried, and when Jim put his arm in the pipe to show all was clear his hand encountered something which when brought to the light proved to be his apron, which he had thoughtlessly placed in the pipe thinking it would be a convenient place in case he should require it while putting up the pipe. The apron was removed, the smoke pipe again placed in position, and when a fire was made the stove operated to perfection. It is almost unnecessary to remark that Jim will never again carry his apron in a stovepipe.—Tin Chips in Metal Worker.

THE CAT AND THE SMOKE FLUE.

A perusal of the adventures of Sir "Aleck," so graphically described in recent issues of The Metal Worker, recalls an incident in the experience of tyro in underground flue cleaning, preparatory to putting a house furnace in commission for the winter, some years ago. Our friend, whom we will call Dick, because that isn't his name, unexpectedly found himself in charge of a city residence supplied with indirect steam heat, the steam originating in an upright boiler located beneath the sidewalk just in front of the stoop line, the steam being conveyed to a stack of pipe radiators boxed in, about the centre of the cellar, something like 25 feet from the furnace, the cold air to be heated being conducted by means of a shaft from the west side.

Every thing was commonplace enough until the cleaning of the flue was considered. The smoke flue lead from the furnace diagonally across the cellar underneath a cemented bottom, and consisted of an 8-inch circular drain pipe which connected with the wall flue, the builder having taken the precaution to build a square brick flue some 18 inches high, covered with a removable stone cap, where the connection was made with the chimney. It was the custom to keep a wire in the flue to which a brush could be attached when necessary to clean it. On inspection this wire was found to be corroded and broken and of no use whatever. The matter was deferred from time to time, pending interviews with experts conversant with such matters, until it could be postponed no longer. Several expedients were suggested, none of which appeared within the capabilities of Dick. One evening our friend was down there, cogitating on the embarrassing situation, when, on approaching a supposed empty box in which was some burlap, a cat jumped out. At the same moment the thought occurred to Dick that somehow the feline might be utilized to solve the difficulty of establishing communication through the flue. It seemed a strange cat had been permitted to locate in the cellar, hoping she might abate something of a nuisance in the way of mice, and taking advantage of her privileges, she had raised a litter of kittens, which were found snugly ensconced in the box.

The difficulty now was to "bell the cat." Evidently never very tame, just now she was less so. However, procuring a ball of strong twine, a beginning was made to capture the cat preparatory to harnessing her. How many times that semi-civilized grimalkin was chased around the cellar, without the formality of an introduction, and caught, only to fight her way free, and the times she was imperfectly connected with the cord, under difficulties, only to extricate herself in the general scramble, will never be known. Fastening it around her neck was promptly abandoned after nearly choking her, and the method employed by the Dutch women when harnessing dogs to carts was imperfectly consummated. A turn was taken around each foreshoulder and carried up over the back and united to prevent her getting out of it.

But the Rubicon was not passed, only reached. The whole thing centred now in Kitty making the trip. Several ineffectual attempts were made to have her enter the opening, decently and in order, but finally she was introduced with a vigorous protest on her part, together with a course of well-sustained sneezing from the cloud of dust that had been raised during the battle. However, that being accomplished, the opening was partially covered and operations transferred to the other end, where she was called, pleaded with, a light left there to show the way, and even the kittens taken there, thinking they might induce her where human efforts had failed; but all to no purpose. By this time bed hour had come and gone, so the kittens were put back in their quarters, and our hero betook himself to bed to sleep on it, and see what a night would develop. Early the next morning Dick was in the field again, to find that Kitty had yielded her point and gone through; but instead of dragging the cord as far as the liberal allowance would permit, some six feet from the outlet she had evidently deliberately laid down and pawed both ends off her front legs, as there lay the rings just as they had been applied to her. She had no further use for Dick, and cut him completely, taking advantage of the first opportunity to establish herself in more congenial quarters.

The rest is soon told. An 8-inch flue brush was procured and an attempt made to get it through, but owing to the quantity and moist character of the soot the strong line was broken with the brush midway. However, the precaution had been taken to have a second line pending experiments, so making a square cross of two pieces of wood fastened together at right angles, a coil of clothes line wire was attached to the cross, the wire drawn through with the reserve line, and by rigging up an 8-inch well wheel to pass the wire over, and getting a good leverage, the whole mass was drawn through and the blockade raised.—H. A. Flue, in Metal Worker.

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MANUFACTURERS OF
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TACKS, SHOE NAILS, ETC.
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HACKNEY HAMMERS IN CANADA

Secretary J. W. Smith, of the Hackney Hammer Co., Cleveland, O., made arrangements on a recent trip to Canada with Messrs. Stevens, Hamilton & Co., of Galt, Ont., builders of machine tools, for the manufacture of Hackney hammers in Canada. This firm can now supply the Canadian demand for these hammers, and the prospects for business in the Dominion are encouraging.—Iron Trade Review.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

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Book of information with Government report and other indisputable testimonials for foundry men—FREE. The Hartsfeld Furnace and Refining Co., Newport, Ky.



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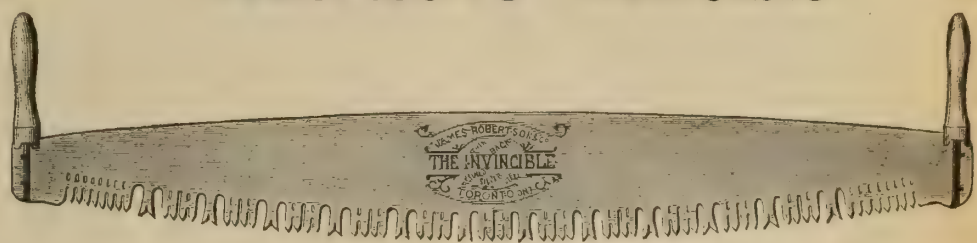
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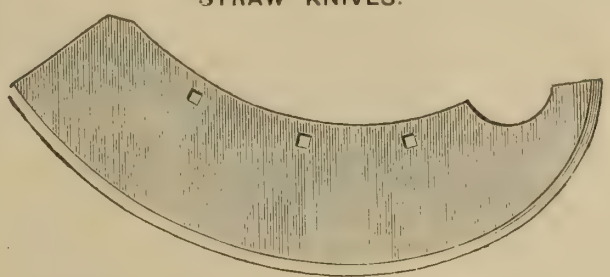
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OUR SPECIALTIES :

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W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

THE YOUNG MAN IN COMMERCE.

In hopes that this may fall into the hands of some careless clerk, who is laying the foundation for future failure, we give below some pointers to young men, from the pen of Frank Hayatt Smith:

"Business transaction is as old as history itself. We are all traders. When boys of ten trade marbles, there is a sort of trade. Business, so called, takes the larger proportion of young men in its lap. Stern poverty compels most young men to enter stores; if they have trades, to enter factories; to take up some line of work to support themselves. The royal family of Germany compels every member of it, even the daughters, to have a trade. I regard it a bad sign that so many of our Americans look upon trade as beneath them. Rome fell when Romans scorned trades. Longfellow wrote,

"The market-place, the eager love of gain,
Whose aim is vanity, and whose end is pain."

But it is not. The market place has a great deal larger aim than vanity, and some other ends than pain.

"First of all, young man, if you start in a store, be prepared to take the bottom round. You can not enter a wholesale drug store and begin as the first man; ten to one they will put you to washing bottles at a faucet. You can not enter a dry goods store and depose the walking overseer of the second floor. You must take your place. I began life as an office boy at two dollars a week, and few young men begin work with lower wages than that. Water finds its own level. An electric light cannot be hid, even if it is covered with an eggshell; and you will finally win.

"There are some lines of business that are alluring to young men. A lady said to me that she intended to go into business, and I asked her what she was going to enter. She said, 'I will find something that everybody wants and nobody makes, and then I will make it.' That is what the world is waiting for. And so there are some lines of business that are especially alluring. There are patented articles that are having a wide sale; there are new kinds of public and private conveniences well protected in Washington; and their margins must be much larger than where everything is on the cut-throat order. It is a young man's right and a young man's duty to select that business for which he feels himself fitted, and which will bring the largest honorable returns."

"Again, if you are determined to make a business man, you must stick to it. Lionel Rothschild told Fowell Buxton that. Determine upon your line and stick to it. If you are satisfied that it will pay you a good and ample return, stick to it; if not, let it drop.

"Second, no man will win to-day, I am satisfied, whether he is a hod-carrier or whether he is a broker, or what not, if, when six o'clock comes, he inspects each minute after as closely as he would if he found a pearl on Summer street in the morning. There are few men of whom the head of the house can say, 'That man is not an eye-servant.' I know such a man now in a jeweller's store in Boston, and the firm by whom he is employed are obliged to admit him into partnership; he has drawn such a trade they cannot afford to lose him, and it has been by simple faithfulness. The trouble to-day in commerce is there are so few men on whom their employer can depend.

"Third, maintain your rights. If you are in a business house maintain your rights. Every man has the elements of a Pope within him. If you wish your pay raised, ask it. If you think that the man at the next desk is making you do two-thirds of the work, say so. Unless you demand your own rights, you will never have any.

"Fourth, be careful in your clerical work, as to your penmanship and your orthography. It is amazing to me how many young people slight plain handwriting. Many a man obtains a good position because of his good orthography. And a man to succeed in business, unless it is an exceptional business, must be neat. Personal neatness is a personal grace. Do not be governed by old Dame Fashion, who, in nine cases out of ten, ought to be spelled Fool. Dress according to the dictates of your own fashion, have your own ideas; it is a nobler thing for a man to wear a coat through which he can see all the stars of the Great Dipper, than a coat so spotless that his friends will ask where he got it, and then, when he paid for it. Randolph said, 'I have found the philosopher's stone, "Pay as you go." A great many lose that stone.

"Fifth, do not be discouraged when things go against you. Employers are simply men, and you may find the nephew of the head of the house, a fellow who knows comparatively little, promoted over your head. Never mind; peg on; do the best you can. Then again, if in the stress of great competition you are faced with the alternative of a lower salary or none, accept the situation. Take up with the situation, but open your eyes.

"Sixth, I want to urge upon young men honesty. It is rare as palms in Labrador, or reindeer in Bombay. I knew a man who always said he wanted on his tomb simply these words: 'He lived and died an honest man.' That seems easy, but is it? Are you honest with yourself? Do you know precisely what you are receiving and what you are spending? If not, you are not honest with yourself. Are you honest with your tailor? Do you give him an order and then pay for it? Are you honest with your own employer? Are you there when you say you are, and do you leave? I want to tell you of a store clerk that I knew of in Detroit. He had to sleep in a large crockery store to guard it, and his employer told him to be always in between nine and ten. Well, imagine his consternation on passing his clerk one night between twelve and one. He saw the clerk, but the clerk did not see him. The next day he called the young fellow up and said, 'John, what time were you in last night?' Said he, 'Between nine and ten, sir.' 'Why,' said his employer, 'I thought I met you between twelve and one.' He faced him down, and took his employer down stairs and pointed to two great pillars, and on one he had marked a chalk 'nine' and on the other 'ten.' So he had been deceiving his employer all winter. How many clerks would retain their places, could the bank directors know where their evenings were passed? You have a duty to yourself and to the men who employ you.

"It is a tremendous thing for a man to start out on the bottom round, at salary of forty, fifty or sixty dollars a month, and after a while, on the death of a partner, step forward and demand some part in the business; to have retained his own character untouched; to have saved money within the limits of his income, so far as he could do by perseverance, and with good personal health. It is a small thing to be swaddled in swan's-down, and have all the world making golden spoons for your mouth; for such men are generally like the fifth wheel to a coach. I would wish you all to be like Edmund Burke, who said, 'I owe no man my promotion. My motto is "Nitor in adversum." I was not swaddled in the lap of luxury; and what the greatest have I have received after long and untiring service to the crown, and I have asked no man's favor in the world.'

"Above all, I want you to have integrity. See roofs with poor shingles, and houses with poor doors and door-sills. See third grade glass selling for second, and common glass for French plate. See candies adulterated in a hundred different ways; see cinnamon and allspice made up of ground vegetables; all those forms of mercantile life in which the one aim is to get the largest amount of return for the least amount of outlay. Young men, as you go into business, go with the determination of keeping on friendly terms with your conscience, and never accept a dollar the history of which you would not care to have known."—Merchant Sentinel.

KEEP DOWN THE EXPENSE ACCOUNT.

The facilities for doing business are much better than they were a number of years ago, and for the same amount of capital a much larger business can be transacted. Rapid freight transportation has had much to do with this change, and in connection with this the use of the telegraph and telephone have greatly facilitated business operations. So much have these factors helped to increase the business done that many merchants are apt to forget another side of the question, and a side which needs as sharp looking after as anything in the whole line of business transactions.

We refer to the expense of doing business, which upon examination will be found to have increased in a more rapid ratio than has the amount of business done. The problem of how to keep down the expense account is a most important one, and upon which depends the success or failure of a business.

The use of the telegraph, the telephone and the typewriter, while helping business, has also greatly increased the expenses. While the proprietor or assistant used to do all the corresponding, he now has to have one or two typewriter operators to assist him; and again rapid transportation has caused merchants to buy much more frequently and in smaller quantities, thus necessitating a much larger amount of bookkeeping and correspondence. It is hardly necessary to follow up all the items which call for an increased outlay in the modern method of transacting business, but when the proprietor comes to look over the expense account for the month or the quarter the totals are such that he can forcibly realize that doing business in a modern way is a most expensive thing, and the best

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energies of a successful house are expended in the direction of keeping down expenses. Especially is this true where the business is divided up into departments, for here the managers may think that a little expense here and a little expense there will not amount to much, but when some half dozen departments are in a house and all these expenses are footed up it will be found that the total is something which sometimes becomes startling to the proprietor of a business.

With the increased expenses and with the decreasing profits owing to competition, it has become a necessity that the capital invested in a business should be turned over much more frequently than was the case fifteen or twenty years ago; unless this can be done the business is not apt to be profitable, and it has become true indeed that it is the nimble sixpence which leads to profits. But, however often the capital may be turned over during the course of the year, it is one of the essential things in arriving at success to keep down the expense account.—Ex.

LIGHT-WEIGHT TIN PLATES.

Not long ago we referred in these columns to the practice that had begun of furnishing light-weight tin plates for the purpose of keeping down the price per box. We mentioned instances where plates were imported very many pounds below the standard, and intimated that in some cases, at any rate, the plates were being marketed without any statement of their being under standard. The result of such practice is that many consumers are deceived. Where the boxes are plainly marked "light weight," the roofer of course knows the goods he is handling, and if he is honest he will give the information to the customer. In arguing against light weight plates we particularly emphasized the evil of introducing them without any distinguishing mark, so that they might be distributed and used in competition with the standard goods. The relative merits of plates weighing 110, 100, or 90 pounds is something that we do not discuss at this time. For some purposes light-weight plates may possess all the advantages of the heavier grades, but whatever the relative merits, those who use the plates ought to know their weights and decide according to their own judgment.

It is already apparent that the foreign practice has found imitators, and to meet the market American plates of light weight are being sold. Circulars referring to these goods, however, distinctly state what the weight is per box, and we assume, and hope the assumption is reasonable, that the goods themselves are marked so that no deception is practiced. That the saving is considerable is seen by a price list in which the difference between full-weight IC 14 x 20 and plates of the same size weighing 95 pounds is nearly 40 cents a box, which would be more than a sufficient margin to determine a contract based on cost alone. It is an ill wind that blows nobody good, and it is by no means impossible that the present rage for lightening the weights of tin plates may lead to the grading of the box according to weight and the honest stamping of them. This scheme was advocated long ago, but its universal practice is yet to come about. The classification of tin plates from 80 to 120 pounds weight, for instance, would give the buyer a wide variety of choice, and he could meet the requirements of any case, instead of depending upon the indefinite designations heretofore in use. It would take a very little while for the trade to accustom themselves to handling tin plates according to their weight, and the roofer would in a very short time learn the difference between 100 and 105 pound plates. In laying copper there is an exact knowledge of the thickness and pliability of 14 or 16 ounce metal, as the case may be, and the weight given in such a case is a far closer definition than any that the worker in tin plate has.—Iron Age.

THE EXCITABLE MAN.

Behind the counter, in the business office, in an argument, or on the battlefield, the excitable man is a veritable nuisance. He is the fellow who goes off half-cock, and when he opens his mouth always puts his foot in it, writes George R. Scott. Wise people are very careful that they don't get associated with him in any kind of business. If he is a foreman anywhere he harasses every one under him and does little good for those above him. He doesn't know how to handle horses or men, for he makes them both balky and doesn't get out of them half that is in them. The excitable man is a failure, for he jumps at conclusions and becomes enthusiastic over trifles. Those are to be pitied who serve under him, and the excitable who serves is also a nuisance to the boss. The excitable man is always using his gab, such as it is. He forgets what is often written, that the man who speaks too little is very rare. The wise man's words are as gold, few and well ordered. Every reader can bear testimony to what we say. He can count several in his own circle who are faulty in this matter, perhaps himself. The cure for this weakness is honest thought. "Think twice before you speak once" has been commended and disobeyed in all the generations. All stuttering comes from wanting to say too much and saying it too quickly. The gun that goes off half-cocked we throw away. It is dangerous. The same disposition should be made of the excitable man. Send him to the rear. Many a merchant has lost a good customer and much money by the excitable wagging of his tongue. Speaking unadvisedly with the lips is a common error, is as destructive to our peace and prosperity as it is common. The cool, calm fellow doesn't tell half he thinks of persons and things. It would never do; the fat would always be in the fire. You have made hasty and ugly remarks about somebody. You have done more than that. You have made them your enemy forever. Swell your income by good words, for it is not a bad way. Magnify the good and let the evil pass.—Shoe and Leather Gazette.

TACT.

A young man may become very learned or skillful or rich, his name may be on all men's tongues; but into their hearts he can gain entrance by one thing alone—tact. If he has tact, he may do with men what he will. He may convince them without learning or eloquence. He may force them without authority. He may gain their assistance without money, and their friendship without prosperity. He has

> "The only credentials,
> Passport to success,—
> Opens castles and parlors,—
> Address, man, address."

There is an old English saying which tells us, in quaint phrase, that "Manners makyth man," which is the same thing as saying that a man is not a complete man until he is a gentleman. Of similar import is the shrewd remark of the wise Frenchman, Joubert, that a man who is not polite enough is not human enough. That is, the basis, nay, the complete science, of manners, is sympathy with humanity.

In Emerson's poem already quoted from is the daring stanza:—

> "What boots is thy virtue?
> What profit thy parts?
> The one thing thou lackest,
> The art of all arts."

This "one thing lacking" of Emerson's poem is tact; that is, the loving sympathy with men that moves men by putting itself in their place.—Ex.

MARKETS

MONTREAL MARKETS.

MONTREAL, Nov. 11, 1892.

HARDWARE.

There has not been so much doing in the way of new business but makers and hardware jobbers generally have been rushing forward the balance of their orders before the close of navigation so as to get advantage of cheap freights as much as possible, consequently there is very little to note that is actually new. The chief feature in fact has been the request of a leading firm of iron manufacturers for an extension of time the particulars of which however are freely dwelt upon elsewhere. With the higher freights, dealers anticipate a reduction in the value of business but this is only natural, and as they all claim to have been doing an exceptionally good fall trade, there are no complaints to be heard, while reports also with regard to the general run of payments are satisfactory on the whole. No important change in values is to note beyond the usual stiffening in the values on crude and heavier material which naturally follows the close of navigation. In most cases however, the prospects seem to point to a much lower range than the equivalents which ruled for heavy goods ex store last year.

PIG IRON.

There has been no improvement in this line which continues as dull as heretofore, but values show some of the natural appreciation normal to the season at the close of navigation when all goods are about to be moved into store. We quote prices slightly firmer, therefore, as follows: Summerlee and equal brands $21; Eglinton $19.50; Carnbroe $19; Nova Scotia Siemens $19 to $19.50

BAR IRON.

There has been no change in bar iron, and prices are unchanged at $1.85 to $1.90.

SCRAP IRON.

A few fair sales of wrought scrap have transpired since our last, but they were special and in a general way the outlook is quite as dull as other lines of supplies. We quote prices the same $13 to $14 for cast, and $15 to $16 for wrought.

IRON PIPE.

There has been no change in iron pipe, and the workers here do not take much stock in the talk about bringing in German pipe via Portland and Boston referred to in previous issues. The discount remains at the recent alteration 60 per cent.

TIN PLATES.

There is little change in tin plates but although it might be possible to move some cokes at $3.25 we do not give it as a fair quotation now but quote $3.30 to $3.50 with a firmer tone apparent. Charcoal is steady and unchanged at $4 to $4.25.

CANADA PLATES.

Trade in Canada plate continues quiet but the tone is firm under light supplies. We quote values steady at $2.55 to $2.60.

TERNE PLATES.

Ternes furnish no change and prices remain at $7 to $7.25.

COPPER, ETC.,

Advices on copper from Great Britain have been somewhat easier with a downward tendency but there is no change on spot and we quote 12½ to 13c. Advices on tin are easier also but firmer values still rule here 22½c. being the basis. Spelter is unchanged 5¼ to 5½c.

BARB WIRE.

If any change was decided on at the meeting of barb wire men which was referred to last week, jobbers know nothing about it. Business is of moderate proportions on the firmer basis at $4.50 with the usual drawback in certain circumstances.

NAILS,

Makers are rushing forward supplies of nails and completing orders to take advantage of cheap water freights as much as possible. In the way of new business they note fair prospects also for contracts for future delivery. Jobbers have nothing to complain about in the business that they have transacted this fall.

STEEL WIRE NAILS.

0 dy to 60 dy	per keg	.....	$3.00
49 dy to 30 dy	"	.....	3.25
8 dy	"	.....	3.50
7 dy	"	.....	3.75
6 dy	"	.....	3.75
5 dy	"	.....	4.00
4 dy	"	.....	4.25
3 dy	"	.....	5.00
3 dy fine,		.....	6.25

CHEMICALS.

The wreck of the Gerona to which reference was made last week in connection with cement is likely to affect prices of some chemicals especially sal soda but so far no change is to note.

Bleaching powder,	$3.25	to	$4.00
Bicarb soda,	2.35	to	2.50
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.50	to	2.00
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2.75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

The glass market is quiet under a moderate jobbing trade on local account. Prices are the same on the basis of $1.35 for first break and so on.

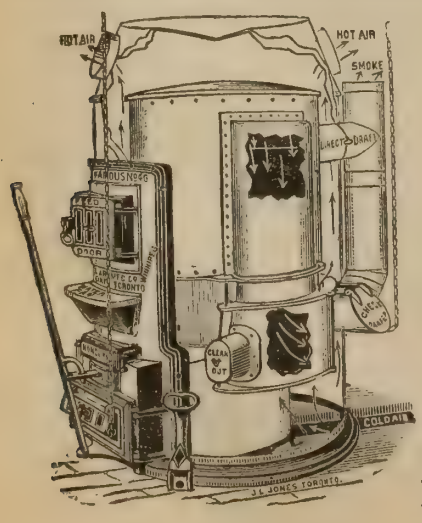
OILS AND PAINTS.

There is no change since our last in oils, but linseed is somewhat firmer in tone in sympathy with the tenor of advices from primary markets. We quote the following: Cod Newfoundland 42½c. steam refined 40 to 42½c.; linseed raw 56c.; linseed, boiled 59c.; castor oil 8 to 10c.; cod liver oil, Newfoundland 80 to 90c.; cod liver oil Norway $1.05 to $1.20; turpentine, 46 to 47c. Less 3 per cent. 30 days.

CEMENT, ETC.

As expected in view of the facts which were specially referred to by HARDWARE last week, buyers have been much more urgent about cement since our last report, and business has been more active. Since the advices which we published last week the curtailment in the supplies has been increased to from 10,000 to 15,000 casks. Dealers who have been relying on these supplies for winter necessities and for orders in hand have to depend on stocks here and naturally prices have stiffened to 25c. of an advance, and a firm market is now looked for. We quote $2.25 to $2.50 for London brands, Belgian brands 20c. less, $2.05 to $2.30.

Firebricks are in fair demand and several large shipments have been made recently.



FURNACES-Coal or Wood.

CAST IRON OR STEEL.

57 VARIETIES.

Our Steel Dome low radiator Coal Furnace (shown in cut) has given the utmost satisfaction to dealers and users.

It Will Pay to Investigate Its Merits.

Write our Nearest House.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MONTREAL Markets continued

Arrivals have been considerable, however, but prices are steady at $17 to $21 per 1,000.

NAVAL STORES.

The ship-chandlery business continues dull and without new feature. Prices are nominally the same, as follows :— We quote:—Turpentine, 46 to 48c. ; resins, $2.50 to $5, as to brand ; coal tar, $3.75 to $4; cotton waste, 5½c. for colored and 7c. to 10c. for white; oakum, 5½ to 7½c. and cotton oakum, 10 to 12c. Cordage, Sisal at 9¼c. for 7-16 and upwards, and 15c. for deep sea line. Pure Manilla, 12c. for 7-16 and upwards for smaller sizes.

PETROLEUM.

There has been a brisker trade in petroleum owing to the near approach of the close of navigation. While quotations for Canadian are nominally unchanged, refiners are still cutting prices, sales being reported considerably below our quotations. We quote the following :—Canadian, 12½c. to 12¾c. at shed in Montreal for round lots and 13½ to 14¼c. for small quantities. Benzine is quoted at 11c. Petrolea, and 13½ to 14c. Montreal. American petroleum, 19⅞c. in car lots, 20½c in 10-barrel lots, 20¾c. in 5-barrel lots, and 21¼c. for single barrels, 2 per cent. off for cash ; American benzine, 23 to 25c. Canadian benzine, 10¾c Petrolia ; 12¾c Montreal.

TORONTO MARKETS.

TORONTO, Nov. 11, 1892.

HARDWARE.

This is not the time of year when each week reveals some new process that trade has thrown out to interest buyers and sellers. The surface of trade is absolutely bare of any new sign of its inner workings. What was noticed a month ago towers highest in prominence yet. Retailers are furnishing orders quite freely, but still refrain from overstepping the wants of the present moment. No buying ahead to any great extent is reported. The goods are of course pretty much such as were in demand throughout the last month. The trade is just touching the fringe of the winter business. Skates are not in much demand yet, nor are sleigh bells, snow shovels, axes, saws, lumbering implements, etc., but there is some call for such goods. Sorting up business is the mainstay of the leading activity. There are no changes in any line. Cut nails appear to be in diminishing demand by comparison with wire. The small sizes of wire nails are unaccountably falling out of demand. The brass founders are meeting here to arrange some matters relevant to their trade; prices, it is supposed, are the main thing under consideration, as they have been cut below a paying basis. The call for fancy house furnishing goods is beginning to develop against the Christmas trade. Cutlery is in moderately good request. Trade is in fact quite miscellaneous. Payments are generally voted good. Some comparisons surprisingly favorable to this fall are made between it and the fall of 1891. Money on account is not the hard thing to collect that it was a year ago. Prices also are not so much depressed by over competition. Viewed from all sides, business is satisfactory.

METALS

The metal trade is quiet. The movement has not only been rather slow but the quantities handled have not been large. In pig iron there is no change. Tin has hardened again and shows vigorous life. No movement worthy of comment has taken place in any other metal.

PIG IRON—The business done this week has been of small proportions. Some consumers are evidently getting down to the bottom of their stock of raw material, and buying is likely to be a market feature in the near future. The prices of United States irons are growing in firmness, and the market is in a much better position than it was this time last year, and buyers may be expected to act differently, that is, they are not likely to defer ordering so long as the prospects indicate there is nothing to gain by it. United States irons are the only ones now receiving any considerable attention here. We subjoin the prices of Rogers, Brown & Co., Buffalo, who quote on a cash basis f. o. b. cars in bond Toronto :—1 X Foundry Strong Coke Iron Lake Superior ore $16.20 ; 2 X Foundry Strong Coke Iron Lake Superior ore, $15.70; 2 Foundry Strong Coke Iron Lake Superior ore, $14.70; Jackson County Silvery 1, $18.25 ; Jackson County Silvery 2, $17.75 ; Lake Superior charcoal, $18.20; Tennessee Charcoal $17.70 ; Southern Soft 1, $14.60 ; Southern Soft 2, $14.10.

Rogers, Brown & Co., Buffalo, N. Y., report the Toronto pig iron market as follows: Foundries throughout Canada appear to be busy. They are keeping well up with their average consumption, and will undoubtedly require increased quantities of American iron through the winter. We quote for cash f.o.b. cars, Toronto, in bond : IX Fonndry Strong Coke Iron, Lake Superior ore, $16.20 ; 2 X Foundry Strong Coke Iron Lake Superior ore, $15.70 ; 2 Foundry Strong Coke Iron Lake Superior ore, $15.20 ; Jacks on County Silvery 1, $18.25 ; Jacks on County Silvery 2, $17.75 ; Lake Superior Charcoal, $18 20 ; Tennessee Charcoal, $17.70 ; Southern Soft 1, $14.60 ; Southern Soft 2, $14.10.

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FINISHED IRON AND STEEL—Bar iron is in fair demand at 2c., cast steel is selling at 10 to 25c., N.S. open hearth is 2¼ to 4c.

ANTIMONY—The demand is limited. Prices are unchanged at 13¼c. for Cookson's and 12¾c. for other brands.

CANADA PLATES—Are still selling quite freely at from $2.65 for dull to $2.80 for bright.

COPPER.—Nothing to excite the market has happened since last week. Casting copper is 13c., and Lake ingots are 13½c.

GALVANIZED IRON.—The demand is of considerable volume at unchanged prices, 5¼c. being the starting point.

INGOT TIN.—The market has taken another turn and gone up, but the advance is confined to outside markets and probably to speculating circles. It has gone up in New York from 20.65c. to 20.90c. On spot it quotes at 22½c. for Straits, and 23c. for L. & F.

LEAD.—The dull state of the market continues to be its leading characteristic. The price is 3¼c.

ZINC—The quotation for spelter is steady at from 5c. Sheets are firmer and in demand at 6¼c. in casks, and 6½c. in broken lots.

TIN PLATES—The trade continues insignificant. Prices stand at $3.65 for cokes and $4.25 for I. C. charcoals, with $1 additional for each cross.

PAINTS, OILS AND COLORS.

An advance in turpentine is looked for, now that the United States elections are over. The market is already reported firmer in the South. The eastern Association, that at Montreal, has advanced prices 3ct's., so that the probabilities are stronger on the side of

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Thos. Davidson & Co., Montreal.

MARKETS—Continued

a rise than on that of a fall. Linseed oil has advanced in England, and a higher quotation appears reasonably probable here, though no change has been made yet White lead continues to be quoted from a basis below cost, and a spirited trade is being done. In paints there is no change. White lead is 4½c. for prompt shipment, and 4¾ to 5c. for future delivery. The quotations on raw linseed oil are continued still as follows : 1 to 3 barrel lots, 57½c. delivered ; 4 to 9 barrel lots, 56½c. delivered ; 15 barrel lots and over, 51½c. f.o.b. at point of shipment. Three cents added to these prices gives the quotation for boiled in the respective lots. Turpentine is 50c. in 1 to 3 barrel lots and 60c. in broken packages.

PETROLEUM

Prices are steady at 14 to 14½c. for Canadian refined. Business is generally reported active.

The Petrolia Advertiser reports : Petrolia crude $1.27 per barrel; Oil Springs crude $1.28 per barrel. The crude oil market still rests on an easy basis, but there has been no further quotable change, prices remaining both in crude and refined. Operations in our North West oil field here during the past month have been very active and great interest is still centered on the old Holmes and Rosenburg farms and notwithstanding the uncertain outlook for an extension of the field, there are plenty who are sanguine in the belief that there are big gushers to the west and north-west of present developments and a good many are risking their good dollars to verify their theoretical assumptions.

OLD MATERIAL.

Trade is moderately good and prices steady at unchanged quotations. No. 1 heavy cast scrap 65 to 70c. per 100 ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c; light scrap brass 5½c. ; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c. ; scrap rubber, 2¼ to 2½c. ; country mixed rags, 80 to 85c. per 100 lbs ; clean dry bones, 50 to 60c. per 100 lbs. ; plough shares, 60 to 65c ; burnt cast scrap, 15 to 20c. ; railroad iron, 65 to 75c. ; malleable scrap, 25c.

HIDES, SKINS, WOOL, TALLOW.

HIDES.—No. 1 green cows' are still quoted at 4½c. Cured are moving out at 5c. in car lots.

SKINS—Sheepskins are 80c. Calfskins are quiet at 5 to 7c.

WOOL—Combing fleeces are 17c., clothing fleeces 19 to 20c. The market is very dull. In pulled wool prices remain at 22c. for super and 26c. for extra.

TALLOW—Is quiet at 5¼c. for rendered and 2c. for rough.

AMERICAN METAL MARKET.

NEW YORK, Oct. 21, 1892.

Latest advices from the leading manufacing centres, along with information imparted by local agents and dealers, indicate a somewhat quiet condition of affairs in those branches of the iron and steel trade that enjoyed exceptional activity during the greater part of last month. In other words, what there was then in the nature of a "flurry" has given place to ordinary run of operations, since little disposition is manifested on the part of buyers to place orders for next year's delivery. This condition exists in nearly all branches of the trade, and, while the situation favors steady prices all along the line up to the end of the year, there is not a little uncertainty when it comes to business involving deliveries further ahead. In fact, competition for orders for various heavy forms manufactured steel and iron for 1893 delivery is at this time keen enough to attract more than passing notice.

Pittsburgh reports note rather firmer tone on Bessemer pig iron. On the other hand, some brands of Southern foundry pig are offered at a sight concession from the highest prices that have been asked during the past ten days, or two weeks. Further than this there is nothing new to note on pig iron. The standard Northern brands are moving out very fairly in routine way and realize former prices, there being burdensome accumulation on furnace-banks, while inroads are being gradually made upon the unsold stock lying at tidewater.

There is no change whatever in the situation in the steel rail trade. The combine price for heavy sections remains at $30 f.o.b. mill.

COPPER—No change in the market for copper is perceptible. Only small purchases have been made during the past few days, inquiries have reflected no greater or more urgent needs, and sellers' movements are without sign of any change in their position. Lake Superior ingot is quoted at 11¾c., electrotype at 11c. and common casting at 10½ to 10¾c. In the London market merchant bars quoted at £45 10s. for prompt and £46 for future delivery.

TIN—Pig tin speculation has been almost at a standstill, and purchases for jobbing and consumptive account appear to have fallen off also. However, in response to the whip cracked by the London magnates, prices have been carried up a fraction, moving from 20.60c. to 20¾c. net cash for round lots during the past few days. London quotations were £94 15s. for prompt and £95 2s. 6d. for future delivery.

LEAD—Pig lead has shown no further weakening, but the demand is slow and the market without substantial element of support. For round lots, early delivery, $3.90 is quoted.

SPELTER—Has undergone no change. The business passing is moderate, the demand drags wearily and prices are barely at $4.40 to $4.45 for prime Western.

TIN PLATE—Although hardly as brisk as during the early part of the week business in tin plate has been fair, and prices remain quite firm for both prompt and future delivery.

BRITISH METAL MARKET.

A. G. Kidston & Co., Glasgow, report :

The general tone of business is still very depressed, and, as is usual in times like these, competition has driven profits towards the vanishing point. The present condition of affairs has been largely brought about by over-trading, and until the financial atmosphere has become clearer, and confidence thereby restored, we cannot see how any real improvement can be expected.

PIG IRON—The market has continued quiet and flat, transactions being almost exclusively confined to Scotch iron. The stock of this still continues to be reduced, but in Cleveland and Hematite iron the depletion has been arrested—last week's returns showing an increase. The official returns of stock are as follows :—Scotch, 362,083 tons ; Cleveland, 12,593 tons ; and Hematite, 37,096 tons ; and settlement prices are 41s. 1½d., 37s. 7½d., and 47s. 6d. respectively.

MANUFACTURED IRON.—The volume of business offering in bar, hoop and sheet iron is not such as to tax makers' capability to supply. The English quarterly meetings were quiet. Official prices remain steady, and this principally because under present conditions makers cannot contemplate further reductions, though for bona fide business some concession can usually be looked for.

STEEL.—The steel industry continues without any sign of improvement. Makers are finding great difficulty in keeping their mills running as, notwithstanding the very low level of prices, orders of sufficient importance cannot be obtained. One or two shipbuilding contracts have recently been made, but the producing power of the steel works demands a large consumption.

COPPER.—The publication of statistics for the first half of October, showing an excess of deliveries over supplies to the extent of 1772 tons, had a strengthening influence upon the market ; and prices, though irregular, had an upward tendency. As we write, there is somewhat of a reaction from last week's quotations, and current transactions can be effected on lower levels. To-day's official quotations are £45 12s. 6d. cash, and £46 2s. 6d. at three months forward.

TIN.—Values continue fairly steady, cash parcels being about £94 12s. 6d., and sales at three month's date £95 2s. 6d. English Ingots are being quoted at £98 to £98 5s., less usual discount. During the past week a considerable quantity of metal has changed hands, but selling has been more of a speculative nature than for consumptive purposes and tendency is at the moment downward.

TIN PLATES.—Current quotations are as low, if not lower, than have ever been touched and business at present figures must be unprofitable to makers. Several works are closed, and the consequent curtailment of production should advance values, or at least prevent any further break in prices.

LEAD.—Remains without much change. Spanish is quoted £10 12s. 6d., and English at £10 15s., less usual discount, f.o.b. shipping port.

SPELTER.—Is without variation. Ordinary brands are quoted at £19 to £19 2s. 6d. ; Special at £19 5s. to £19 10s. ; while the V. M. brand can command £20 12s. 7d., f.o.b. Antwerp.

ZINC.—Is steady at £22 for ordinary Silesian brands, and £22 7s. 6d. for V.M. quality.

QUICKSILVER.—Maintains its value, and is being sold at £6 10s. per 75-lb bottle.

The council of the Hamilton Board of Trade met the other day, and recommended the Postal Committee of the Board to investigate the matter of the registration of letters. The Montreal Board of Trade is agitating for the adoption of the English system of registration, whereby letters or parcels can be registered and at the same time secured, whereas under the Canadian system no security is afforded, the only use of registration being to trace a letter if it is lost. The two cent rate for city letters will also be taken up, and it is to be hoped that a change will be made in this direction at an early date.

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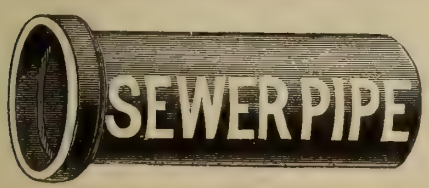
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Pocket Cutlery

TRADE  MARK.

(TREE BRAND)
FOR SALE BY LEADING WHOLESALE HOUSES.

Canada Iron Furnace Co., Ltd.

Manufacturers of
CHARCOAL PIG IRON
MONTREAL.

BRAND **"C. I. F."** THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

TO CARRIAGE HARDWAREMEN



The season for Horse Shoe Vises is at hand. It will pay you to get samples now.

A. B. JARDINE & CO.,
HESPELER, ONT.

SURPLUSAGE AND COMMERCIAL COMPETITION.

Surplusage covers a multitude of business sins, and is really the culprit in many of its misdemeanors. Production when not in normal response to demand has either to be put on shelf or sold at a demoralizing price. In this age, when by the aid of mechanical appliances production is multiplied at a more rapid rate than babies or wages,surplusage is not only a consequence but a cause of homicidal competition. To meet this evil, the producer, in certain lines, allies himself with his contemporaries in a compact of restriction of output by which the evil of making more harness than horses is obviated. This combination is in logical sequence to existing conditions, and is no more out of place than a ligature on a varicose vein. The rapidity of production is, however, not altogether counteracted by a padlock on a factory gate or the blowing out of a furnace. The margin for business diplomacy is too broad to be fenced in; tact, cheapness and adroit methods of pushing sales have always both temptation and opportunity for the shrewd manufacturer to push production to its final breath. The less successful but equally energetic producer is left where the tail of a cat is generally suspended. The one and only outlet of escape is in finding new markets. If not at home, then they must be made or found with other countries. Here, as the rest of the world is supposably poorer than ourselves, the law of cheapness is the arbiter of success, but changing the liquid from one bottle to another makes no alteration in the medicine; but so long as home values are temporarily stimulated by excessive profits, enough of oil is left in the cog wheels to keep the machine of foreign trade from rust and fracture.

This, however, cannot be perpetual, other things being equal. The causes leading to a surplusage of product will eventually be as operative elsewhere as with ourselves, and then the struggle of competition will have its Waterloo. The dumpage of surplusage anywhere is as much a matter of consent as of enterprise. If equivalent to its selling value it will have a fair fighting chance in the markets of the world, and what is known as foreign trade be much more vital to national prosperity than at present estimated. Even in these improved and widening conditions of commercial enterprise, the vice of excessive production, if prearranged, will as ever be more or less disastrous to the producer and demoralizing in markets. The haste to be rich, the amiable ambition to make a bankrupt of a competitor and the fierce race horse speed of modern energy, or folly, as it ought to be named, are among the various causes that make a surplus of products not only possible, but a continuous disorganizer of prudent and legitimate business. As before said, no legislation or compulsion can regulate output; that crack in the wall can never be closed, but it is possible to remedy some of the evils that are compelling cutthroat competition by having a little less cupidity, more contentment and a revival of conscience in the average producer. When the purchasing power is equal to the living values of production, the suicide of underselling will be less likely to trouble the commercial world, but making more than we can sell without sacrifice now and then and forever will be an economic crime.—Age of Steel.

PUSH AND PLUCK.

The successful merchant to-day must be intelligent, energetic, and push himself and his wares to the front. The business world is now filled with active, alert and progressive workers. Onward and upward is their motto. The world seems to have grown tired of old things, old ideas and old ways. The pulse of trade has been quickened by the progress of science in utilizing steam and electric force, and now wants new ideas and new things. The merchant who cannot keep pace with the times is succeeded by those who can. No matter what the business is, it requires push. Push rightly and intelligently directed accomplishes more than talent or money. Those possessing this irrepressible energy, or whatever else it may be termed, find that the greater the effort made the easier of accomplishment plans become. Constant push to do a certain thing increases the will power and suggests through continued thought new ways and means of doing it. The better matured plans are, the easier their fulfillment. The man who says, "I will do so and so," and is noted for his push and pluck, impresses those around him with the idea that he will do what he says, and that is half the battle gained. Keep up the stroke and you will not only succeed, but have others rely upon you.

What push can accomplish was told to the writer by an old Philadelphia merchant some years ago. He said that when he stepped ashore from a foreign vessel on the wharf at Philadelphia he was told by the captain that to succeed in this country he must have a "motto." He said he did not know what a motto meant. It was explained to him and he started out to find work. As he walked along he saw the sign "Push" on a door. Well, he said, that is a good motto, and pushed and walked into an office for real estate conveyances. He was asked what he wanted. He replied, "Work; the sign 'push' on your door is my motto, and I want work." The agent after talking to him a few minutes was pleased with the boy and his motto and hired him. Success followed. He made a fortune and attributes it to push and pluck. How many merchants can say the same thing?—Ex.

Two hundred and fifty tons of putty, fourteen acres of glass, 400,000 linear feet in the frame, and 670,000 pounds of iron to frame the glass, are some of the materials used in roofing the World's Fair buildings.

The Curtis Regulator Co., formerly of 63 Beverley street, Boston, have removed to 29 to 33 Haverhill street, in the same city, where they have erected a large building of five storeys and basement. They are high class machinery workers, and cater for patent articles and specialties in the hardware line.

At the last meeting of the Montreal Chambre de Commerce the secretary announced that the Quebec Government had not replied to their petition asking that the collection of the new taxes be postponed until the merchants of Montreal had an opportunity of showing the injustice and illegality of the law.



WANT OF PERSPICUITY.

PARSHLEY (who has lunched at the same restaurant with GAYJER without seeing him) —Some infernal rascal stole my hat in there, just now!

GAYJER.—That's funny! I lost mine there, too! (And they part, resolving never to visit the place again.)



THERE HAVE BEEN MADE AND SOLD MORE

"PERFECTION" STOVES AND RANGES

IN 1892

THAN IN ANY YEAR BEFORE.

WE HAVE STILL A WELL ASSORTED STOCK AND CAN SHIP PROMPTLY.

TRY US WITH A LETTER OR TELEGRAM ORDER.

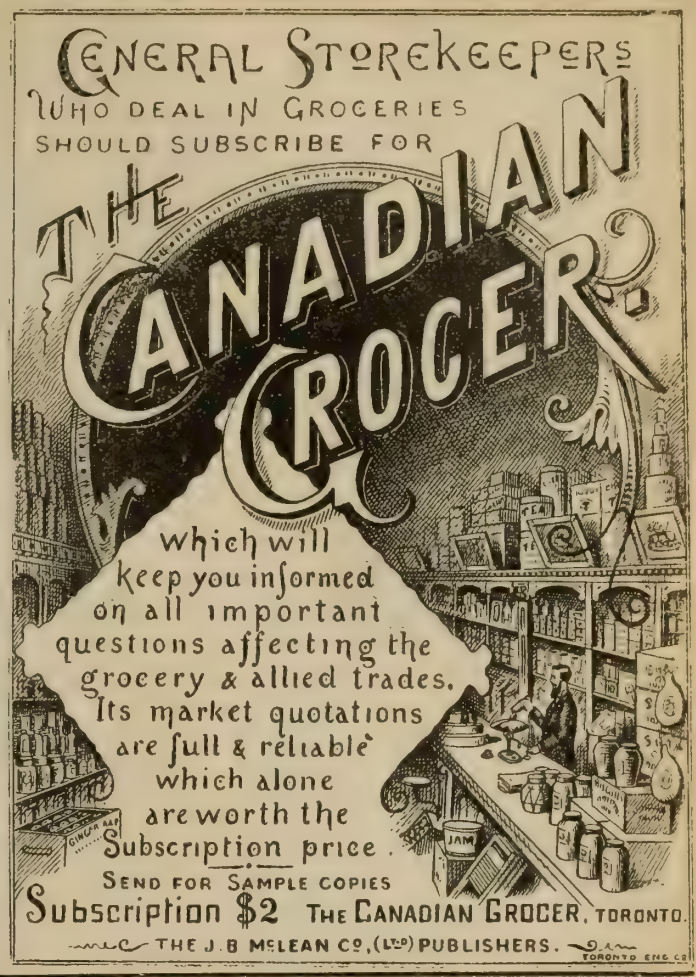
"Perfection" Stoves and Ranges

Are unequalled in cooking and baking qualities and prices are right.

MANUFACTURED BY

THE JAMES SMART MFG. CO., Ltd

BROCKVILLE, ONTARIO.



We solicit enquiries for quotations on the following goods for immediate or fall shipment :

Large Brass and Copper Preserving Kettles, American Hudson and Little Star Apple Parers, Peach Parers, Fruit Presses, Meat Cutters, Sausage Stuffers, Cow Ties, Rope Halters, etc.

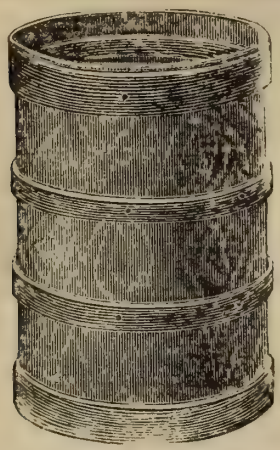
M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN, 164 Fenchurch St., London, E. C.

NAIL KEGS.

There is probably no single line of goods handled by the hardware trade of more importance in its own way to the dealer than nails, and yet there is hardly any line in which there has been so little improvement at any time as in the package which holds the



nails. At long intervals spasmodic efforts have been made to produce an improved nail keg, but in some instances the intended improvement has failed to meet the expectations of the makers, and in others the increased cost has been the main cause of failure. During the present year what is called "The Magee Patent Keg" has been put on the market, and it was readily adopted by the largest nail manufacturers in Ontario, Quebec and the Lower Provinces, the demand increasing so rapidly that the makers were unable to cope with it until their capacity for output was greatly extended. While the cost is no higher than the old style keg, the new one is practically a perfect shipping and store package. The drum or body is made in one single piece, with an interlining of stiff straw board held in place by four inside hoops, which stiffen and strengthen the body. The head and bottom drop on to the inner end hoops, doing away with the necessity of loosening and tightening the outer end hoops to put in or take out heads. There are no staves to get loose, and no falling out of the heads in handling or shipment; and, combined with lightness in weight, it makes an exceedingly neat, strong and useful store package for almost any purpose after it has served its original intention.

NEW GOODS FOR THE FALL.

In early days the average lady was satisfied to sit and exchange odds and ends of gossip with her neighbors over a cup of tea brewed in the old fashioned teapot in the old fashioned way, but the society woman of this day could not possibly rest easy with such an unostentatious way of enjoying her favorite beverage.

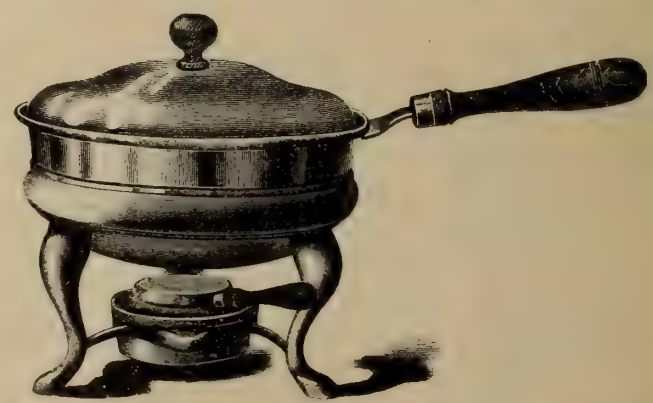
Instead of the hostess having to arrange her dining room table and her guests to sit around in the old time manner, she now has her five o'clock tea arranged upon a light stand or table in her sitting or reception room, as the case may be. She applies a match to the small alcohol lamp, in a few moments the tea is ready, and they sit, sip and gossip to their heart's content. The five o'clock tea, while new in this country, has been in vogue in the fashionable circles of Europe for some years past. Lately it has become the fad in this country, and has been working more and more into favor, being this year beyond question more popular than ever. Some of the most beautiful shapes in metal, copper, brass and iron are selected in the manufacture of the delicate and dainty designs in these kettles and the standards upon which they are placed for heating. The manufacturers of these goods are continually racking their brains to discover something novel that will prove attractive to their patrons.

Among the most chaste and beautiful articles of this description of which we have had the pleasure of



inspecting are those made by the Eustis Manufacturing Company, of Bayonne, N. J., a fair representation of which is presented in one of their patterns, known as the Eclipse.

These elegant five o'clocks are made in four styles, two of which are the shape shown. One of these is an all brass kettle, suspended to a very ornamental holder of the same metal



and heated with a spirit lamp of similar material; the other is a copper kettle and lamp with a Berlin iron stand. The other varieties are made in a beautiful urn shape of brass and copper, respectively. All are very highly polished, which as a matter of course adds to their otherwise attractive appearance.

Dame Fashion has smiled upon the chafing dish of late years, and in order to please her fancy we see many elegant designs in these goods. The illustration on this page gives a most excellent idea of the latest patterns in such goods, made by the company to which we have already referred. The chief claim for these dishes is that they are fitted with steam jackets, thus preventing the very objectionable feature seen in others, the burning of the contents of the dish because of the close contact with the heating medium.

Another very pretty idea is the individual scallop dish, intended, as its name indicates, for the serving of in-



dividual dishes. It consists of a very delicate porcelain dish, enclosed in a nickel plated holder, which is not only useful, but proves a very ornamental addition to the table.

THE PUTTER-OFF.

One type to be met with frequently on the high road of commercial life, and always easy to recognise, is the "putter-off." In dress he is usually shabby, and not altogether clean in person, as if he had left the completion of his toilet till the following day. His nails are untrimmed and in mourning. A week's wear has soiled the purity of his linen, and the edges of his collar and his cuffs are so frayed that careless observers might conclude they were trimmed with lace. In conversation, strange to say, he is bright, almost brilliant, and until you have attempted to do business with him, you will labor under the delusion that his untidiness is an idiosyncrasy of his genius, and that he is a man of deeds, as well as of words. But your first transaction with him will shrivel up your dream as effectually as a red hot poker will shrivel up a spider. With him Dr. Young's famous maxim about procrastination being the thief of time is at a discount, and so far as any practical purpose is concerned, his invariable motto is a revised edition of the saying, "Never do to-day what you can put off till to-morrow." He promises readily, but though he talks

very big, he sings very small. You come at length to regard his promise much in the same light as your servant regards your household crockery—it was made to be broken, and broken it is accordingly.

Longfellow has said that our unfinished tasks wait like mendicants at our gate. The "putter-off" is partial to beggars of this description. Were each and all of them of human flesh and blood they would overstock every asylum for the destitute in the colony, and fill the empty gaol at Glen Innes to boot. The satisfaction of being abreast of his work he has never felt, and, for the matter of that, does not wish to. His office table is always buried under an avalanche of unanswered letters, unchecked accounts, and unsorted documents of every kind. A place for everything and nothing in its place, is his idea of order. Correspondents have to write twice or thrice before he replies, and then he never answers their communication fully. And as to paying accounts on the due date, that is an act he is never guilty of. He is either "out of town" on his pay-day, or has mislaid the statement, has not had time to check the account, or will post the cheque in a day or two. Offer him a parcel of goods and he will hum and haw till he drives you over the borderland of patience into justifiable profanity. He never knows his own mind, for the simple reason that he has none.

And so on through life. Shiftless, save in framing excuses for delay; dilatory, except in finding nothing to do; lazy, yet with an infinite capacity for the severest of all toil, being idle—the "putter off" drifts onward, aimless, effortless, almost brainless, giving endless trouble and annoyance to those whose path he blocks and time he wastes. He never by any chance puts in eight consecutive hours' solid work, yet strangely enough his favorite remark is, "I'll attend to it when I've time." The words flow from his lips as naturally as water from a spring. And when the death angel happens along and serves him with the summons we must all obey, the "putter off" will probably reply: "Oh! I am not quite ready for you yet; will you kindly call again when you are passing?" But putting off will for once be impossible, and the world will be the richer for his loss.—The Sydney Storekeeper.

HOW DUST GETS IN.

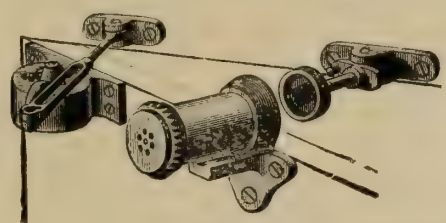
Before attempting to keep dust out, we should consider how it gets in, and then the accomplishment of the task suggests itself. The explanation may seem somewhat scientific, but it is very easily comprehended.

When the air around us becomes condensed—shrinks into a smaller volume it becomes heavier, puts greater pressure on the surface of the mercury, and makes it ascend in the tube; then the mercury is said to rise. When the air expands—swells into a larger volume—it becomes lighter, the pressure on the mercury is less, the mercury sinks in the tube, and the barometer is said to fall. Therefore every change of height of the quicksilver which we observe is a sign and measure of a change in the volume of air around us. Further, this change in volume tells no less upon the air inside our cases and cupboards. When the barometer falls, the air around expands into a larger volume, and the air inside the cupboard also expands and forces itself out at every minute crevice. When the barometer rises again, the air inside the cupboard, as well as outside, condenses and shrinks, and air is forced back into the cupboard to equalize the pressure; and, along with the air, in goes the dust. The smaller the crevice the stronger the jet of air, the farther goes the dirt. Witness the dirt tracks so often seen in imperfectly framed engravings or photographs.—Northwestern Builder and Decorator.

The following is a description, furnished by the Treasury Department at Washington, of a new counterfeit five dollar United States silver certificate put in circulation on October 11th: It has the new back, and is of the series 1891; check letter C; Rosecrans, Register; Nebeker, Treasurer. The paper is fair, and is an imitation of the new distinctive distributed fibre paper used by the Government, the fibre being imitated in blue and pink ink by the use of a pen. The face of the note bears a light impression, which gives the numbering (though good) a heavy appearance. The portrait of General Grant is poor, the nose being broad and flat. The lettering, with few exceptions, is good, and the small scalloped seal is excellent in workmanship and color. The green on the back of note is very light and has a blue tinge, and the geometric lines are so untrue and indistinct that a little scrutiny reveals the false character of the note. Canadians are cautioned to be on their guard against this certificate.

A SPRING FOR WINTER

Live merchants will make money this season selling the



Eclipse
Door Spring
and Check.

The Cheapest, Most Durable, Simplest, in a word, the

BEST DOOR SPRING AND CHECK

NOW IN THE MARKET.

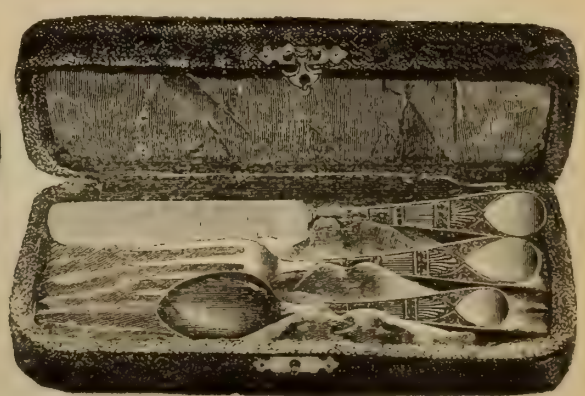
- Write for Prices and all particulars to -

T. A. Morrison & Co.,
118 St. Peter St., MONTREAL.

The Toronto Silver Plate Co.,

Would draw the attention of the trade to their large line of specialties, which are particularly suitable for Christmas Trade.





FACTORIES AND SALESROOMS: 570 KING ST. WEST, TORONTO, CANADA.

E. G. GOODERHAM, Manager. JNO. C. COPP, Sec-Treas.

Business Changes

SALES MADE OR PENDING.

J. A. Palmer, hardware merchant, Gladstone, Man., has sold out to R. Wellwood & Co.

William Lindsay, hardware merchant, Woodstock, N B., has sold out.

REMOVALS AND DEATHS.

Joseph E. Robitaille, general merchant, Etchemin, Que., is dead.

J. J. Roy, dealer in tinware, Petit Rocher, N.B., has removed to Bathurst.

Thomas W. Cochran, of J. F. Cochran & Son, general merchants, Brooklyn, N.S., is dead.

FIRES.

Isaac G. Hitcheson, general merchant, Brighton, N.S., is burnt out. Insured.

Matthew Ruiter, general merchant, Cowansville, Que., is burnt out. Partially insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

Henry McDonald, general merchant, Avondale, N.S., has assigned.

The Toronto Smelting and Refining Works are offering to compromise.

Catharine Eastlake, general store of Highgate, has assigned to J. D. Gillies.

Thomas McKercher, general merchant, Kars, Ont., is offering to compromise.

S. C. Walker, tinsmith, Inglewood, Ont., has assigned to Augustus Sanderson.

Peter W. Maskell, general merchant, Jeddore, N.S., is offering to compromise.

A. Archambault, general merchant, St. Cesaire, Que., has assigned to Kent & Turcotte, Montreal.

W. Godbee, Brown & Co., dealers in rubber furnishings, of Montreal, have assigned at the demand of Perrin, Freres & Co., with liabilities of about $44,000. The principal creditors are: Bank of British North America, $14,500; Perrin Freres & Co., $3,901; Gault Bros. & Co., $2,084; Gale Manufacturing Co., $1,484; Wyld, Grasett & Darling, $1.053; W. Brown, $2,800; Hyslop, Caulfield & Co., $841; Samson, Kennedy & Co., $522; John Macdonald & Co., $697. There are also a number of other creditors in Toronto and England. The assets are about $25,000 in stock.

A MOVE ON THE ENEMY.

Every business man has enemies that he must contend with daily, and his success depends on the result of his effort to win in spite of them. There is the enemy of bad credit. It makes its appearance almost every day in every store in the land, and the question is as to what the merchant will do about it. If he yields to this enemy he is admitting to his business a foe that will sooner or later down him and make him a prisoner to failure. There is the enemy of delay in purchasing goods at the proper time, and this figures in every stock more or less. Careful attention should be given this important matter so that sales will not be lost by not having goods in stock.

There is the enemy of over-stocking, and this is a bad fellow in trade. He eats up profits with avidity and leaves the merchant to care for a pile of goods that are soon out of season and counterworn. How many merchants there are who suffer from this enemy. They do not seem able to withstand the pleas of the salesman to buy, and they allow themselves to be led into the trap, only to suffer later.

There are more enemies of this character, but it is not necessary to name them. The question is what are the merchants going to do about it. There is necessity of a common move on the enemy. There are scattering instances where the enemy has been defeated all along the line, but how few the cases where the dealer is entirely free from the enemy in some of these lines. It is an important matter, and should receive his careful attention. There is danger in letting any of these things get the upper hand in business. The record shows that they wreck more firms in a year than any other cause, and almost more than all other causes.—Ex.

A NEW DEPARTURE.

So great is the variety of goods shown in house furnishing departments at the present day, that in some portions of them one is almost tempted to think that he has wandered into a jewelry store instead, for on every side of him he sees articles that until lately could be obtained in no other establishment. Elegant crumb trays and brushes in polished brass, nickel plate and antique silver, beautiful dish and glass trays, wine coolers, ice tubs, soup tureens, vegetable dishes, cigar stands candlesticks with extinguishers, and numerous other tasteful articles of the kind, all made of the same metals, are exhibited in the greatest profusion in such departments.

Inquiry among the house furnishing buyers of these stores has revealed the fact that for a long time they opposed the introduction of such goods, as they were thought to be entirely foreign to their department. Nevertheless, so great became the demand for them that, in order to hold their regular customers and gain new patrons, they were compelled to add them.

Not only do they prove rapid sellers, but are also attractive that, although not always finding purchasers, they act as first class advertisers for other wares displayed about them. Many manufacturers of and dealers in the articles named have been quick to recognize this fact, and now are using their best efforts to induce the department stores to devote a permanent space to their exhibition.

There seems to be no good and sufficient reason why the example of these leaders should not be followed by smaller dealers, as every indication seems to point to the fact that such a course cannot help but result in profit to all parties interested. As a matter of course, it will not be necessary for these latter to make any very great display, at first gauging their purchases by their trade Having once educated their customers to appreciate this special line, they will very quickly find that numerous additions must necessarily be made to it in order to keep themselves well to the front.—House Furnishing Review.

ART COUNTESS BASE BURNER

WITH AND WITHOUT OVEN ATTACHMENT.



Over 15,000 now in actual use, and our sales this year larger than ever.

This is undoubtedly the most beautiful and perfect working Heater ever manufactured.

EVERY STOVE
A DOUBLE HEATER.

By a patented device, the cold air usually found along the floors or under the base is drawn up through circulating air flues and over the fire, and is then thrown out at the top of Stove into the room, or may be conveyed to any other room by attaching a pipe to the cellar.

FOR SALE BY ALL LEADING DEALERS IN THE DOMINION.

E. & C. GURNEY CO.
TORONTO, ONT.

OFFICES: 100-102 Reade St., New York, U.S.A.



WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11:

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern; so that we have the somewhat singular sight of a combine reducing prices."

THE E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.
MAMMOTH WORKS AT HULL, CANADA.

CUTLERY.

A choice assortment in stock at close prices. See our samples of Cutlery made by Jos. Rodgers & Co., E. M. Dickinson, and other Cutlers, also "African Silver" Spoons and Forks, before placing your Fall orders.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.



Excellent Quality! Reasonable Price!



ADAMS-MARS BEST.

CALVANIZED SHEET IRON. SP

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
Bradley M.L.S.		
I.C., usual sizes	$6 00	$6 25
I.X., "	7 25	7 50
I.X.X., "	8 50	8 75
Raven & P.D. Grades—		
I.C., usual sizes	4 50	4 75
I.X., "	5 50	5 75
I.X.X., "	6 50	6 75
I.XXX., "	8 50	8 75
D.C., 12½ x 17	4 00	4 25
D.X.,	5 00	5 25
D.X.X. "	6 00	6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	4 00	4 25
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 00	8 25
I.X. Terne Tin	10 00	10 25
Old process I.C.		13 00
" " I.X.		16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65,	

Tinned Plates

72x30 up to 24 gauge	6½	6¾
26 "	7	7¼
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "		2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates4-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
16 "	2 35
¾ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright	2 90 3 00
Abercarne		2 90 3 00
Lion		2 75 2 85

Iron Pipe.

Wrought 62½ to 62½ and 5p.c. dis.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾	6
" ¼ " "	5½	5¾
" 5-16 " "	4¾	5
" ⅜ " "	4⅜	4⅝
" 7-16 " "	4¼	4½
" ½ " "	4	4¼
" ⅝ " "		3¾
" ¾ " "	3	1-5
Trace, per doz. pairs	$3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz yards	0 13	0 50
Jack chain, double, per doz yards	0 15	
Jack chain, brass, single, per doz yards	0 20	1 10

Copper—*Ingot.*

English B.S "	0 14	0 14½
Lake Superior	0 13	0 13¼

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22	$0 25
" round & square 1 to 2 in	0 20	0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16	0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17	0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20	0 22
" 35 to 45 " "	0 19	0 20
" 50 lb and above per lb	0 18	0 19

Boiler & T. K Pitts.

Plain Tinned per lb	0 21	
Spun " "	0 25	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 25	0 27
From 20 gauge, up	0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20	0 21
" " 27 to 30 "	0 23	0 25
" " 30 and up	0 26	0 28
Sheets, hard-rolled 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 05½	0 05¾
Domestic "	0 05	0 05½

Zinc Sheet.

5 cwt casks	0 06	0 06½
Part casks	0 06½	0 06½

Lead.

Imported Pig, per lb	0 03½	0 03¾
Domestic "	0 03½	0 03¾
Bar, 1 pound		0 05
Sheets, 2½ lbs, per square ft, by roll	0 04¾	0 05
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04⅞	0 04⅝

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17	0 19
Standard	0 16	0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½	0 14
Other makes "	0 13	0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb		4½ 5
No. 1 Do	"	0 5
No. 2 Do	"	0 4½
No. 3 Do	"	0 4

Prepared Paints.

(In ½, ½ and 1 gallon tins.)

Pure, per gallon	$1 10	
2nd qualities "	0 90	

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre(J.C.) bbls, p.cwt	1 35	1 40
" " (J.F.L.S.) " "		2 75
Venetian Red (R.C.2) " "		1 50
Ven Red, Cookson's "	1 80	1 90
English Oxides per cwt		3 25
American " " "		2 25
Canadian " " "		1 75
Paris Green, per lb	0 13	0 15
Burnt Sienna, per lb		0 08½
Burnt Umber "		0 05
do pure		0 08
Drop Black "		0 09
Chrome Yellows "		0 12
" " Lemon pure, 8 lb. tins, per lb		0 19
Chrome Greens "		0 12
Golden Ochre		0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 65
Extra "		1 00
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 90
No. 1 Carriage "		1 50
Gold Size Japan "		1 40
Pure Orange Shellac "		2 00
Hard Oil Finish "		1 50

Linseed Oil (in bbls)

Raw, per gal	0 56½	0 57½
Boiled "	0 59½	0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 50

Castor Oil.

Best, per lb	0 07½	0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 11	0 13
Cabinet makers	0 17	0 18
White	0 16	0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, on shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 50
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 80
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross.....
" Sewing, " .... } 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

No. 1, leather, discount 45 to 50 and per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Bockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 8 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 80 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
United inches				
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 56		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.

1st break	$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.

1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb . 0 25 0 3

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils. Turpentine, etc Prices Low Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 10 to 60 & 10 & 7½

Horse Shoes,

Per keg 3 65

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.

Bronze, Berlin, per doz ..	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava "	8 75	10 00
Shutter, porcelain, F & L screw, per gross	$1 30	4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass "	4 00	4 50
All glass, "	1 20	1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp't'rs', hickory "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon	3 38 4 00
Diamond.....	12 00 15 00

Oil.

Canada Refined Oil (Toronto)	14	15
Carbon Safety "	0 17	0 18
Canada W.W. "	0 20	0 22
American W.W. "	....	0 25
S. R Seal .....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, "	40	1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz.....	55	1 00
Axle.	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set....	....	72
" hollow, per inch	....	1 00

Putty

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot....	3	3½
Sliding Door, "	3¼	3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	9¼ 9¾	11 11½
¼, 5-16, ⅜ in.....	10 10¼	11½ 11¾
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	0 70	0 75
" N P. "	1 00	1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each....	1 75	2 75
" frames only		75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz	2 10	4 50
Foot, "	40	3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.

Bench, wood, per doz....	3 25	4 00
Bench iron per doz.....	4 25	5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned,	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, "	1 80	2 25

Snaps

Harness, German, p. gro.	1 65	5 50
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Soap

Sapolia ½ gross boxes.....	3 25
" ¼ and ⅛ gross boxes per gross net cash	12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Snaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00
Dessert " ..... "	21 00	.....
Table " ..... "	30 00	30 00
Dessert Forks.... "	24 00	.....
Medium " .... "	27 00	.....
Table " ... "	36 00	.....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb	4½ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.	

Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans per doz	1 75
No 1, Stove Paste, per gross	9 00
" 2, " " " "	4 80

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		9 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 25 2 50

Tinner's Shears and Snips

P.S. & W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz.....	0 35	1 50
Rat "	2 00	4 50

Trowels.

Disston's, discount 10 p.c.

German, per doz.....	4 75	9 00
Brade's "	00	10 50

S. & D., discount 35 p.c.

Triers.

Butter, per doz.. ..... 6 25 9

Twines.

Bag, per lb.....	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap.....	.....	0 11½
" Crown.....	.....	0 10½
" Silver Composite		0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50½
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	4½ 4¾
" 4 " 4 & 6 " "	
" Plain twist, 2&3 wires	
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.... 0 04½
Ditto Glidden 2 point	.... 0 04½
Galvanized Barb, "Lyman," 2 to 4 points.....	..... 0 04½
Steel staples	0 04½ 0 04½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.		
Agricultural, 70 to 70 and 5 p.c.		
Standard, dis. 60, 60 & 10 p.c.		
Coe's Gen'ne, dis. 30 to 32½ p. c.		
Diamond, dis. 33⅓, 35 p. c.		
Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

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REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS.

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Finest Quality Electro-Plated Ware.

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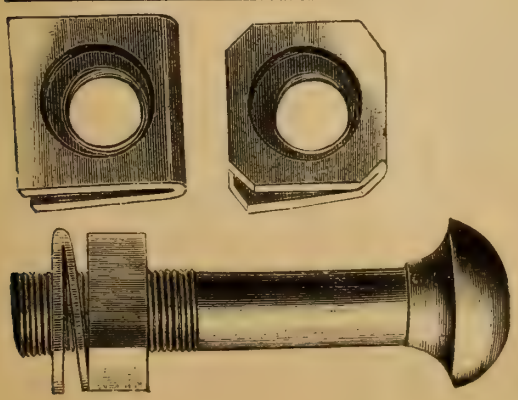
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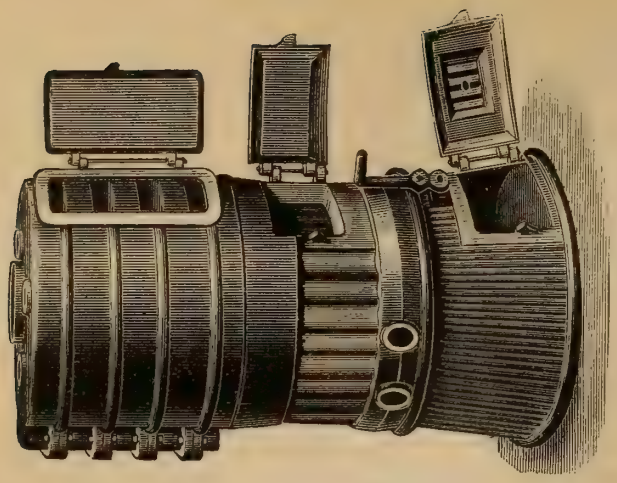
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BEATS THE WORLD.

Powerful Heater,
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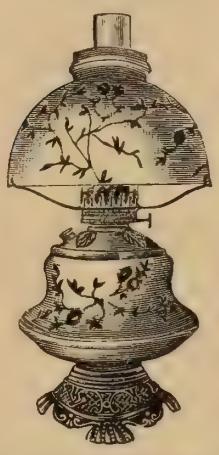
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ALL KINDS ALL SIZES

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You can retail them away below regular prices and still have

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ONLY RUBBER FACTORY IN ONTARIO.

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OF TORONTO, LTD.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalled Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during this season.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

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59 and 61 Front St. West, - - TORONTO.

PURITAN COOKERS

AND OTHER HIGH GRADE KITCHEN UTENSILS
CONSISTING OF



Puritan Coffee Pots,
Puritan Baking Dishes,
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All goods are manufactured from the best material and workmanship and are therefor strong and durable, possessing a superior finish and handsome appearance. No kitchen should be without them.

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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. IV. TORONTO, NOVEMBER 19, 1892. No. 47.

New York Aluminum Bearing Metal Co.

NEW YORK OFFICE, N. E. Cor. Washington and Cortlandt Sts. CHICAGO OFFICE, 12 Pacific Avenue.
MONTREAL OFFICE, H. McLaren & Co., Agents.

MANUFACTURERS OF

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"Genuine Babbit," - -	Price	30c.	per	lb.	f.o.b. New York
"Champion Metal," - -		25c.	"	"	" "
"Aluminum Bearing Metal,"		18c.	"	"	" "
"Big 4 Babbitt," - -		14c.	"	"	" "
"Pyramid Metal," - -		10c.	"	"	" "
"Mystic Metal," - - -		8c.	"	"	" "

CLOSE FIGURES MADE ON LARGE ORDERS OR CONTRACTS.

Our metals are superior to any like Babbitt Metals in the market. We Solicit Your Orders.

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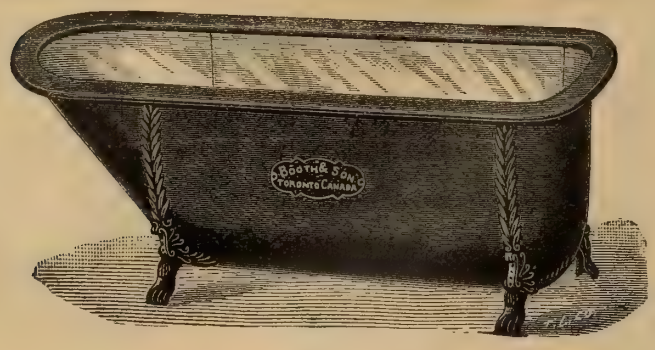
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FINE
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IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

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PATENT ONYX STEEL WARE

Onyx Enameled Steel Ware.

Something entirely new!

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PREVENTS AND CURES Distemper, Pink Eye, RUNNING AT THE NOSE

IT KEEPS HORSES HEALTHY AND THE BARN SWEET AS A ROSE



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SAW YOUR
ADVERTISEMENT
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Users are rapidly learning that it pays to buy Shovels, etc., that can be so readily rehandled.

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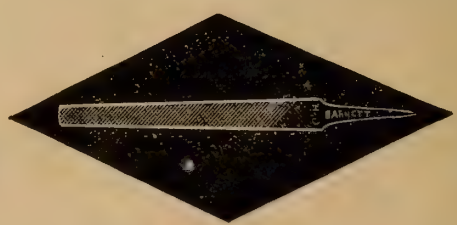
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DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

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ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, NOVEMBER 19, 1892 No. 47

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

A Canadian, a Mr. Blackburn of Montreal, is said to have penetrated the mystery, so jealously guarded by the German Government, of the dark chocolate smokeless gunpowder, and to have discovered also the composition of the white or grey melinite powder which has been kept a secret in the French war office. He has been in communication with the United States war department with the object of selling his discoveries to the Government of that country, but the negotiations have not resulted in anything. Mr. Blackburn will not surrender his formulas to be tested until he has his price, and the war department will not pay for them until it has satisfied itself of their value. He would submit samples but would not part with the formulas till he had the money down. He says the plant now required for the manufacture of ordinary powder could be used for the making of the dark chocolate smokeless powder. He is now in correspondence with the British war office, but as England has a smokeless powder of her own it is unlikely that he will be able to place his discovery at that country's service. He does not talk of manufacturing his powder or selling the right to manufacture it as an article of commerce in this country.

* * *

The last day of this month is fixed as the date for the settlement of an important question which has divided the nail consuming industries for some years. It is the question between cut and wire nails. Twelve of the leading cut nail manufacturers in the United States have issued a challenge to all the wire nail manufacturers, particularly specifying eighteen of the most prominent ones, to submit this question to a test to be made at the United States Arsenal, Watertown, Mass., upon the governmental testing machine, under the supervision and control of the commanding officer of the arsenal. The object of the tests is to ascertain the comparative holding power of the two classes of nails when driven into common building material. Ten cut nails and ten wire nails of equal weight and length are to be pulled in pairs in every size until the list is exhausted. Thirty-eight sizes of cut nails are proposed by the cut nail men, who have selected from the stocks of bright wire nails on the market approximately corresponding sizes, and also have selected barb wire nails in sufficient number to ascertain their comparative merits. Wire nail manufacturers are invited to inspect these selected wire and barb wire nails and substitute others for them if they find any unsatisfactory. The trade will watch with interest the result of this test, which appears to be proposed upon conditions favorable to fairness for both parties. There may be the objection made that the test does not go far enough to settle the relative claims of the two classes of nails. The holding power a few minutes after driving or even a few days after driving, may be no criterion of the holding power through rain and sunshine through cold and heat, through shrinkage and expansion, through long periods of strain, through exposure to the loosening caused by the oxidation of the nail. It appears likely that no test of the sort proposed will satisfactorily dispose of the claims made on the part of the manufacturers of each class. The verdict of use, the effect of practical wear and tear, will be appealed to by the beaten manufacturers, on whichever side they are, and that verdict may reverse the issue of this test

* * *

The trader need seldom be afraid that his system of book-keeping is too exhaustive. Statistics gathered from his own business will always prove useful. How vague is some men's knowledge of the comparative relation of the same month's trade in any two given years they have been in business. It is useful to a man to be able to take an exact survey of the trade he has done in October for several years back. It is stimulating to him, whether favorable or unfavorable to the present state of trade. It bespeaks the keenest interest in his own affairs when he can show how many kegs of nails he sold in any given year. Good book-keeping is a scientific basis for success. If the chemist or botanist failed to note, classify, register comparisons and record generalizations he would never construct a system, though he might be a man of prodigious disjointed knowledge. What use is experience or knowledge if it has not been recorded? It is apt to be too nebulous to serve any useful purpose as a guide to one's own affairs, or a discipline to one's own powers and habits. The methodical man, the man who can this year give fuller particulars of last year's business than he could last year, is the man on the highway to success. Many and many a time does the trader yearn for something to figure on as a basis for some particular transaction, and he has himself to blame because he ignored such matters in the book-keeping of the past year. There is no study forced on traders more persistently than the study of economy. The requirements of economy are introducing important changes in every

line of production and service. The trader has to sell at lower prices than ever before, and has to make money where he could waste ten years ago without any perceptible loss. Full information in one's books as to conditions of trade in former years enables the merchant to regulate his profits with intelligence.

* * *

This ought to be a reasonably good year for Christmas gifts. It is remarkable how the generosity of friends and kindred rises and falls with the state of industry and trade. Wholesale jewelers, wholesale fancy goods dealers, dealers in gift books, etc., say that their books mark the depressions of bad years by unmistakable shrinkages in the volume of the trade in articles intended for presents. Christmas gifts are cut down in bad years ; there are fewer weddings in bad years, and the muster of presents in those that do take place compares unfavorably with those given in good years ; every body's birthday comes in a bad year as well as in a good one, but it is not made so happy an event in the life of the person it comes to. The hardware merchant is more and more interested in the conditions governing the graceful usage of gift-giving among friends, for the hardware merchant is coming more into lines suitable for gifts. Carving sets, house furnishing goods, and many articles suitable for boys are being produced now especially with an eye to the gift trade, and it would be hard to find more beautiful goods than those now open to the hardware trade. This Christmas trade should be a paying one in such goods, but it needs working up in advance.

SALESROOM TOPICS.

The "L & G" Patent Seamless Cereal and Fruit Cookers are being placed on this market by the McClary Mfg. Co. Mr. Kennelly reports the demand for them to be growing rapidly. The ware is of superior quality and appearance, and is cheap. It is made in four sizes, 2, 4, 6, and 8 pint capacity. The Cookers are intended for oatmeal, wheaten grits, rice, custards, fruits, etc. The interior jars are enamelled blue outside and pure white inside, both vessels of seamless wrought iron, outside boilers heavily retinned. Prices will be readily furnished on application.

M. & L. Samuel, Benjamin & Co. already find the demand for the Acme skate reviving for the winter, notwithstanding the open weather. The same firm are prepared to give some good bargains in new and nobby carving sets that are just the thing for the Christmas trade.

Jones' steel snow shovels are being ushered into prominence in preparation for the snowfall.

H. S. Howland, Sons & Co. have in stock the Home Door Check and Spring, which is an unrivalled device for its purpose. It has a remarkable control over the door. The force of the recoil is not allowed to shut the door with the least violence, but arrests it before it comes in contact with the jamb. Then the door is brought to its place completely but softly. The Home Door Check and Spring is a protection from both the class of idiots who leave the door standing open and those who slam it shut. It brings the door shut, gently, irresistibly and swiftly. It is made in four sizes : for light inside and screen doors, for heavy inside and light outside doors, for heavy outside doors, and for extra heavy outside doors. This is the time of year when such an article will sell, and the special claims of the Home Check and Spring cannot fail to impress buyers favorably.

It is reported that a Montreal nail house is putting a large quantity of cut nails in storage here. This action is said to be in consequence of the opening up of the new cut nail works on King St., in this city.

It appears to be a disputed question whether the annealing of wire nails makes them better or worse. So far the innovation has been confined to only one or two manufacturers. The claim that the process imparts tenacity to the nail is not admitted by all makers. On the other hand some hold that annealing softens the nail, and thus makes it likely to bend under driving. Thus the "blue" nail appears to be on its trial.

The Montreal Rolling Mills have now a fully equipped wire mill and are drawing their own wire.

The McClary Mfg. Co. are receiving large repeat orders for the Imperial enamelled ware. This is mottled outside and white inside and is a very nice line. It includes hollow ware as well as the smaller cooking vessels. It is only 10 per cent. higher than ware enamelled white inside and black outside. A fancy brass nickel-plated range kettle is another new article handled by the McClary company. It is a very attractive line and is good value. The same company has just stocked a large line of "marbled" tea pots in assorted colors, that it is prepared to quote at surprisingly low prices. The goods are of German manufacture and certain sellers.

There is some talk of a meeting of the white lead grinders in a few days. Momentous issues are said to turn on the result.

The brass founders appeared to be of one mind at the meeting they held last week at the Queen's Hotel in this city. They could all give one another credit for heroism in competition and agree that they had had a surfeit of it. On many of the beautiful goods made by these manufacturers, the profit had been rasped down to the merest film. There was enough to depress prices in foreign rivalry without the keen internecine competition that was waged. United States goods were very low and would have been freely imported if a liberal profit had been added to the cost of domestic goods. Now there is an association formed which takes in all the leading brass founders of the country. Prices cannot be forced up to an unreasonable point, however, because goods can be brought in from across the border, pay the duty and still be laid down here at what will barely pay the manufacturer of domestic goods.

Nails take runs according to the season. Hence general remarks as to seeming changes in consumption are often wrong. Some time ago it was said that the demand for the small sizes of wire nails had declined and was apparently going out. All that was the matter was that the small sizes had not their innings just then. The wire nail has not been long enough in use for traders to be familiar with the phenomena of consumption, and probably not long enough in use for those phenomena to become regular, so that mistakes are made in regarding off-seasons for particular sizes as signs of losing ground. The small sizes are now in active demand for box making and innumerable other purposes that they were not in request for in the summer. Sizes have their season.

Sisal has gone up to a 10c. basis, and New Zealand to 9½c.

The sale of lead and antimony is increased by the formation of the Stereotype Plate Co. in this city, of which Norman Macrea is president, and Mr. Watson, late of the Central Press Agency is manager.

There has been an advance in boiler tubes in the United States. Boiler plate is a little lower.

The sale of the Queen and the Excelsior snow shovels has already risen to good figures in M.&L.Samuel, Benjamin & Co's. trade this fall. The call for asbestos crocks is reported to have out outrun the supply.

The Kearney & Foot Co's files enlarge their ground more and more every year they are on this market. Retailers repeat orders for them on the strength of the good reports of mechanics who once use them. The Kearney & Foot horse rasp is making very rapid progress in the favor of blacksmiths. M. & L. Samuel, Benjamin & Co. have the sale in this city.

Thomas D. Graham's new cut nail factory, which he has started in the building formerly occupied by the bridge works, on King street west in this city, is now fully equipped with a modern plant and is turning out stock. The excellent quality of the nails manufactured in his works on Pearl St. will stand him in good stead in working up the enlarged connection that his ampler facilities now call for.

The price of clothes wringers is being cut unsparingly. Since the expiration of the patent on the Royal Canadian several firms have begun the manufacture of that wringer. There is a wringer offered as a solid roll wringer, though the roll is said to have a dark heart encased in a white wood. This wringer is blamed for the cutting.

Thomas McDonald & Co. had two carloads of raw material ready for galvanizing at the time of their failure, and the McClary Manufacturing Co., of London, Ont., bought it at a low rate in the dollar. The latter company is now giving its customers the benefit in low prices on galvanized ware.

MONTREAL IRON FOUNDERS MOVING.

A feature in Montreal iron trade circles for some time back has been the steady exodus of large foundries and mills from the centre of the city to the suburbs and outlying districts. The migration has been due to various causes, but the most potent has been the material appreciation in real estate values in the more crowded portion of Montreal, and the lack of any room for extensions. It is notorious that Montreal for its size is one of the most crowded cities on the continent, and the presence of these big iron and other manufacturing concerns right in the heart of the commercial portion is one of the chief causes of this. Several of the big iron founders, however, have came to the decision that it will be profitable as well as convenient for them to move, and they have done or are doing so. In the majority of cases the properties they are vacating are so situated that they can be turned at very little expense into handsome and commodious business blocks, and it is understood that this is to be the use they are to be devoted to in future. By removing, therefore, the old properties will not only return a handsome revenue in the way of rentals, but the firms will also secure what was impossible on their old sites, plenty of vacant ground for extensions to their works necessitated by increased business. Among the firms who have recently decided to rebuild in the suburbs are Wm. Clendenning & Son, and Warden King & Son, both large founders. The properties that will be vacated by both these firms are very valuable, that of the Messrs. Clendenning being situated right on the line of the proposed new boulevard, while the Messrs. King's foundry is on the very busiest portion of Craig street, on all sides of which warehouses and office blocks are going up.

IS IRON ON THE MEND ?

In view of the depression of the iron trade both on this continent and the other side of the Atlantic, a depression that has ruled for a very lengthy period now, some recent statistics regarding the production and consumption of iron during the month of October in the United States are interesting, In spite of the fact that several new furnaces were in blast which produced over 52,000 tons, additional stocks in makers' hands in the States have decreased, in fact the consumption has overtaken the production by 130,000 tons during the month. This is taken as an indication of reviving trade in the iron and steel industry, and is occasioning considerable comment among iron importers and traders generally. If the improvement is lasting, and from the attention that outside speculators in the States are devoting to iron trade conditions as much is assumed, it is felt that there will be a sympathetic reaction across the water, which of course is bound to be interesting to iron importers and traders in Eastern Canada.

If a reaction does set in it is likely to be sharp of its kind, owing to the peculiar statistical position of iron in Great Britain, where stocks as everyone knows are away below the average, the figures given out from Connal's stores on the 5th November being 392,155 tons less than for the corresponding week in 1891.

This remarkable decrease in the stock of manufactured iron held in public stores is the ground on which prophecies are based for an advance in prices, especially as the decrease has been maintained from week to week all through the fall, showing that makers are keeping down production to a minimum. In this connection it may be noted that advices from Britain indicate that several causes are operating in addition to the above toward an improvement. Steam coal has been advanced in price, while Midland pig iron makers have shown a firmer disposition of late. On the whole, some judges seem to think that the worst stages of the prolonged depression in iron have been passed. The course of the market during the coming winter and spring will be interesting, therefore, in view of this.

NEW RAILWAY CHARGES.

A topic for discussion with merchants in every line of business at Montreal at the present time is the proposition of both the big railway companies to levy an extra charge for delivery at all points where the company places the goods direct at the warehouse. Previously it has been understood that this was always provided for in the regular rate for freight charges, but this season it appears the railway companies intend to pursue a different course.

The new proposition is to the effect that the recent advance in freight rates does not include the cartage of goods, neither at the point of shipment nor at that of delivery. The new circulars read that "first, second, third and fourth class freight will be subject to a charge of 1 1-4c. per 100 lbs., and fifth class freight 1c. per 100 lbs., additional for cartage at the stations where that service is performed by the company." This simply means that for goods shipped from Montreal to other points where the company does the cartage—Toronto, for instance—an extra charge of 2 to 2 1-2c. will be imposed according to the class of freight shipped. In a case where the point of delivery is not a cartage station, of course only half the charge will have to be paid. This extra charge will naturally come out of the pockets of the buyer in each case, and therefore it cuts both ways, for although the Montreal merchant will not have to pay on the goods shipped from Montreal, he will have to make up for it on the big lines that he receives himself.

Merchants here hold that as it is simply a device to get an increased rate of freight out of them, it would have been much more advisable to lump the whole thing under the heading of freight. They hold that confusion is sure to arise, as some hot-headed person will insist on the right of carting his own goods, and as this has to be specially provided for according to existing arrangements, hitches and bad feeling are bound to ensue. Some dealers who keep teams of their own say they will insist on doing their own cartage, but it is doubtful if they will find this to their benefit, for the companies no doubt will find methods of making it decidedly inconvenient for the ones who persist in this, such as keeping them waiting a half day for their goods. Others talk of hiring outside carters, but this is not feasible, as it would certainly entail a greater cost in the aggregate than 1 1-4c. per cwt., so that the railway companies have the whip hand all round. In fact the general conclusion seems to be that merchants here will simply have to grin and bear it, for it is noted that though there was talk of bringing it up before the Board of Trade, the matter has been dropped. It will be interesting to see if this will be the case elsewhere.

In conclusion, the railways' claim may be cited also, although it is not credited by everyone. They hold that they have been carting all along at a loss. If this is the case, it has taken them a long time to find it out, for in the case of the Grand Trunk, at least, the old arrangement was in vogue for fifteen years and over. In this connection also it may be interesting to mention that at the time the Shedden Company first commenced to do the carting for the Grand Trunk, that railway company had to fight an expensive lawsuit with the carters of Montreal, who as a body contested their right to say who should have the exclusive privilege of delivering freight. They won their case then on the ground that the cartage was included in the freight charges, and it remains to be seen whether some grumbler might not be disposed to bring up the same point again. Incidental to this it may be stated that Sir Geo. Cartier was the lawyer who won the suit for the railway, and that the fact cost him his election for Montreal East, for it was the carters' vote, combined with other issues, that went a long ay to ensure his defeat.

"As much depends upon knowing when to stop booming a novelty as upon how and how much to boom it in order to reap the largest returns," said a man of experience the other day. He then ventured this opinion : "It takes just three years to reach the proper stopping place. The first year of course the expenses of introducing a novelty properly must greatly overbalance the returns. The second year's profits will only about even up the accounts. The third year the big money is made, and then—in most cases—it's time to cut expenses down to a minimum and be content with what sales are made on the strength of the reputation paid for."—Commercial Enquirer.

OUR LONDON LETTER.

LONDON, Nov. 5, 1892.

TRADE IN SHEFFIELD.

It is rather difficult to convey an accurate idea of the state of trade in this cutlery centre, as business in the cutlery branch varies very considerably; some houses are pretty full of work, but they are invariably those firms which have taken up the higher branches of the trade. Other houses which have been content to do only an inferior class of trade are badly off, and in some cases the owners have closed their works where the receipts are inadequate to cover the current working expenses. The strike at J. Rodgers & Sons is still carried on. The firm say they have no difficulty whatever in getting their work performed by competent hands. As I stated a few weeks ago, the strike originated in the pocket knife department, and the employers say now that they have to-day as many men as they can find work for. A large number of the men now at work are old hands who have returned after varying periods of absence. There is a better home enquiry for files, the foreign demand being but poor. Shipbuilding tools are in weak request. Silversmiths and electro-platers are experiencing the benefit of the approaching Christmas and New Year season. Contrary to what some people seem to think, machine-made scissors are no novelty. One Sheffield maker is busily engaged sending out some thousands of gross made by machinery, and he claims that this type of scissors fully equals, if it does not excel, any other specimen of the old pattern that can be put on the market. They can be made of any pattern and of any sort of steel, from the lowest grade to the very highest. The Germans have been "flying" scissors for some time, but the Sheffield made article is claimed to be very much superior in all respects. As stated above, it is only among makers of special lines that anything like briskness is noticeable. One favorable point is that the steel trade shows signs of improvement—both crucible and Bessemer. For special qualities of crucible steel in use in the best Sheffield trades there is a decided improvement in the demand; while Bessemer steel makers find that their clients are ordering more freely than hitherto, although there has been no change of quotations. Some orders have been placed among the heavy branches for railway materials and plant. The latest intelligence informs me that some good lines for sheep shears have just come in from Australia and New Zealand, while the improvement noted above shows signs of being maintained. Even a slight revival of business will be very welcome to many a harassed manufacturer. Of course, the cycle trade is dull just now, and one passes many retail cycle stores which have a big advertisement outside stating that a sale is proceeding of last season's goods at enormous reductions. Naturally, shrewd people take the "enormous reduction" with the proverbial grain of salt; but the cycle trade is in such an unsettled state—or rather, I should say, the structure of the machines is in a transitory stage—that makers don't care to keep much of a stock over from season to season. The battle of the tires is not yet over. There is considerable excitement as to next season's machines, which are likely to be very different from those of the past season.

LABOR DISPUTES.

Employes engaged in the hardware centres of Birmingham and district have been engaged lately in wages disputes with their operatives. There is a strike among iron plate workers and brazers engaged at several factories; also among the coach spring makers. The time is most inopportune for striking for an increase, or even against a small decrease, of wages, many manufacturers only keeping their works open to prevent their men from being scattered over the country, while the men themselves would find it very difficult to obtain work at other shops on the old terms. We had fifty-four strikes in England last month, and there are 1.25 per cent. more skilled men out of work than there were two months ago.

ASSIGNMENT OF BOOK DEBTS.

Following up what I have been saying in my recent letters to HARDWARE respecting insolvency, long credit, and bad bookkeeping, I may appropriately refer to another matter which may probably interest your many readers. I refer to the assignment of book debts. You will doubtless be aware that lately a practice has sprung up in England, for a tradesman, when he finds himself in difficulties, to assign his book debts to a party willing to advance a certain agreed sum. Now this matter was debated at the recent meeting of the Associated Chambers of Commerce, and a resolution was moved but rejected, stating that the practice of mortgaging book debts constituted a serious danger to legitimate traders, and that all such assignments should be registered with proper government authorities in the same way as a bill of sale is registered. This practice has begun to be so managed as to secure, not a mere temporary loan to tide a man over his difficulties, but a continuous cash advance either by an individual or by a bank. A schedule is attached to the assignment, which is renewed month by month, the new schedule omitting debts which have been paid in the preceding month and adding others which have accrued during the same period. Thus by this means the cash creditor is possessed of a continuous security for sums advanced. Now this is the chief point: This security is quite unknown to the general body of creditors of the assignee, and therefore it happens in trades where long credit is given that when a debtor fails and his accounts are investigated, it is found that he has practically no assets, and that one creditor, by means of this secret assignment, has become possessed of all the book debts. Of course when cases of this sort occur the main body of creditors contend that such an assignment should have been made known to them all in the same way as a bill of sale would have been made known. Book debts, it is held, are as much, and no more, the property of a trader than the goods of which he is visibly possessed, and should therefore be dealt with in a similar way As part of the floating credit of a trader they should not, it is held, be assigned specifically to one creditor without the knowledge of the others.

The Birmingham Jewellers' and Silversmiths' Association adopted this view when the subject was brought before them on a recent occasion, and a bill to embody these views was drafted for the last session of Parliament, but it had to be sacrificed to political exigencies. But a second attempt to place the assignment of book debts on the same footing as bills of sale—i.e., to communicate the fact to all creditors concerned—will undoubtedly be made during the present Parliament; and although there are difficulties in the way, yet they are not insuperable, and an act on proper lines would do away with what is often felt to be an injustice and an unfair advantage of one creditor over another.

THE MAKING OF ANVILS.

Anvils, as a rule, have the face in one piece, which is made of tool cast steel welded to car wheel iron. There is great care used in placing the steel on the iron, so that it will be perfectly true, never come off, or "settle." The face is such as not to throw or bounce the hammer back, a qualification which allows the lighter sort of hammers to be used. The horn is of tough, untempered steel, and *is* made not to break or bend. The face is made so hard in many sorts that a file will not touch it. This is done by the usual chilling process, by which it is well known that steel is capable of being made so hard that it will scratch glass. Some makers construct their anvils entirely of solid steel, which allows of a lightness and convenience of shape not readily found in those with bodies of iron. Such a shape gives a broad surface for hammering, with sharp edges for bending or breaking. The attachment of the vise to the anvil, in that combination, is one of skill, so as to admit of the heavy pounding of material in the jaws of the vise, for which purpose a very secure foundation is necessary. This is sometimes done by a lip projecting over and upon the anvil, with the usual heavy key, and also guides at the bottom of the vise.

Anvils can be made naturally of any reasonable size, the maximum being practically one thousand pounds, and the minimum one-half of a pound. The smaller sizes, say those under ten lbs., which weight gives a face of 2 1-2 x 5 inches, are used by jewellers, amateurs, boys, or those wishing a small, strong and convenient tool. The half-pound anvil costs about a dollar; the ten-pounder $2.25. An anvil of the weight of about twenty-five pounds is used in light work, and this size is a favorite in the household and analogous places, while the one of thirty-five pounds finds its place on the farm. One of fifty pounds is heavy enough for the majority of uses, and such a size costs about $5. The English have a great reputation in anvil making, and their tools find much favor in this country, but of late years the American people have made great progress in this work, and the importation has been much abridged.—Ex.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

"Schultze" Smokeless and American "Dead Shot" Gunpowders

THE BEST OF THEIR KINDS.

Cartridges, Cartridge Cases, Wadding, Shot, etc.

JOTTINGS OF A RETAIL DEALER.

There is enough of business activity all over the hardware district to make one forget that there is anything like elections, and their stirring excitements, and the retail business likewise is better than we anticipated, so that on the whole we have no reason to complain about anything. But as it is the free and unalterable right of every denizen of this great and glorious country to complain about something or other, I must give vent to my views in regard to the poor quality of the nail kegs. Whenever you buy nails, and from whoever you may get them, the kegs seem to be very carelessly made, and you must be happy—happy because you are lucky—if the tops or bottoms of several of them are not broken and part of the contents spilled during the transportation. It is, of course, not to be expected that the rough treatment which the kegs have to undergo under the hands of stevedores, railroad workers and other sensitively inclined persons, tends to improve their condition, but the kegs should be strong at least that they stand transportation.

I once witnessed in a wholesale house how a young clerk, who had occasion to file something on a twine box, opened a dozen-box of files, coolly took out one and used it, putting it back again amongst the others. Now the customer who got this identical dozen of files afterward, most certainly wondered why they put a used file amongst the lot. Clerks in wholesale houses should be forbidden to use any of the goods offered for sale and to put them back again, as it is simply dishonest. A customer has a right to expect that his purchases are really new and used, as he pays for such. Every hardware house should have a small kit of tools for its own use on hand, that in case of emergencies the clerks would not be tempted to interfere with the goods.

Tack and nail packages should never be pilfered from. I have seen storekeepers, when they needed them, take a few finishing nails or wire brads out of a paper, putting the same back again for sale among the rest. It seems trivial, but it is wrong.

How many devices have been invented for tying clothes lines without the bother of forming knots, and where are they now? How many different kinds of door springs have seen the light of day, only to be buried in oblivion? Who counts the legions of screw wrenches and saw sets, all entering the markets of our trade with trumpet blare and the assertion of being the very best ever made, and where are the most of them to-day? In can openers, respectively, the invention of new patterns and styles of them, there seems to be a particular charm, and hardly a season passes without some new kinds being offered as the very pinnacle of practicability and common sense, and still the old style keeps the field and takes the cream of the demand.

Potato peelers and slicers are as numberless as the sands on the seashore. One reason why so many new patterns of tools fail to find favor or make any great headway in selling is that they want too much mechanical knowledge and are too complicated to be understood by everyday people.

It usually makes more bother to sell a trifle to a woman customer than to sell a whole bill of goods to a mechanic. A good salesman will always try to sell something, and if the article demanded is not in stock, he will try to sell something else. The best illustration of this old truth I witnessed once when a salesman, whom a lady customer asked for tooth brushes which were not kept, succeeded in selling her an enamelled saucepan. He skilfully drew her into a conversation and praised his pretty patterns of enamelled saucepans in such a persuasive manner that he sold her one.

Nice patterns of fancy-looking and cheap-priced dog collars are now on the market. They consist of plain leather straps studded with brass nails and lined with red or blue flannel on the inside, the edge of which, nicely stamped out, shows a bit outside, making a nice looking collar, comfortable for our canine friends. They can be sold according to size from ten cents upward.

If you act rightly, and put your shoulders to the wheel, so to say, there is no earthly ground why you should worry if your business ventures don't turn out as profitably as you expected. Everything changes in this world of ours, so will ill-luck turn, and fortune smile on you when you least expect it. Worrying, anyhow, does no good to you or your financial circumstances; it is work, and not worry, which will bring a better time for anybody.

Success is the best stimulant to renewed exertions. No man will work with enthusiasm for any length of time if he don't see some tangible results crowning his endeavors.

Ambition has been the mother of many great deeds, but it must be mated with ability or the union will be childless.

People who have been successful are apt to suffer from a well-known and widely-spread disease, which plain people call "big head." Its symptoms are a feeling of superiority to all less fortunate people, willingness to advise as to the government of the universe, and the sense of the utter smallness of every rival crossing their path. Remedies against this diseased condition of people's minds are fortunately not a few, and they are frequently applied with a hearty good will, and usually by utter strangers who don't even charge anything for these kind services.

Large department stores have ways of their own to force manufacturers into submission. For instance, if a manufacturer of any well-selling commodity, whatever it may be, refuses to sell it to them with a big enough allowance to enable them to beat the regular retailers, they will buy and sell at regular prices all the rival goods in that line and sell the goods of the stubborn manufacturer at below cost, giving as reason that the others are superior, and create thereby enough of prejudice to injure his goods. The manufacturer has no way of remedying this, and must come to terms, as the selling below cost of his goods spoils their sales at regular prices at the retailers, his amount of sales lessens, and he must yield.—G. B. K., in New York Hardware.

A. Sutherland, dealer in stoves and tinware, Omemee, Ont., had his store destroyed by fire on Friday morning. The loss was $2,400; insurance $1,200. A lamentable result of the fire was the death in the flames of Alexander Sutherland, whose dog, sooner than desert him, perished also.

IS YOUR STORE WELL LIGHTED?

Anything which tends to increase the brightness and attractiveness of the store is well worth the serious consideration of the wide-awake merchant. The brighter and cleaner the store is, the more it will attract the eye and fancy of the customer; and a merchant's first business after all is to attract his customers. An important consideration is lighting. Where electric light or gas is to be had at a reasonable figure, the problem is easy; but where these are not in use or are expensive, resort must be had to oil lamps. The usual method is to place about the store a number of ordinary lamps, each of a very poor candle power, so that there are spots of light here and there, mixed with spots of darkness. Each one of these lamps has a chimney to clean, and break sometimes, and each one is more or less inclined to leak and drip and make an offensive smell. How much easier and better it is, instead of having a dozen small, poor lamps such as these, to have two or three big lamps of the first class, one of which will give as much light as six of the old kind, and not be as troublesome to care for as any one of the old kind. There are many different kinds of these big lamps offered to the public, but the best of all seems to be the Pittsburgh Mammoth Lamp. Some little time ago the State Board of Health of Iowa instituted an inquiry as to the best grades of oil and the best lamps, and their report on the latter reads as follows:

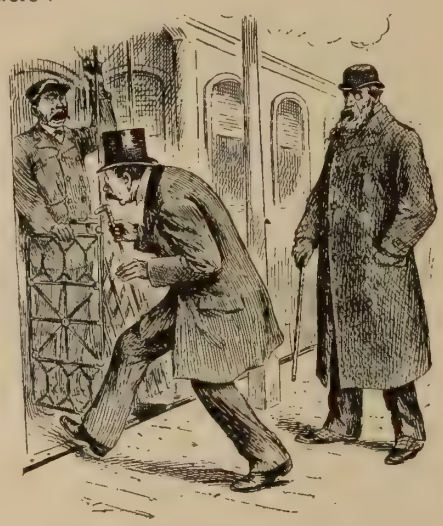
"Among those tested the so-called 'Pittsburgh' gave the most satisfactory results, leaving nothing to be desired. The oxygen of the atmosphere is supplied in a large quantity, where and as required, thereby increasing the illumination, keeping the burner cool, obviating danger from explosion, and permitting the use of lighter oil. There is more perfect combustion, no waste of oil, hence less smell of the lamp. A bad smelling lamp indicates waste of oil. The 'Pittsburgh' is especially commended for its simplicity of construction, and cleanliness in entire freedom from pockets and corners to gather charred wick, insects, or dirt. These lamps give more light at less cost than gas."

This lamp can be found on sale with almost every dealer of lamps in the country, and is made by the Pittsburgh Brass Company, Pittsburgh, Pa., who have appointed Gowans, Kent & Co., of Toronto and Winnipeg, their sole agents for the Dominion, and they will be pleased to quote prices and send illustrated catalogue on application.

The McClary M'fg Company, London, Ont., have called for tenders for the erection of a large warehouse on the property where the destructive fire of several years since occurred. The proposed building is expected to cost about $7,000. It will be of brick, with stone foundation, and will consist of four storeys and basement. It will have a metal roof and will be constructed throughout on the fire-proof plan. The dimensions will be 62 x 100 feet. It is not expected that the new building will necessitate an increase in the staff at present employed, but the company are cramped for room, and purpose using the warehouse mainly for shipping and storing manufactures.



MR. STARZENSTRIPE (to English Friend).—I tell you, my boy, we Americans are a proud, free race of people—no servile submissiveness, no bowing down and cringing here!



GUARD—Step lively, there! What's the matter with you? Do you want us to stay here all day?

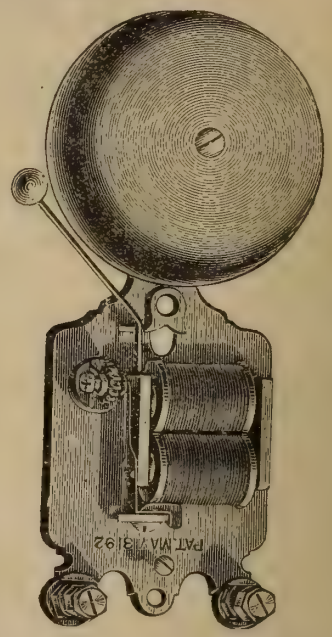
Strathroy banks have refused to accept United States silver dollars except at a discount of 25 per cent.

"Speaking about getting a 'swelled head,' or getting 'too big for one's boots,' I could tell you of a case," said a man prominent in the trade, "where a young man is to-day suffering sadly from its effects. A few months ago X. Y. was promoted to the head of his department. He immediately began to feel his superiority to such an extent that he lost his head, snubbed his friends and slighted the very ones who had helped him upward. He was cautioned against the consequences of such a course, but he heeded not and believed himself indispensable. The result is that this very day he had a superior placed over him, and his salary has been reduced from $3,500 to $1,200."—Commercial Enquirer.

NEW GOODS.

THE HUEBEL AND MANGER ELECTRIC BELL.

An improved form of electric bell, which is shown in the accompanying cuts, is being placed upon the Canadian market by Mr. T. W. Ness, Craig street, Montreal:



HUEBEL AND MANGER ELECTRIC BELL.

This bell, which was patented, and is now being manufactured by Messrs. Huebel & Manger, Brooklyn, is neatly finished and of excellent workmanship. All of the parts are plated, the core and armature being copper-plated to prevent sticking. To remove the cover, it is only necessary to loosen the cover screw, when it can be readily slipped off. Recesses are provided on the bottom for bringing wires through when it may be desirable.

The main feature of the bell, however, is the contact post, which is so constructed that it cannot turn. Electric bells frequently become inoperative because the insulating bushings between the post and the base shrink, thereby loosening the connection of the post to the base so that the post, on account of the continued vibrations, will turn to one side and no longer present the platinized end of the screw to the action of the contact spring. In this bell the contact post is made of a strip of metal bent in U form, and its square base sinks into a recess formed in a raised boss on the base plate. The groove in this boss is slightly larger than the bottom of the post so as to admit a layer of insulation. The post is held by a fastening screw from underneath, as usual. It is thus seen that it is impossible for this post to turn or twist in any way. The two binding posts are constructed in a somewhat similar way, so that they will also remain rigidly in place. This bell should command a ready sale.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."



These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

BEST ENGLISH BRANDS.

Keene's Coarse, Parian and Superfine Cements.

SEWER PIPES 4 in. to 24 in. diameter. Flue Linings. Chimney Taps.

FIRE BRICKS. Flue Covers, Fire Clay, Cupola Paubing Mixture, Kaolin.

CALCINED PLASTER. Enamelled Sinks, Wheelbarrows, Scotch Derricks.

Large stocks at lowest market prices.

Wm. McNally & Co
MONTREAL.

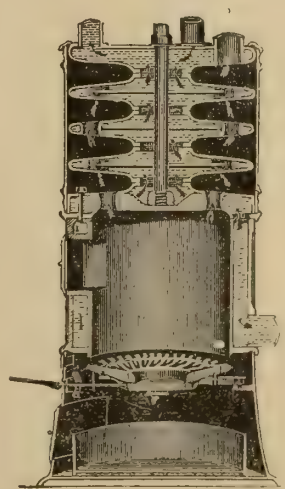
Thos. Firth & Sons, Ld.,

Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,

Bessemer Steel,
Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



Wire Cloth.

Galvanized Wire Cloth
For Apple Drying, 24, 30 and 36 inches wide in stock.

Cinder Sifter Cloth
30 inches wide in stock.

Hardware Grade Cloth
For Fanning Mill repairs, etc., 18, 21, 24, and 30 inches wide in stock.

THE B. GREENING WIRE CO., Ltd., Hamilton, Canada.

A NEW CAST IRON DECORATING METHOD.

Mons. Faure has devised a new process for the decoration of cast iron objects. To obtain the desired result only fancy articles should be treated, the reliefs of which are as much as possible on the same plane; as the work is thereby rendered both less difficult and less costly. With a casting of this description the operation is conducted as follows: First the entire surface of the piece is enamelled with any required shade; the casting is then passed to the file-wheel, which removes the enamel from the relief portions, and afterwards to the burnisher, which polishes the relief. The first part of the manipulation finished, the article is taken to the nickel, copper, or other metallic bath. The metallic deposition of course only adheres to the burnished surfaces. A casting is thus obtained with the indentations enamelled and the reliefs copper-plated, nickel- plated, etc., as the case may be, or even simply polished, the result being a very fine imitation of wainscoting. To obtain another decorative effect, the relief parts of the article could be bronzed as soon as it has been subjected to the glazing operation. Still another embellishment may be procured by first enamelling and glazing the object as indicated above, repassing it through the furnace, and then applying a second coating of transparent enamel of a different shade from that of the primary layer.—American Manufacturer.

CLERKS' DEPARTMENT.

Adversity in some cases has proved a benefit to those whom it has visited. Not very long ago I met a gentleman who had been reduced to the lowest extremities from faults not entirely his own. Many a time, he said, during this period of bitter disappointment and trouble he thought matters over, and it was some time before he could really get on his legs again. But after he did get there he said that this adversity of the past was of great value to him.

Benjamin Franklin said that "adversity was the mother of invention," and no doubt want and ambition contribute a good deal toward the general progressive spirit of the age. There are many men so constituted that they connot possibly get out their full force until want of some kind knocks at their door. I do not desire it to be understood that it is necessary for everybody to be pinched before they can really do good work. What I do maintain is that those who are down in the dumps should not take it too seriously, but should renew their efforts in the most emphatic manner. "Nothing ventured, nothing won" is an old saying, and the great weakness of men is that they get tired of trying.

It is a very sorry day when any man loses his grip, and it is without question a worse day when he broods over his bad fortune. Bad fortune is, to say the least, more traceable to neglect on the part of those who get it than to anything else. This may not appear certain to those who are thus afflicted, but if the facts were got out there is no doubt whatever that the cause of failure or trouble would be some neglect on the part of the sufferer. What boys have to do is to work hard and steady, never allowing circumstances to influence them for the worse, but to always look on the bright side and push ahead.—Ex.

HOW TO DEAL WITH THE NEW BOY.

He is shy, awkward and embarrassed; "green" as the fields of his father's farm from which he came; but he comes to you untouched by the temptations which will now crowd upon him in the town, full of resolute hope, ambitious to learn merchandising, and anxious, above all things, to please his employer. His future is largely in your hands to mould for good or ill. What will you do with him?

Above all things, give him first your friendship. Let him see that your good will and sympathy are with him in all his successes as well as in the discouragements which he must encounter. The knowledge that he enjoys that friendship will be of immeasurable comfort to him in the moment of his despondency; will be an inspiration to increased success with each succeeding triumph. Your friendship can be given without any sacrifice of personal dignity, and without in the least affecting the rigor of your discipline. Employers too often imagine that a smile is fatal to the spirit of command, and a kind word is the last ditch of incapable management. On the contrary, the impulse to effort given to a timid workman or a "beginning" clerk by a discreet word of praise or a kind inquiry on the part of his employer is beyond estimate; and it costs nothing in sacrifice of so-called "dignity." It returns an immense interest on the investment, as it multiplies the willingness and actual capacity of the young man many fold.

Do not ridicule his first mistakes, nor scold him for his early blunders. A high spirited boy would be cruelly hurt in his feelings in the first instances, and a dull boy would be hopelessly discouraged in the second. Such a course chills enthusiasm, blights the growing confidence and creates a timidity that may permanently cripple effort.

Insist on his receiving fair treatment by the older clerks. He need not be "coddled," but he should not be abused; petting will spoil him, but tyranny, if not discouraged by the merchant, will arouse a spirit of obstinacy and a sense of the employer's indifference to the spirit of fair play. It is true that certain characters are strengthened and developed by a practice of the hard traditions of office and factory; but the rule is not absolute, and the employer must take account of the differences in human nature.

Your own interest lies in careful, though unobserved, note of his progress. Some boys have larger capacity or are quicker to learn than others, and such may be safely advanced faster than the usual custom. One boy, inefficient at the counter, may be found to have a special talent for figures; he should be advised to abandon the idea of becoming a salesman and turn to a financial position. The dealer, by considerate watchfulness of this kind, may extricate the square pegs from the round holes, to their great comfort and his own advantage.

The new boy deserves the frequent attention of the employer. He is full of latent possibilities for good or evil; it is the privilege and responsibility of the merchant to assist in making or marring a human character.—The Keystone.

DECORATIVE GLASS.

The use of decorative glass in modern buildings is becoming more and more widespread every day. Stained glass is used not only in transoms and dome lights, but the ordinary clear glass used in windows, doors and partitions is either embossed by an acid process or etched by a sand blast, creating a new world of decorations. There is the ordinary ground glass on which one can write with a pencil, but this method of decoration has been superseded by the silver embossed process, which renders the glass at once obscure and translucent, and which will not receive pencil marks or finger stains. The decoration consists of scroll, diamond, square and circular repeats, decorated borders, monograms, and numbering and lettering of all kinds for commercial purposes. A panel of chipped glass that seems to be sliced from the irregular face of a crystal rock is a brilliant accompaniment to its decorative surroundings.—American Manufacturer.

A few days ago a well-known St. Thomas merchant received a letter from London, with five dollars enclosed, which was signed "Never Mind Who." The individual has evidently become conscience-stricken.

THE ONTARIO TACK CO
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton, Ontario.
SP

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

Wanted--Foundry Men

To give Aluminum Alloy Composite a trial. 2% in ordinary Cupola will give you soft, sound and solid semi-wrought iron castings. Price, $5.00 per 100 pounds F. O. B.

Book of information with Government report and other indisputable testimonials for foundry men—FREE. The Hartsteld Furnace and Refining Co., Newport, Ky.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

Established 1864.

CLARKSON & CROSS,
CHARTERED ACCOUNTANTS
NO. 26 WELLINGTON ST. EAST
E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
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TORONTO, ONT.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,
72, 74, and 76 KING ST W., TORONTO.
Telephone 1112.



HAPPY are the PAINTERS

WHO USE THE
GREEN SEAL BRAND OF
White Lead, Paint and Varnish.

They are pure and always reliable.
It will pay you to keep such goods.

Walter H. Cottingham & Co.
Proprietors Green Seal Registered Trade Mark,
MONTREAL.

New Wrought Iron Pipe Bedsteads

Strength, Durability, and Comfort Combined. No wood about their construction. Proof against disease germs, and vermin.

J. & C. Hodgson
Wrought Iron Pipe Manufacturers,
MONTREAL.

H. D. SIMMONS,
74 York St., Toronto,
Western Representative.
SEE SAMPLE AND GET PRICES.

NOW READY

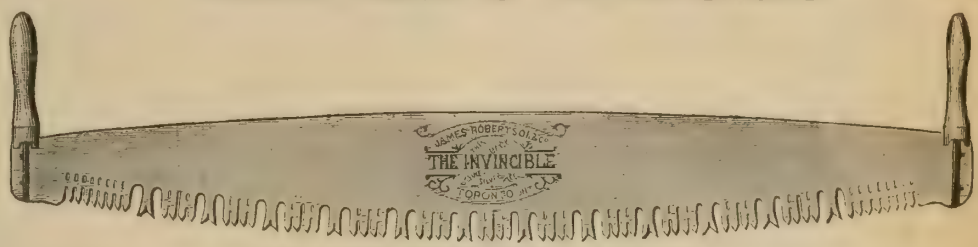
The newest thing in Varnish. Put up in the neatest and handiest tin ever known. Easily opened. Easily sealed. No corks and no waste.

Unicorn
Furniture Varnish

In tins of assorted sizes. Packed in handy cases for the trade. Handsome show card in each case.

A. RAMSAY & SON,
MONTREAL.
Manufacturers of Leads, Colors, Varnishes, etc.

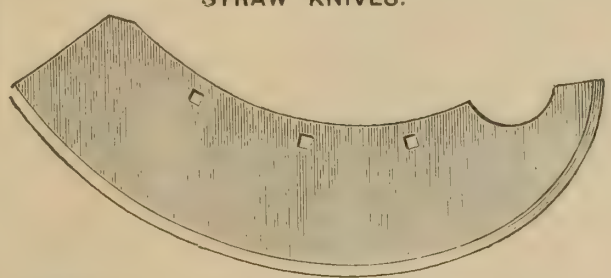
Robertson's Invincible



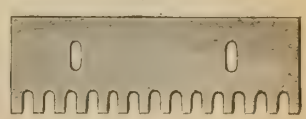
EACH SAW GUARANTEED PERFECT.

Made from Best Quality Silver Steel. Fastest Cutting Saw in the Market. If your dealers' cannot supply, send your orders to us direct.

STRAW KNIVES.



ROOT CUTTERS.



We make a specialty of Straw Knives and Root Cutters. Quality guaranteed. Prices low. Send for quotations before placing your orders.

JAMES ROBERTSON & CO., - TORONTO.

The Whitman & Barnes Mfg. Co.

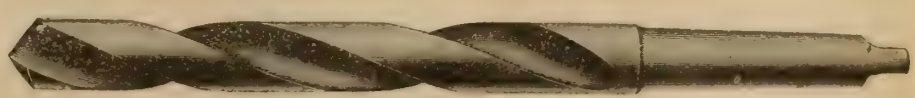


Canadian Branch :
ST. CATHARINES, ONT.
MANUFACTURERS OF

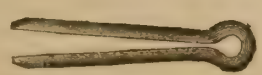
Extra Quality Machine Knives, etc.

OUR SPECIALTIES :

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

TRADE CHAT.

Wallaceburg expects to own a glass factory shortly.

The New York Conduit Company has removed to Montreal from Hamilton, owing to lack of railway facilities.

The annual subscription of the Engineering and Mining Journal, New York, has been increased to $5 per year.

William L. Parrish, hardware merchant, Port Perry, Ont., was married on the 9th inst. to Miss Nellie Henry, daughter of A. Henry, Napanee, Ont.

Arthur L. Melvin, hardware merchant, Halifax, was married on the 8th inst.t o Miss Bessie Warner, daughter of Thomas Warner, of that city.

The Gauls to make handles for their axes cleft the branch of a tree, placed the ax in it and left it till the wound in the wood had been completely healed.

The Napanee cement works has contracted to supply lime for the erection of the new asylum at Brockville. The quantity required will be about 20,000 bushels.

William Morse has bought the building in St. Thomas, Ont., which was formerly used as a wrought iron fence works, and will convert it into a foundry and machine shop.

Electricity is now in successful use at the gun factory at St. Etienne, for tempering gun springs. It is stated that one workman can temper 2,400 springs per day by this process.

Letters patent have been issued under the Companies Act incorporating The Canadian Oiled Clothing Company, Port Hope, which will manufacture all kinds of waterproof horse and wagon covers, oiled clothing, etc.

At a meeting of the Brantford city council on Tuesday night a by-law was introduced exempting the Goold Bicycle Company from taxation for ten years. They propose to erect a new factory employing forty hands.

The G. & J. Brown Manufacturing Company, Belleville, have been awarded contracts for three steel spans for the Erie and Huron Railway near Chatham, and for steel bridges at Thornbury, Elmira, Harwich, Woodstock and West Toronto Junction.

An order in council has been passed providing that the tariff item permitting brass, copper, iron or steel, rolled round wire rods of half an inch in diameter, to be entered duty free when imported by wire manufacturers for use in making wire in their factories, is amended so as to include for purposes of free entry rolled copper rods one inch and under in diameter.

The Swansea Tin Plate Association, which a fortnight ago discussed the advisability of seeking new markets, met again on Wednesday. At this meeting it was resolved to defer, "out of sympathy for American canners who supported Mr. Cleveland," the pushing of the tin plate industry in new markets. It was also resolved to appoint a committee to watch the development of the American tariff as affecting the tin plate trade.

The creditors of H. R. Ives & Co. held an informal meeting last week in the office of the company. Mr. Ives explained his position, stating that his present trouble was owing to the fact that he was carrying several large contracts which would cripple him until they were completed. It was determined to carry out a general stock-taking, and meanwhile the works will be continued as heretofore until the statement based on it is forthcoming. In conducting the business until a final settlement is arrived at, Mr. Ives will act under an advisory committee of creditors. The general feeling is that an extension will be granted.

Thomas Wisdom, of Pittsburgh, ex-president of the International Iron Moulders' Union, addressed a meeting of the moulders' union in Hamilton on Tuesday evening. He told them that the Executive Committee was well pleased with the fight the Hamilton moulders were making, and believed that they would ultimately win. The trouble in Hamilton, he said, had been on eight or nine months, and costs less than $300 a week. There are 142 union moulders in the city now. The foundrymen have all the non-union men they want, and claim that their foundries are running just as well as they did before the trouble.

Before the London Council the other day, John McClary, of the McClary Manufacturing Co., of that city, said his firm proposed to manufacture new lines, and to do this their building would cost $9,000 or $10,000, the machinery $15,000 more, and altogether it would require a capital of $45,000 additional to set the thing going. It was only a question of time when his company would have to start manufacturing in the province of Quebec to keep their works in London going and to cover the whole country, as they tried to do, because lots of the goods they were now making were sold on the basis of the cost of the metal, and it did not pay to ship material west to London and then ship the manufactured goods back again. He said the company was at present employing 450 men.

Shortly after 7 o'clock on Monday morning the store of M. Gray & Co., hardware, stoves and tinware merchants, Orangeville, was discovered to be on fire. The alarm was promptly responded to by the firemen. Their efforts were hampered in the early stage of the fire by the knowledge that a keg of powder and a lot of cartridges were in the building. When these had exploded the men went to work with a will and soon had the fire under control, though not until the entire hardware side of the store was a total loss, and the stove and tinware departments nearly so. The powder explosion broke several panes of glass across the street. The origin of the fire is a mystery. Only a few minutes previously the men went into the back shop, and on returning found the store in flames There is $7,000 insurance on the stock, and $1,600 on the building. Loss, $10,000.

The Commissioner of the Customs department has acknowledged receipt of the Montreal Board of Trade's letter of the 31st ult. asking to be advised in reference to the petition sent by the merchants and manufacturers of Montreal, praying for greater uniformity in the interpretation of the customs tariff, etc. The letter stated that in the absence of the Minister of Customs, who appeared to have had the matter personally under consideration, the writer was unable to reply to the question, but upon the return of the minister the communication would be placed before him.

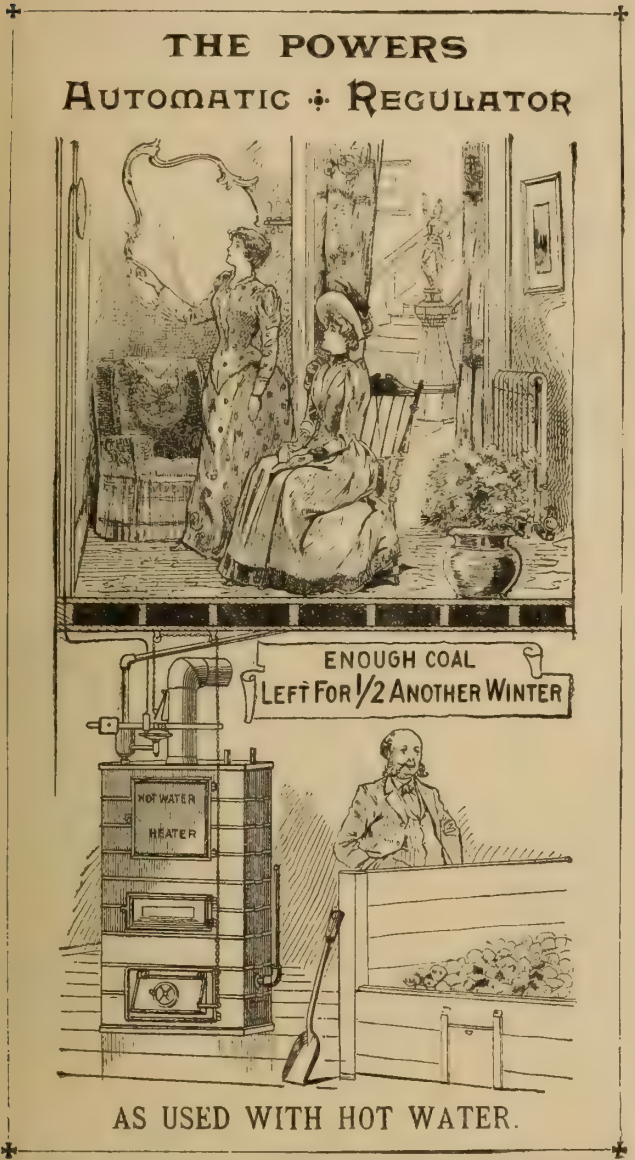
MR. STRAUSS ON THE TIN SITUATION.

At a meeting of the West Kitty Tin Mining Company, held on the 19th ultimo., in London, Mr. A. Strauss, of the London firm of A. Strauss & Co., who are recognized as the leading operators in the tin markets of the world, said the consumption and the supply of the tin were very evenly balanced. It was quite true that the English consumption showed a considerable falling off, but that was entirely owing to the manufacture of tin plates being transferred to America. The tin consumption of the world had in no wise fallen off. The only threatening parts were California and Dakota. As regards the former the news was that the mines had been shut up, and there was no tin there. As regarded Dakota they were waiting for the report of Captain Josiah Thomas, which was still kept back. He thought the reason of its non-appearance meant that it would be unfavorable. His own opinion was that they had no reason to fear Dakota as a competitor against Cornwall. As there was no danger of over-production the position was the same as it was three or four months ago, and as there was every wish on the part of those gentlemen who held the tin stock to see better prices, his own conviction was that in the very near future they would see the old prices again, and he hoped they would remain so. Seeing that there was a likelihood of increased production at West Kitty, and an increased price for tin, he could congratulate the shareholders on their prospects.

The new building of the Winnipeg board of trade and grain exchange was formally dedicated on Saturday afternoon.

George Booth, late principal partner in Booth & Son, brass founders and copper smiths in this city, has now three distinct manufacturing interests to divide his energies among. He is president of the Steel Clad Bath & Metal Co. whose headquarters are in this city, president of the Steel Bath Mfg. Co. of Detroit, and the sole member of the Booth Copper Co. of this city. Under this last style he carries on business in the manufacture of range boilers, boilers for brewers', distillers', confectioners' and varnish makers' works, and other copper goods. He occupies a part of his former premises, the brass foundry portion of Booth & Son's business being carried on in the other part of the premises by the firm it was sold out to. The steel clad bath is meeting with remarkable success, the Detroit business being a particularly flourishing one. Large sales have been made for points so widely apart as Denver, Chicago, Pittsburg, San Francisco, Cleveland, Columbus, etc. It is only since the latter part of July that the steel clad bath was put on the market. E. Samuel, of M. & S Samuel, Benjamin & Co., Toronto, is vice-president of the Detroit company.

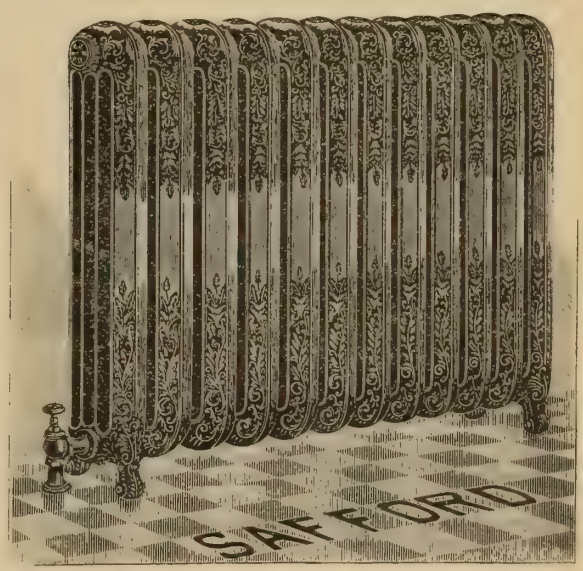
LATEST INVENTIONS.



Powers' Automatic Temperature Regulator
As used with hot water.

This cut shows the Powers' Temperature Regulator connected and in use. We guarantee these machines to control "automatically," the Temperature of any dwelling. To any reliable party we send them on approbation for 30 days. Catalogues sent on application.

If you want 60, 65, or 70 degrees of heat in your rooms, this machine is guaranteed to do the work. You buy, it does the rest!



When You Build

A Factory, a Warehouse, or a Dwelling, see that your architect stipulates for the Celebrated

Safford Patent Radiator

FOR HOT WATER AND STEAM HEATING.

You will then enjoy the ACME OF COMFORT.

They are to be found in the largest and best buildings in Canada.

MANUFACTURED ONLY BY

THE TORONTO RADIATOR MFG. CO., LTD., TORONTO, ONT.

St. John, N. B., Montreal, Hamilton, Quebec, Winnipeg, Victoria, B. C.

MARKETS

MONTREAL MARKETS.

MONTREAL, Nov. 18, 1892.

HARDWARE.

The week has been a quiet one, on the whole, which is natural, considering the advance in freights which went into effect on the 14th. Buyers naturally pressed for supplies previous to that date, and the consequence has been a lull in trade since then. In fact everyone looks for a quiet spell now, an indication in this connection being the tendency to shrinkage which sorting up orders have shown. There is some demand for delivery some time ahead, however, but is mostly confined to lines of hardware that will come into request for the holiday demand. Cutlery and similar goods are the kind likely to receive benefit from this course. Other lines furnish no notable feature. Wire nails have been moving in a fair way, but, latterly have been quiet, while locks, etc. and other shelf goods are featureless. In heavy material there is nothing special to note, business ruling as dull as ever and there does not seem to be much prospect of immediate improvement. Dealers are complaining about the extra charge for cartage, but the railroad company have the best of it, and it is more than likely the trade will have to knuckle down to them.

PIG IRON.

There has been no business to note in pig iron during the week, nor is there any change in values. The last lots are here and shortly we will have business settle down on the regular winter basis. We quote Langloan $21, Summerlee $20.50 to $21, Gartsherrie $20, Eglinton $19.50, and Carnbroe $19 for straight wholesale lots.

BAR IRON.

Values on bar iron are unchanged at $1.85 to $1.90 and business is quiet.

SCRAP IRON.

There is no change in scrap iron, which rules quiet. We quote wrought $15 to $16, cast $13 to $14 as to quality.

IRON PIPE.

Makers have been pushing forward all the orders they could in consequence of the advance in freights this week. There is no change in the boxes of values.

TIN PLATES.

Values have a somewhat firmer tendency but business continues very dull. We quote cokes $3.35 to $3.50 and charcoal $4.00 to $4.25.

CANADA PLATES.

Values are nominal in the absence of business, but holders are satisfied that they are good property once the demand sets in. Stocks are moderate. We quote $2.50 to $2.60.

TERNE PLATES.

Ternes are featureless with no business to note. Quotations are the same at $7.00 to $7.25.

COPPER, ETC.,

Advices from primary markets are somewhat steadier on copper, but prices are the same here at 12½ tc 13c. The same can be said of tin which was cabled higher at the beginning of the week but we quote 22½c. Lead and spelter are the same.

NAILS,

The advance in freights this week caused a little rush in forwarding orders previous to that, but the market is quiet again.

STEEL WIRE NAILS.

60 dy to 60 dy	per keg	$3.00
49 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

CHEMICALS.

There is little change in the local market, business ruling very quiet. Advices from Great Britain cite an easier feeling on bleaching powder and other heavy lines, which stiffened owing to the cholera scare, but there is no alteration to note here. We quote alum $1.35 to $1.50, bicarb soda $2.20 to $2.25, bich of potash 10c., caustic soda $2.50, copperas 75c., sal soda 95c., soda ash $1.50, sumac sicily $70 to $75 per ton, sulphate of copper 3¾ to 4c.

Bleaching powder,	$3.25	to	$4.00
Bicarb soda,	2.20	to	2.25
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.35	to	1.50
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

The glass market is quiet with prices unchanged, but stocks are light and the tone is firmer. We quote on the basis of $1.35.

OILS AND PAINTS.

The oil market is steady with little change to note. We quote the following:—Cod Newfoundland 42½c. steam refined 40 to 42½c.; linseed raw 56c.; linseed, boiled 59c.; castor oil 8 to 10c.; cod liver oil, Newfoundland 80 to 90c.; cod liver oil Norway $1.05 to $1.20; turpentine, 46 to 47c. Less 3 per cent. 30 days.

Paints are quiet at old prices. We quote: Choice brands of paints, Government standard, $5.25; do. No. 1, $4.75; do. No. 2, $4 25; do. No. 3, $3 75; dry white lead, 5c.; red lead, pure, 4¼c.; do. No. 1, 4c.

NAVAL STORES.

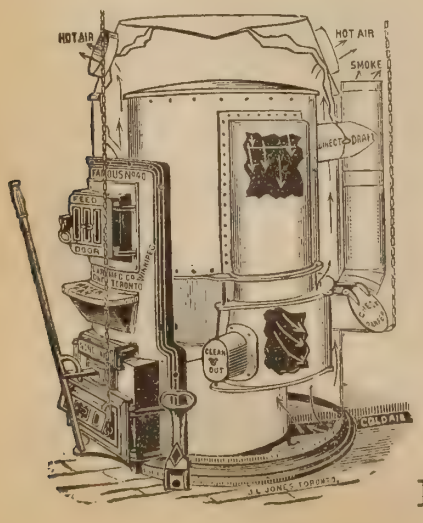
Business in naval stores has not exhibited much change during the week, the movement being small. Turpentine is firmer. We quote:—Turpentine, 46 to 48c.; resins, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored and 7c. to 10c. for white; oakum, 5½ to 7½c. and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure Manilla, 12c. for 7-16 and upwards for smaller sizes.

CEMENT.

The general position of the cement market is without change. Under short supplies and a good demand the market rules very firm. We quote London brands $2.25 to $2.50 and Belgian $2.05 to $2.30 according to grade. Firebricks are quiet but steady at $17 to $21 per 1000.

PETROLEUM.

Thre is a good demand for refined petroleum, but the cutting by Canadian refiners unsettles values. Our quotations therefore are nominal. We quote:—Canadian, 12½c. to 12¾c. at shed in Montreal for round lots



FURNACES-Coal or Wood.

CAST IRON OR STEEL.

57 VARIETIES.

Our Steel Dome low radiator Coal Furnace (shown in cut) has given the utmost satisfaction to dealers and users.

It Will Pay to Investigate Its Merits.

Write our Nearest House.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MONTREAL Markets continued

and 13½ to 14¼c. for small quantities. Benzine is quoted at 11c. Petrolea, and 13½ to 14c. Montreal. American petroleum, 19⅞c. in car lots, 20½c in 10-barrel lots, 20¾c. in 5-barrel lots, and 21¼c. for single barrels, 2 per cent. off for cash ; American benzine, 23 to 25c, Canadian benzine, 10¾c Petrola ; 12¾c Montreal.

TORONTO MARKETS.

TORONTO, Nov. 18, 1892.

HARDWARE.

Nearly everything depends on the weather now. A sharp spell would give a start to buying in winter lines, which are not receiving much attention yet except in a few classes of articles that can be depended on to sell in winter no matter how the weather behaves. The weather conditions do not adversely affect current sorting up business, but probably benefit it. There is at any rate a satisfactory movement in small parcels, sufficient to keep stocks from depletion in various lines and yet not considerable enough to make traders feel that they are loaded up even if the season should play false with them. However, there is scarcely anything selling that would not be as saleable in midwinter as in an open fall. There is already some trade in Christmas lines, such as carving sets, fancy house furnishings, table cutlery, etc. In general hardware the movement is good, being both quite strong and also very wide. November so far, like October, completely outstrips its trade record last year. The volume is larger, and the prices are better. There is some cutting yet, but nothing like there was then, as nails at that time were sold at an open price, and as leading staples always do when they are cut, they dragged many minor lines down with them. Clothes wringers are prominent among the lines that prices are depressed upon by the stress of competition. In comparing the present month with that of a year ago it must be remembered that there is one important difference in the freedom of jobbers to cut prices, as there are many goods now under combined arrangement that the jobber was free to cut upon if he liked. This difference is satisfactory to both the buying and selling side of the market. The week is almost without change. The price of Sisal has advanced to a basis of 10c., and New Zealand is quoted from 9½c. The feeling that trade will be lively when winter sets in is very generally entertained. Payments are fairly satisfactory.

METALS

The metal market changes but little in its local features, and outside influences are not important in anything but tin. On all other metals the market at points of production is steady. The extent of the trade done here is limited.

PIG IRON—The price of United States irons is well maintained. Though production is increasing so is consumption, and probably rather faster. The sale of United States brands has been freer here, and at prices indicated by Rogers, Brown, & Co's. report below. British iron is losing in strength, the quotations now made being much lower than those ruling for October.

Rogers, Brown & Co., Buffalo, N. Y., report Toronto pig iron market as follows : The volume of business continues large, with an impulse quite general among buyers to place contracts covering requirements for all or part of 1893. Prices are strong, and on the whole a much healthier tone pervades all branches of the trade than has existed for a long time past. Advices from the South received as this is going to press indicate that another advance in Southern iron is likely to be made. Cash basis f. o. b. cars, Toronto, in bond : IX Foundry Strong Coke Iron, Lake Superior ore, $16.20 ; 2 X Foundry Strong Coke Iron Lake Superior ore, $15.70 ; 2 Foundry Strong Coke Iron Lake Superior ore, $15.20 ; Jackson County Silvery 1, $18.25 ; Jackson County Silvery 2, $17.75 ; Lake Superior Charcoal, $18 20 ; Tennessee Charcoal, $18.20 ; Southern Soft 1, $14.60 ; Southern Soft 2, $14.10.

FINISHED IRON AND STEEL—In bar iron the demand is but moderate, the price 2c. Steel receives rather less attention from the manufacturers, and there is nothing to affect quotations, which remain at 10 to 25c. for cast and 2¾ to 4c. for open hearth.

ANTIMONY—Some fair-sized sales have been made to type founders and stereotypers this week. Cookson's is unchanged at 13¼c and other brands at 12¾c.

CANADA PLATES—Unless in large lots buyers cannot get quotations below $2.70 for dull and $2.85 to $2.90 for bright.

COPPER—A firmer feeling is just perceptible outside. The price has not strengthened enough to cause any expectation of a stiff advance. Casting brands are 13c. on spot, and Lake ingots are 13½c.

James Lewis & Sons, dated November 2nd, as follows : "American producers appear determined to enhance the value of copper, if possible by, restricting the supplies. They are at last realizing the unprofitableness of supplying the world with cheap copper and have ceased mutual rivalry which has led to their doing so. Not content with reducing their production 6¾ per cent. and their exports 35½ per cent. below the quantity agreed upon for the three months ending September 30th, the Anaconda company have announced that they intend stopping their production altogether for three months from the 10th inst., or to the extent of about 8,000 tons for this period."

SHEET STEEL BRICK
ABSOLUTELY FIRE PROOF.
METALLIC ROOFING Co.
CATALOGUE FREE M'F'RS TORONTO

GALVANIZED IRON—A very well sustained consumption is reported by the jobbers, as they find the demand good. The price is steady at from 5¼c. upwards.

INGOT TIN—The market has fallen both in London and New York, speculators showing more readiness to sell since the United States elections which determine the removal from power of the present goverment before next July when the duty on tin was to be imposed. It is felt that the Democrats may not impose it and speculators are getting from under. The price here is 22½c. for Straits and 23c. for L. & F.

LEAD—Most contracts are placed, and the trade is easing up. The price is no harder than ever at 3¼c.

ZINC—Spelter is steady at from 5c. There is no change in sheets which are in demand. They quote at 6¼c. in cask lots and 6½c. in broken lots.

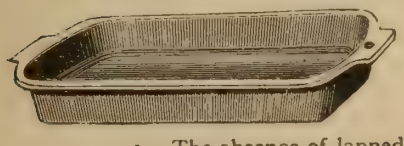
TIN PLATES—A better feeling has been created in Wales by the result of the United States elections and several works that were closed down are likely to be re-opened. Prices remain at $3.65 for cokes, $4.25 for I C charcoals with $1 extra for each cross.

OLD MATERIAL.

The market is steady, with no new features. Quotations are as follows : No. 1 heavy cast scrap 65 to 70c. per 100 ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c; light scrap brass 5½c. ; heavy yellow scrap brass 7½c. ; heavy red scrap

"The Seamless Flanged Drip Pan."

MADE OF THE BEST QUALITY OF SIEMENS-MARTIN PICKLED AND COLD ROLLED STEEL.



THIS PAN is drawn by means of dies and is finished with a flanged edge as shown in the cut. This flanged edge enables the housewife or cook to lift the pan easily and safely from the oven.

The superiority of this seamless pan over the old style pan made of common stove pipe iron is apparent at first glance. Its advantages, briefly enumerated, are :—

1. The absence of lapped edge, seams and wire bead which collect and retain grease and filth of all kinds.
2. The superior quality of metal and the shape of the pan which prevents it from warping and twisting, which is the case invariably with the old style lapped edge pan.
3. The pan retains its shape, thereby insuring an even bake.
4. It is much cheaper as it will outlast several of the old style pans.

Made in the following sizes: 8x10 in., 8x14 in., 10x15 in., 12x17 in.

THOS. DAVIDSON & CO., Sole Manufacturers for Canada. MONTREAL, QUE.

MARKETS—Continued

brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs ; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c ; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

PAINTS, OILS AND COLORS.

The features of last week are carried into this week with no modification. The price of white lead continues to be quoted as low as 4½c., and buyers improve the opportunity to lay in supplies. Linseed oil is unchanged. Spirits of turpentine is from 2 to 3c. higher in the South, but on spot it is unchanged. Paints are quiet and steady. White lead is 4½c. for prompt shipment, and 4¾ to 5c. for future delivery. The quotations on raw linseed oil are continued still as follows : 1 to 3 barrel lots, 57½c. delivered; 4 to 9 barrel lots, 56½c. delivered; 15 barrel lots and over, 51½c. f. o. b. at point of shipment. Three cents added to these prices gives the quotation for boiled in the respective lots. Turpentine is 50c. in 1 to 3 barrel lots and 60c. in broken packages.

PETROLEUM.

Local jobbers still quote 14 to 14½c. for Canadian refined and Prices Current quotations for other kinds.

The Petrolia Advertiser reports :

Petrolia crude $1.27 per barrel ; Oil Springs crude $1.28 per barrel. The petroleum business is to-day somewhat of a puzzle to most persons not acquainted with the true situation, but it should not be forgotten that the course of the Eastern markets are not to be accepted as a true index of values like in former years, when the transactions here in Petrolia and London formed the basis for prices elsewhere. The control of the general market has been in Toronto, Montreal and Quebec, where the sellers and principal buyers conduct business on a different scale instead of making Petrolia the centre of all transactions.

HIDES, SKINS, WOOL, TALLOW.

HIDES.—No. 1 green cows' are still quoted at 4½c. Cured are moving out at 5c. in car lots.

SKINS—Sheepskins are 85c. Calfskins are quiet at 5 to 7c.

WOOL—Combing fleeces are 17c., clothing fleeces 19 to 20c. The market is very dull. In pulled wool prices remain at 22c. for super and 26c. for extra.

TALLOW—Is quiet at 5¾c. for rendered and 2c. for rough.

AMERICAN MARKET.

NEW YORK, Nov. 18.

All accounts go to show that business in the iron and steel trades has been unruffled by the result of the late Presidential election. Orders for finished production are being placed in about the same manner as heretofore during the past thirty days, and evidence is wanting of any inclination to deviate from the line of action that buyers have heretofore followed. There is, in fact, no incentive to push orders, nor, on the other hand, any pressure to make sales. Hence the business passing goes along at about former prices in nearly all departments.

On crude material substantially the same report may be made without deviating from the actual facts connected therewith. Certain it is that current report shows very much the same line of prices that has ruled for several weeks, and a fair average business, yet no individual large transactions. Northern brands are quoted at $15 for No. 1 X foundry, $13.75 to $14 for No. 2 X foundry, and $13.25 to $13.50 for grey forge. Southern brands are quoted at $14.25 to $15 for No. 1, $13.50 to $14 for No. 2 foundry and No. 1 soft, $13 to $13.50 for No. 2 soft, $12.50 to $13 for grey forge.

The market for old iron and steel is firm but quieter, with No. 1 wrought scrap iron quoted at $16 f.o.b. Jersey City, iron tee rails at $18 to $18.50, and steel rails at $15, same delivery.

There is no change whatever in the situation in the steel trade. Only small orders have come this way, and inquiries are still of insignifcant character. The combine price for heavy sections remains at $30 f.o.b. mill.

Prices for copper are higher and the market is apparently strong at the advance, with some indication that the force of the reduction in output latterly is beginning to make an impression. Lake Superior ingot has been sold at 11 7-8 to 12c., as to size of lot, and the latter price was subsequently bid and refused for certain brands. Electrolytic is held at within about 1-2c. of that rate, and common casting copper at 10 3-4c. upward. Values have risen in the London market also, Tuesday's cables quoting merchant bars at £45 15s. to £45 17s. 6d. for prompt, and £47 5s. to £47 10s. for future delivery.

In pig tin operations have been on a moderate scale, and prices are barely steady at last week's decline, although the surface indications are that the London owners of the market are still inclined to resist the force of the sentiment brought about by the result of the Presidential election. Current month delivery has been sold at 20 1-2c., and spot parcels were offered at as low as 20.45c. net cash. Speculation has been tame, and purchases by jobbers and consumers were hardly up to the average of the preceding week.

The pig lead market is weak. Sales to fix bullion price have been made at 3.80c., and transactions in the regular way at 3.85c. are also noted. There are now more sellers than buyers at the last-named price.

Spelter is moving out slowly, and 4.45c. stands as full value for prime Western in round lots.

Tin plate has undergone no decided change, but there is rather more inquiry that promises well for better business later on.

BRITISH MARKETS.

S. W. Royse & Co., Manchester, have the following to say in their last report :—

Minerals—In iron ore little business is being done at present; offers are made freely at inducing prices, but without attracting purchasers. The imports show a further improvement, the Board of Trade returns for the nine months ended September 30th last, as compared with those for the corresponding period of 1891, showing an increase in weight of 383,318 tons, and in value of £131,083. There is rather a more plentiful supply of manganese at present, but there is a good consumptive demand, and values remain steady. Foreign brimstone is coming forward more freely, and is firm in price; the imports for the nine months ended September 30th last show an increase in weight of 4,193 tons, and in value of £17,006 on those for corresponding period of last year. There is little variation in the position of chrome ore, but if anything there is rather a better demand. China clay has been more active at ports of shipment on account of advancing tendency in freights. French chalk is rather slower of sale. Barytes are also dull.

Metals—Business in pig iron has been in an unsatisfactory state during the whole of October. Prices have fallen slowly but steadily for Middlesbrough iron, the total drop being, however, only some 9d. per ton; Scotch iron is also a little lower. Stocks in public stores at Glasgow have decreased by some 15,000 tons. Little business is passing at present at Middlesbrough, makers not caring about selling, and buyers waiting in the confident expectation of a further fall in prices, as shipments to some ports have now practically ceased for some time to come, though it is thought that there may be some demand for shipment to Scotland, prices for Middlesbrough being so much lower than for Scotch. Shipments from Middlesbrough are returned as 49,472 tons, up to the 24th inst., as against 66,466 tons during the corresponding period of last year. In the higher priced metals there is often an upward movement at this time of the year, and this is the case at present. Copper has advanced steadily from about £44 5s. to £45 15s. Tin is about £2 per ton dearer, and is firm Spelter is steady at an advance of about 15s. per ton. Lead has fluctuated a little, but the changes have been unimportant.

The Patrons of Industry of Malden visited Lewis Wigle's store, Leamington, and laid in their winter's supply of goods to the amount of $300. They were given one and one-third fare on the railroads and secured dinner at the hotels for 15 cents. The Patrons have been buying their coal oil by the car load and as a result oil is sold at Harrow for 13 cents and at Amherstburg for 15 cents.

Guelph's merchants and others interested seem to be somewhat jealous of the proposed electric railway between Hamilton and Guelph. They have an idea that it will divert the trade which naturally comes to Guelph now to Hamilton, and that such a railway would be an injury to the city unless it was extended northwards. The matter will be considered before the board of trade.

Ten thousand copies of a handsome new art souvenir of Hamilton will be issued in December. The volume is bound in white and gold, is illustrated with photogravures on plate paper, and each copy is valued at $2.50. Secretary Smith, of the Board of Trade, is arranging with the leading manufacturing firms and wholesale houses to take portions of the edition for distribution among their customers.

In the Montreal Board of Trade's new building, the whole of the ground floor has been let, with the exception of one of the small offices in the front. The Grand Trunk Railway company has taken the eastern wing; the Canadian Pacific half of the western wing, together with the office on the right of the main entrance, and the Lake of the Woods Mining company the other half of the western wing, all at full rentals. Several offices in the other parts of the building have also been rented.

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The Toronto Lead and Color Co. manufacture it **perfectly pure** ground in refined linseed oil, at very lowest price.

WRITE FOR QUOTATION.

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LAMPS A SPECIALTY.
All glass, Vase, and Library Lamps, in every hue and design.
Our travellers will call upon you shortly with samples.
LONDON AND BELLEVILLE.

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SEWER PIPE

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¼ the PRICE of Iron. Write for Discounts.

JOHN WILSON'S
Butcher Knives
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Farriers' and
Shoe Knives
Are the best in the World.

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Stable Brushes and Brooms

HIGHEST QUALITY AND FINISH.

The Most Saleable Goods in the Market.

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Bells,
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The largest and best assorted stock in Canada.
Send business cards for discounts.

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THE BEST
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USE THE
"ALLIANCE"
PRIZE POWDER.
—Made only by—
Pigou, Wilks & Laurence, L'd.,
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Always obtainable from
Frank S. Taggart & Co., Toronto.
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Manufacturers of
CHARCOAL PIG IRON
MONTREAL.

BRAND **"C. I. F."** THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

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TO CARRIAGE HARDWAREMEN



The season for Horse Shoe Vises is at hand. It will pay you to get samples now.

A. B. JARDINE & CO.,
HESPELER, ONT.

DO IT TO-DAY.

The man is but the boy grown large, and so we find him adopting in the business usages of life about the same methods and tactics which marked his boyish transactions. The gigantic business schemes of to-day, which startle a nation, are only a reproduction, on a larger scale of the trades in marbles and tops of thirty years ago. Habits and traits of character developed in boyhood's petty competitions are, invariably, the index to manhood's business success or failure. It is well then to cultivate in the young, under our care, a careful consideration and observance of those minor details which go so far toward insuring the desired results in answer to a life's efforts.

It has become a proverb that "procrastination is the thief of time," and most surely that influence which steals our time, steals our chance for business success. To-day's opportunity will never return again, and while we may be able to do to-morrow what we should have done to-day, its effects upon the weal or woe of our existence will not be quite the same.

Each succeeding day presents his duties, and they should be met promptly, and he who acquires the habit of putting off until a future hour the demands of the present is paving a sure road to failure.

"The mill will never grind
With water that has past,"

And the chance to do to-morrow that was so foolishly "put off" and neglected yesterday can never flow in exactly the right channel of life's influences again. It can only be by a rigid adhering to the properly, consistent rules of action, that a proper success can be expected to crown your business efforts.

Why is it that men will constantly place in opposition to their greatest endeavors the damnable, retarding influence of a total disregard of the promptness which should mark the discharge of the minor duties in the form of what is too often considered the insignificant details? Here we find a man who would not think of putting off until an indefinite future date the preparation for the meeting of demands upon him in which there was at stake the consideration of hundreds of dollars, and his credit with one firm or individual; but the same man will carelessly cast aside for future consideration fifty seemingly insignificant accounts which are brought before him in the course of one day, ignoring the principle of life which teaches that the "little things make up the sum of living." This he will do, forgetting that the aggregate of all these postponed "littles" are equal to the amount of the larger matter; and more than this, he overlooks the fact that the "putting off" of these small matters, each one with a different individual behind it, carries with it a more widespreading detrimental and damaging influence, from the very plurality of considering men and minds than it would be possible to incur from the larger individual case.

Do it to-day. Meet the day's demands with promptness regardless of their seeming insignificance, for there is no better way to place your name between the lips of undesirable business gossip than by showing this lack of promptness in small matters.

This does not alone apply to the strictly financial part of your work. There are thousands of opportunities which present themselves where it is possible for the business man to take advantage of the "stitch in time saves nine" axiom.

The "stitch" is but an insignificant factor in the make-up of the long, binding seam, but the neglect of the one broken thread, and procrastination's prevention of its prompt repair, is the ruination of the entire garment. So we find men in their business transactions constantly "putting off" that which should be done to-day until an accumulation of the little neglected details form an aggregation with a crushing weight, when the time comes that circumstances give the mandatory command. It must be done!

How often do we hear the merchant who is his own bookkeeper lamenting an unpardonable negligence in himself—in the matter of keeping his accounts entered up to date and his books in a condition of intelligent management. A negligence which he would not tolerate in any one in his employ.

So easy is it to thoughtlessly "put off" that which does not make a peremptory demand upon our time, that we are liable to fall into the habit of being behind with the details. Better, by far, be ahead of time than constantly lagging. Do everything as it presents itself, for just as sure as you "put off" until to-morrow, your time will be fully filled by the duty of the day and you have lost the only opportunity of life open to the neglected work.—Merchant Sentinel.

TRADE LITERATURE.

T. McAvity & Sons, St. John, N.B., have issued a large Catalogue and Price, List that leaves nothing to be desired for the guidance of the most distant trader in the constructing of his orders. It is an encyclopædia of trade informationabout plumbers', engineers', steam fitters' and gas fitters' brass goods, iron pipe, malleable and cast iron fittings, plumbers' earthenware, pumps, etc., tools for engineers, plumbers, steam fitters and gas fitters. The book is expensively got up, being bound in a stiff linen cover, printed on good paper, crowded with excellent illustrations and filling 320 six by nine inch pages. Some traders are rather slipshod in regard to their catalogues, but the superior appearance of this book and its undoubted usefulness will ensure its preservation even by the most careless. An index very systematically drawn up, and making alphabetic reference to every detail of the contents, points the trader to every nook and corner of the book. There is no thumbing or groping necessary to find the desired information; the index makes everything easy. Though it is intended as an exposition of the goods manufactured by T. McAvity & Son, it could not be more more exhaustive if it were designed simply as a general authority on brass goods and kindred lines. This makes it of great value to the trader, who should endeavor to come by a copy.

The Gazette, published by Gowans, Kent & Co., of this city, appears in a cover of uncommon splendor this month. Nothing could be richer, and at the same time chaste and appropriate, than the designs on both front and back, which are triumphs of embossing. It is very proper that its special number should take this beautiful form, for the Gazette speaks for a house whose large and diversified stock comprises some of the treasures in porcelain, china, crockery, glass and lamp goods.

A correspondent of the New York Sun writes: A group of 21 of the Zinc mines which were recently discovered near Hillsborough, Sierra County New Mexico, has been sold to Gen. Alger, of Michigan, and the first payment has been made. The mines were owned by Nicholas Galles, W. H. H. Llewellyn, E. C. Fulkner, George E. Robin, W. S. Hopewell, S. J. Macy, and Prof. J. C. Carren. Much of the ore is of the same character as the zinc ore at Hanover, but some of the assays are said to show a higher percentage of zinc than has ever been obtained from any of the Hanover ores. The mines are about 16 miles from the nearest railroad point. Only the highest grade ore can be shipped with the present facilities for transportation.

A customer secured is a promise of greater salary in time.

Goods conveniently located save time, money and temper in showing.

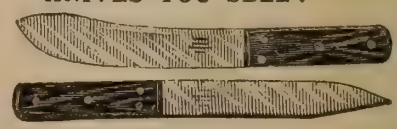
Restore goods to their proper places as soon after using as possible

No young man can possibly have mistaken his calling who finds in it what the world wants done

The neglect to look after minute details in the factory is a source of great loss to many producers.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

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FULLY SATISFIED WITH THE KNIVES YOU SELL?

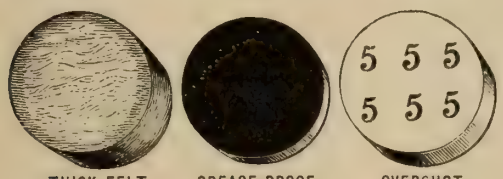


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Samples cheerfully submitted.

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THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

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Enquiries for quotations or general information will receive prompt attention.

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THE DOMINION TRAVELLERS' ASSOCIATION.

The Dominion Commercial Travellers' Association held a very important gathering on Saturday evening in their rooms, St. James St., Montreal, preparatory to the annual meeting a few weeks hence. Fred Hughes, the president, occupied the chair, and H. W. Wadsworth acted as secretary. Before calling for the nomination of candidates to fill the offices for the coming year the president made a few remarks. The membership had increased 100 during the past year, and though the sum paid out for benefits had been the largest in the history of the Association they would have still a surplus of $10,000. (Cheers). Names were then called for the presidency. Lawrence A. Wilson, of the firm of Lawrence A. Wilson & Co., wine merchants, Hospital street, was nominated by A. W. Morris, M.L.A. ; J. T. Dwyer, John R. Wright, Wallace Stroud, Col. O. Patton, Ald. Rolland and others : while George L. Cains, of the wholesale dry goods firm of S. Greenshields, Son & Co., Victoria square, was proposed by George Sumner, Fred Hughes, R. C. Simpson, Fred Birks, Gustave Piche, James Croil and others. George Forbes, insurance agent, and Joseph H. Morin, of the firm of R. C. Jamieson & Co., were nominated for the vice-presidency. Fred Burks, was re-elected treasurer by acclamation amid hearty cheers. The board of management also embraces five directors, and there were 14 names put in nomination, as follows: William Brewster, J. T. Dwyer, M. E. Davis, F. X. de Grandpre, James Cranston, E. D. Marseau, W. D. McLaren, E. H. Copland, E. W. Farwell, W. Gosling, Frank Gormley, D. Watson, Max Murdoch and J. Armstrong. It was decided to hold the annual meeting on Saturday evening, December 10, the balloting for office-bearers to close the day previous at 5 o'clock p.m. Fred Brewster and C. P. O'Connor were appointed to see that the ballots were all mailed to the members in time to get a full and fair vote. Some 1,500 or more votes will have to be counted, and the president told the scrutineers that he hoped there would be no rumors on the street previous to the annual meeting as to who the successful candidates might be, for he regretted to say that such was the case last year. A lively discussion followed as to whether the association should have a ball or a dinner. Messrs. Cains and Wilson, the rival candidates for the presidency, were in favor of a ball, while Messrs. Galbraith and Cote championed the dinner, the former remarking that in the old days the speech of the president of the Dominion Commercial Travellers' Association upon such an occassion was looked forward to with almost the same interest as the budget of Canada's Finance Minister, and every one remembered that the speech of the late Hon. Thomas White at the annual dinners was read with interest from one end of Canada to the other. This settled the matter, and it was decided to leave the time and place to a committee. During the meeting Mr. Hughes announced that the portrait of the late Andrew Robertson, their first president, had been presented to the association, and the same was formally received in a neat speech by the Nestor of the D.C.T.A., George Forbes.

ECONOMIZING SCRAPS.

The value of little things is more a matter of discovery than instinct. In business it is generally a matter of experience than of education. A man may be thoroughly equipped with all the necessary mental abilities, and a more than average endowment of the virile qualities of energy, foresight and persistence, and yet be as innocent of the value of little things as a kitten is of old age, or a billiard ball of brains. It may or it may not be that the results of this economic failing are fatal to prosperity, but it is none the less a wet blanket, if not a cold bath. Waste need not necessarily be wholesale to be disastrous or destructive. A gimlet hole in a water tank may not result in a deluge or a call for a ferry boat, but some one is apt to be wanting water and finding none if the leakage is continuous and unnoticed. It is this kind of leak that has left so many business concerns dry, and so many pockets destitute of cash.

The penalty of waste is not to be avoided, no matter whether it be in a pantry, a purse, or a business, though there are unfortunately quite a crowd of us who never miss the cider till the keg goes dry. In both bankrupts and paupers we would be comparatively scarce if the lesson of waste had rented a room under our hats.

Aside from the habit or vice of a personal abuse of economy and its results in insolvency and pawn tickets, we have in an industrial sense been correspondingly delinquent. Much of this has been due to ignorance, and it has been one of the special missions of modern science to teach the world how to economize its scraps. In the economy of nature nothing in the cosmic system is lost, and every constituent in its various forms, from an atom that may be infinitesimal to a force that is invisible, has its economics by which nothing is lost in the integrity of the whole. Science has demonstrated this law and established its applications to the supposed refuse of our manufacturing industries. Coal dust, saw dust, and rags, the horns of a cow and the hoof of a horse are utilized. We flavor a blanc mange from a distillation of street garbage and the refuse of coal gas. Horse shoe nails picked up in a smithy or the street reappear in sword blades and gun barrels. Ink, by which we sign a cheque or write a book, may have its origin in the broken hoop of a brewery keg or a washtub, while some of the dyes in which our neckties are immersed come from a combination of metal shavings, the cuffs of an old shirt and the parings of a mule's hoof. We perfume the soap we use with the oil of bitter almonds made from one of the constituents of gas tar, and ladies both in petticoats and pantaloons annoint their brows with extracts of which the essential ingredient is found in the sewerage of a dairy. Instances could be multiplied without number in which the supposed refuse of the world is utilized and made to reappear in a thousand forms of usefulness.

In our iron industries science has revealed new and unsuspected sources of wealth that have been practically overlooked in what has been hitherto supposed to be the debris of industries. Some of these have been already noted in The Age of Steel and their importance in the commercial world duly emphasized. The great lesson taught by these companies is the value of our scrap and the importance of supposably little things. Its application is not restricted to the commercial value of our industries, but is operative in all the details of everyday life. The best examples of success, not only in business but in character and influence, in personal welfare and public good, have been supplied by those who have economized what others have wasted, in time, in opportunity or in cash. The value of scrap, whether in physical science or moral law, is on the same basis—we cannot waste the milk without reducing the butter.—Fred. Woodrow, in Age of Steel.

WAITING FOR SOMETHING TO TURN UP.

There are a great many people in the world who are waiting for something to turn up instead of going to work and making a place for themselves in the front ranks of industry and progress. They are part of the army who think the world owes them a living, and they are just living along until they get what they think is due them.

Are there any business men in this same predicament? Are they just standing still waiting for something great to happen before they begin to stir themselves into anything like activity? It is not at all improbable that there are some. In fact we have known cases that came near being similar. If a business man does wait in this way, by the time something does come he will be too old and feeble to do anything.

A country merchant may not have the best field to branch out in, and yet it seems as if he could do something to get out of the same old rut in which he may have been running for nobody knows how long. He wants a little life put into his dry bones to make him "get a move on himself." There is such a thing as going to sleep in business and letting someone else get the inside track.

Take for instance the case of an established merchant. He has a fairly good trade, and is making a comfortable living. The trouble is, however, that he thinks he has a soft thing of it, and so don't worry about keeping abreast of the times. He thinks he can sell so many goods anyhow and there is no need of branching out and getting in new goods. He always has kept just about such a stock and thinks he will have no call for anything else.

This is just where he makes a big mistake. He has a small stock of old style goods that he knows he could not sell for the prices he charges if he were in a progressive town. He does not consider that possibly the town will get the start of him and he will be left in the lurch, while a younger competitor comes in and steals away his business. It is just the kind of a place a young man likes. He sees that the town is moving forward, and sees also that he will be strictly "in it" if he comes in with the new tide.

But what about the merchant who is already in the town? He sees that there is a movement being made to-

ward improvement. He has a chance to save himself if he keeps his eyes open. His customers may have been trading in a neighboring town several miles away and it may be his fault, indeed, it is more than probable that it is his fault alone. He should take into consideration the advances being made in civilization and anticipate the demands of the people. He has it in his power to keep trade at home if he will. The question is, will he do it?

The established merchant has a certain degree of influence in a place. But if it is a growing town the people will not carry him along with the band unless he is able to keep step with the music. He can boom a town in many ways. Advertising in his local paper will keep his name before the people, and he should see that he keeps something fresh before them, too. They do not want anything stale here any more than they do in the store.

But this merchant with an established trade must keep his stock up to the highest standard possible. He may educate the taste of the people in such a way that he will have no trouble in selling the new articles of real merit. By keeping new goods he will keep business at home, and as the place grows he will find that he will need larger storehouses in which to keep his chattels. If he is alive to the needs of the community and does all in his power to meet the popular taste he will have no trouble in holding all the trade he can handle, no matter how many competitors may put in an appearance on the field.

If, however, this same merchant allows his business to stand still until something wonderful—he does not know just what—turns up, he may become gray haired, deaf, lame and blind before it shows up, and then he will not be able to meet the emergency of the hour.—Stoves and Hardware Reporter.

MONTREAL TRADE NOTES.

Cement is a good property just now. Wm. McNally & Co. have as usual the leading supplies on this market.

F. O. Lewis, of Lewis Bros. & Co., hardware merchants, Montreal, has been elected a member of the Board of Trade of that city.

H. R. Ives & Co.'s works are now running as usual, and the numerous contracts on hand are being carried to completion.

Jno. Lowrie & Bro. are erecting a foundry in connection with their machine shops in Hochelaga. It is to be quite an extensive establishment.

A novelty in the razor line is a new bamboo-handled one which is being offered to the trade by Painchaud, Squire & Co., the agents of the Fox Cutlery Co. here.

The Montreal agents of Booth's steel-clad bath have received a lot of new advertising stationery setting forth the benefits of this improvement. McLaren & Co. are busily engaged distributing them among the trade.

An action has been entered against the Malleable Iron Works and Warden King, president of the company, by Francis Hughes, moulder, claiming the penalty of $200 imposed by law upon companies neglecting to file a declaration in the prothonotary's office.

Alexander, Macpherson & Son is the style of a new wholesale hardware firm who have opened a warehouse on St. Paul street. The two gentlemen were formerly partners in the firm of Benny, Macpherson & Co., the affairs of which are being wound up.

R. G. Leckie, manager of the Londonderry Iron Works, was in town last week on business for his company.

The Canada Paint Co. has opened up a new paint factory in Victoria, B.C. Peter Olsen, the foreman, Geo. Anderson, an expert in color making, and Mr. McSweeney, are the gentlemen who will take charge of the works. The firm will employ Chinese workmen, it is understood.

Wm. Clendinneng & Son have secured by popular vote from the town of St. Henri a bonus of $30,000 and 15 years' exemption from taxation. The firm will proceed about erecting their new works at once. It is their intention to devote themselves to three special lines only in future—viz., boilers, iron pipe and stoves.

Warden King & Sons, founders, etc., have purchased a large tract of land on De Lorimier avenue, close to the establishment of the Messrs. Abbott. They will erect large works there, and devote their attention to Daisy boilers, fittings and soil pipe.

The executors of the late John McDougall are applying for a writ of summons and saisie conservatoire against H. R. Ives, to seize two hundred tons of No. 1 Summerlee pig iron in defendants' possession. Plaintiff's claim is for $3,800, value of the pig iron in question, which, it is alleged, was sold to defendant less than thirty days ago, defendant having since asked for an extension of credit.

The Fox Cutlery Manufacturing Co. are introducing the Common Sense Rapid Safety Razor. The polished German silver guard is easily attached to the blade of the razor on right or left side, by means of a spring on the back, and is adjustable, as it can be raised by means of screws as the edge of the razor wears off. The guard is light, but strong and effective. It will shave as clean as any razor, but will not cut the skin under any circumstances when the guard is attached. it can be honed, stropped and used in the same manner and has the same length of edge as the regular razor. it has all its advantages without its disadvantages. It will be appreciated by experts as well as by the inexperienced, for all can shave with ease and comfort in a much shorter time than is generally required for the operation.

EARLY STOVE MANUFACTURE.

In referring to the remarkable development in cooking and heating apparatus which has been made during the past fifty years or more, a writer in one of the New England daily newspapers presents the following:

In the past fifty years this country has developed more and greater mechanical industries than any other country on the face of the globe. Prominent among these is the manufacture of stoves for cooking and heating purposes. A good cook stove is one of the most essential requisites of a household, and the developments in this particular article have been very great. Man, except in the lowest form of civilization, usually prepares his food by some sort of artificial heat, and in the earliest periods of the world's history this was accomplished by very crude and simple means. Even in this age of modern inventions, when so much has been accomplished in every branch of industry, the apparatus for heating and cooking in some countries are still in a crude state, and such a machine as a model range is still unknown. Portable stoves are mentioned as having been found in the ruins of Pompeii, with charcoal as fuel, but as there were no chimneys or fireplaces in the houses, the inference is that these stoves containing ignited coals were carried from room to room as necessity required. The Chinese and Japanese in early periods used a kind of small stove, which was made in peculiar shape and fantastic style, with an earthenware centre for the coals, and usually mounted in a frame work of wood or bamboo These machines were in some instances somewhat similar to the old-fashioned heaters which are to be found in some out-of-the-way places in this country.

Stoves for heating were made in Holland, Germany and England at a very early period, but in construction they were quite unlike the stoves of the present day. They were large, clumsy and uncouth, and though still manufactured in form similar to the originals, they find little market outside of the countries in which they are made. It would, doubtless, be a source of amusement to compare the modern American heating and cooking stoves with the primeval arrangements used for cooking in some parts of Europe. In many of the small towns and villages in Italy an iron box, resting upon the ground, with handles on the side, and holes in the side to allow draft, is all that is used for cooking and heating the house, and these are made in many instances of terra cotta and stone, more commonly the latter.

In 1742 Dr. Franklin invented the open stove, or what might properly be called the cast-iron fire place, and from this invention is derived "Franklin stove," now commonly applied to all open-front stoves. Down to this period almost the universal method of warming and cooking was by the open fire place built of brick or stone with wide jaws and capacious throat, and with crane and pendant, for supporting pots and kettles over the fire, and hooks, shelves and cupboards on which were hung and packed all the various appurtenances pertaining to the culinary department. It was always supplied with a generous oven on each side, and it was in such an oven that our Old England grandmothers did their delicious cooking.

During the latter part of the last century improvements on the idea of Dr. Franklin were made in England. Many of the old Franklin stoves are still in use in farm houses and country mansions just as they were made in 1742, and many imitations and later styles are being made every year. Until about the middle of the fourteenth century open fire places, with jambs and chimneys, were quite unknown; but they increased in favor and soon became a study for architect, designer and decorator, and down to the present time genius and skill have accomplished much in this direction. For the past half century the manufacture of stoves has been a very successful industry in this country. Notwithstanding all the new discoveries in the art of making stoves and the great number of people engaged in the manufacture of this useful article during the last decade, the demand for the more leading styles is constantly increasing.

Business Changes

SALES MADE OR PENDING.

M. Perry, hardware merchant, Cannington. Ont., has sold out to R. J. Bruce.

J. T. Richardson, hardware merchant, Pickering, Ont., has been succeeded by W. J. Reazin.

REMOVALS AND DEATHS.

William Hill, hardware merchant, St. John's, Newfoundland, is out of business.

McCrthur, Stevenson & McIvor, general merchants, Kamloops, B. C., are out of business.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

H. R. Ives & Co., founders, Montreal, are asking an extension.

E. Y. Messenger, general merchant, Wilmot, N.S. has assigned.

The French Syndicate, general merchants, Northfield, B. C., have assigned.

McDonald & Clark, hardware merchants, Ridgetown, Ont., have assigned to James Grant.

Thomas McKercher, general merchant, Kars, Ont., has assigned to P. Larmouth, Ottawa.

Henry W. Anderson, general merchant, Kemptville, Ont., has assigned to Joel Hallworth, jr., Toronto.

THE CANADIAN ALMANAC.

The Canadian Almanac for 1893 has just been issued. It is as faithful and authoritative a record as ever of the domestic history and current state of Canadian affairs. The people of Canada almost consider they have now a prescriptive right to the Almanac after being accustomed to its guidance for forty-five years. It is hard to say what would happen if the Copp, Clark Co. should discontinue its publication. Among the changes made in this edition of the worthy and reliable old Almanac are the following: By special permission of the Law Society, a list of barristers and solicitors in Ontario has been prepared and incorporated with the Almanac. In connection with this is a list of practising notaries in the Province of Quebec. The clergy list has been enlarged, and now includes all denominations in the Dominion. The astronomical information has been extended to Quebec and Winnipeg, and a tide table giving the times of high water at Quebec for 1893 has been prepared. The regular departments have been carefully revised and corrected to the latest possible date, and a list of the changes occurring since going to press is given on the last page of the book.

MONEY INVESTED IN BICYCLES.

It is estimated that twenty thousand men and women over 21 years old own and ride bicycles in New York City and Brooklyn. There are more than that number of younger cyclists, so that it is fair to guess that the total foots up somewhere in the neighborhood of 50,000. The machines big and little, old and new, are worth an average of $75 each. That alone is an investment of $3,750,000. There are about forty bicycle clubs in the two cities, and they must represent an investment in real estate and furnishings of at least $3,000 each—some of them less, some of them a good deal more. This adds $120,000 to the $3,750,000 and gives a total invested in wheeling and its adjuncts in New-York and Brooklyn of $3,870,000. If the number of wheelmen in near-by New Jersey towns, who really help to make up Gotham's big bicycle group, were added to the estimates the army would doubtless muster 60,000 and the investment reach $5,000,000.—Ex.

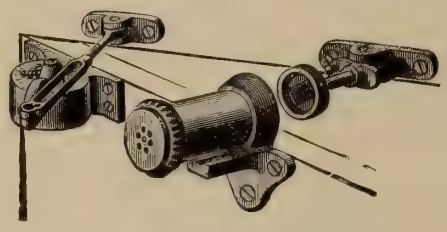
Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

Competition is keen and active and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

A SPRING FOR WINTER

Live merchants will make money this season selling the



Eclipse Door Spring and Check.

The Cheapest, Most Durable, Simplest, in a word, the

BEST DOOR SPRING AND CHECK

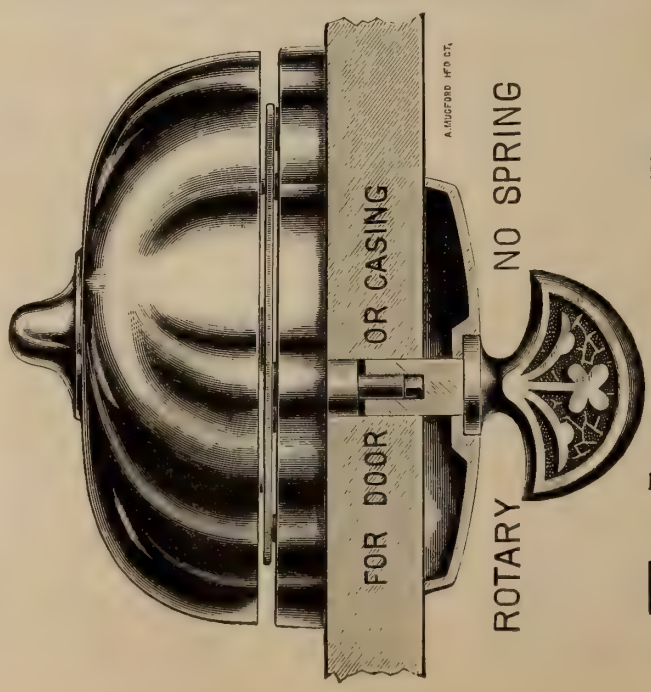
NOW IN THE MARKET.

- Write for Prices and all particulars to -

CAVERHILL, LEARMONT & Co.,

89 St. Peter St., MONTREAL.

NEW DEPARTURE "ROTARY" DOOR BELLS.



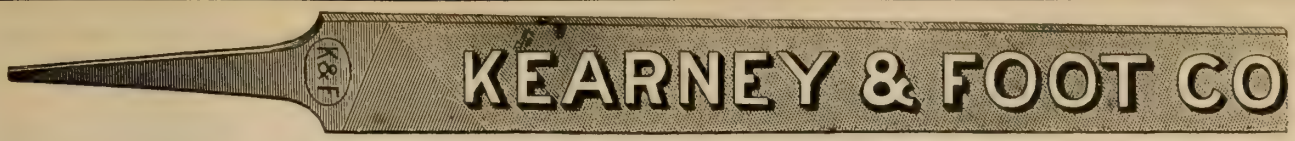
Incomparable!
NO SPRING!
Best Tone, (Sure)
Superior Finish!
Bronze Trimmings!
COMPACT!
CHEAP!

For Circulars, address

THE NEW Departure Bell Co.,

BRISTOL, CONN.

OFFICES: 100-102 Reade St., New York, U.S.A.



KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11:

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern; so that we have the somewhat singular sight of a combine reducing prices."

THE E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.
MAMMOTH WORKS AT HULL, CANADA.

CUTLERY.

A choice assortment in stock at close prices. See our samples of Cutlery made by Jos. Rodgers & Co., E. M. Dickinson, and other Cutlers, also "African Silver" Spoons and Forks, before placing your Fall orders.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

MUNN'S LIQUID GLUE.

The Strongest, Cheapest and Best.

Put up in all sizes. Circular and price list on application. KENNEDY BROS., Agents, 101 Bay St., Toronto.

For sale by the following wholesale houses in Toronto :—

H. S. HOWLAND, SONS & CO.
THE HEMMING BROS. CO.
THE ART METROPOLE.
WILLIAM BROWN, Carriage Hardware.

SAY !

If your Jobber can't supply

Kearney and Foot's Files

Write

W. S. McGREGOR, Agents,

11 and 13 Front St., Toronto.

Excellent Quality ! Reasonable Price !



ADAMS-MARS BEST.

CALVANIZED SHEET IRON. SP

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J H. CAMERON, 10 Front St. E

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

Bradley M.L.S.	Per box
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " '		2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
16 "	2 35
¾ " and thicker	2 25

Sheet Iron,

1 to 20 gauge	2¾, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina ½ bright	2 65 2 70
Abercarne	2 65 2 70
Lion	2 65 2 85

Iron Pipe.

Wrought 62½ per cent.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5½ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4½ 4⅞
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3½
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ¼ to ½ in	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 03½ 0 06½
Domestic "	0 06½ 0 06¾

Zinc Sheet.

5 cwt casks	0 06 0 06½
Part casks	0 06½ 0 06¾

Lead.

Imported Pig, per lb	0 03½ 0 03¾
Domestic "	0 03½
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	0 04¾ 0 05
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¾ 0 04⅝

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	4½ 5
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre(J.C.) bbls,p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56½ 0 57½
Boiled "	0 59½ 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 50

Castor Oil.

Best, per lb	0 07½ 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount, 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, on shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 80
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, eacn 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, discount 45 per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10 p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
United inches				
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb . 0 25 0 3

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs ....., 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc Prices Low Orders Promptly Filled.

Wrought Hooks and Staples, Amer. dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 10 to 60 & 10 & 7½

Horse Shoes,

Per keg 3 65

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.
   Basis—50 to 60 dy..... 2 30
   40dy..... 2 35
   30 dy..... 2 40
   20, 16 & 12 dy..... 2 45
   10 dy..... 2 50
   8 & 9 dy..... 2 55
   6 & 7 dy..... 2 70
2. American Pattern Only
   from 4 to 5 dy 2 90
   3 dy. (lath)..... 3 30
3. Canada Pattern Only
   from 4 to 5 dy 2 80
   3 dy. (lath)..... 3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33½ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10 10½	11 11½
¼, 5-16, ⅜ in.....	10½ 10¾	11½ 11¾
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 60 per cent.
" N.P., 70 per cent.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ⅛ gross boxes per gross net cash..... 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....	per gross	7 50	12 00
Dessert "	"	21 00	.....
Table "	"	30 00	30 00
Dessert Forks....	"	24 00	.....
Medium "	"	27 00	.....
Table " ...	"	36 00	.....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans. per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2, " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.

Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 25 2 50

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap.....	.....	0 11½
" Crown.....	.....	0 10¼
" Silver Composite		0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	
" 4 " 4 & 6 "	4½ 4¾
" Plain twist, 2&3 wires	
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.... 0 04½
Ditto Glidden 2 point	.... 0 04½
Galvanized Barb, "Lyman," 2 to 4 points.....	..... 0 04½
Steel staples	0 04½ 0 04½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.	
Agricultural, 70 to 70 and 5 p.c,.	
Standard, dis. 60, 60 & 10 p.c.	
Coe's Gen'ne, dis. 30 to 32½ p. c.	
Diamond, dis. 33⅓, 35 p. c.	
Tower's Engineer, each ..	2 00 3 00
" S., per doz.....	5 80 7 50
G. & K.'s Pipe "	.... 6 00
Burrell's " each	.... 3 40
Pocket, per doz.....	1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE.

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REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

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WITH AND WITHOUT OVEN ATTACHMENT.



Over 15,000 now in actual use, and our sales this year larger than ever.

This is undoubtedly the most beautiful and perfect working Heater ever manufactured.

EVERY STOVE A DOUBLE HEATER.

By a patented device, the cold air usually found along the floors or under the base is drawn up through circulating air flues and over the fire, and is then thrown out at the top of Stove into the room, or may be conveyed to any other room by attaching a pipe to the cellar.

FOR SALE BY ALL LEADING DEALERS IN THE DOMINION.

E. & C. GURNEY CO.

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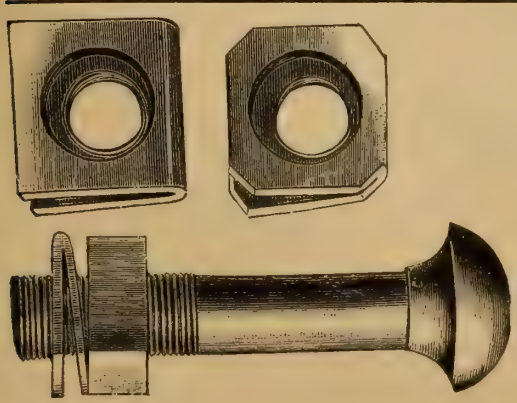
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GLOBE FILE MFG. CO.,

WALTER GROSE, Montreal, P. Q. **PORT HOPE, ONT.**



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Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.

Moncton, N. B.

IDEAS FOR

Hardware Merchants.

By D. T. MALLETT.

CONTENTS: Starting a Hardware Store; What Hardware Dealers may Sell; Hints about Inventory; Behind the Desk; Ratio of Expenses to Sales; Retail Advertising; System in the Store; The Use of a Store Window; The Holiday Trade in Hardware; John Jones, Jr.; The Successful Merchant; Parable of a Foolish Trader; Cordiality Between Competitors; Commercial Value of a Smile; More about Advertising; Business Education; Fable of the Magnet; Why One Merchant Failed; The Other Half; Cash or Credit; Don't Get Into a Rut; The Value of Price Lists; A Store Library; Books for Hardware Men; Advertisements of Leading Manufacturers.

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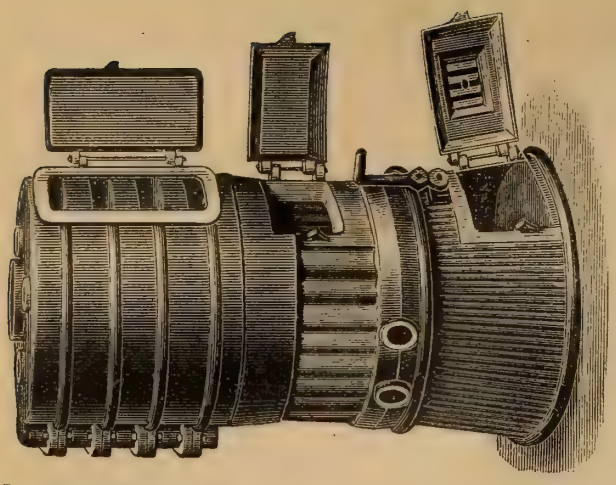
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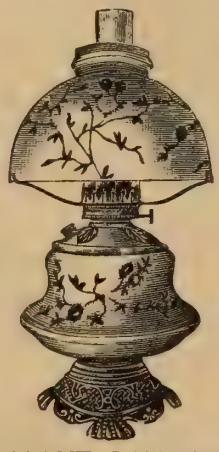
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MONTREAL.

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Ever offered to the Trade

-: BEAUTIFUL DECORATIONS :-



ALL KINDS

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-: ELEGANT PATTERNS. :-

WE ARE SELLING THESE LAMPS

IN JOB LOTS

AWAY BELOW USUAL PRICES

FROM NOW TILL CHRISTMAS.

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Toronto---Winnipeg.

ONLY RUBBER FACTORY IN ONTARIO.

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The Gutta Percha and Rubber Mfg. Co.,

OF TORONTO, LTD.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalled Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during this season.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

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Puritan Coffee Pots,
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Puritan Egg Poachers,
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Five o'clock Tea Kettles.

All goods are manufactured from the best material and workmanship and are therefor strong and durable, possessing a superior finish and handsome appearance. No kitchen should be without them.

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THE EUSTIS MANUFACTURING CO., 49th St., Bavonne, N.J., U.S.A

CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. IV. TORONTO, NOVEMBER 26, 1892. No. 48.

New York Aluminum Bearing Metal Co.

NEW YORK OFFICE, N. E. Cor. Washington and Cortlandt Sts. CHICAGO OFFICE, 12 Pacific Avenue.
MONTREAL OFFICE, H. McLaren & Co., Agents.

MANUFACTURERS OF

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TRADE MARK.

"Genuine Babbit," - -	Price	30c.	per	lb.	f.o.b. New York
"Champion Metal," - -		25c.	"	"	" "
"Aluminum Bearing Metal,"		18c.	"	"	" "
"Big 4 Babbitt," - -		14c.	"	"	" "
"Pyramid Metal," - -		10c.	"	"	" "
"Mystic Metal," - - -		8c.	"	"	" "

CLOSE FIGURES MADE ON LARGE ORDERS OR CONTRACTS.

Our metals are superior to any like Babbitt Metals in the market. We Solicit Your Orders.

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CUTLERY, PLATED WARE,

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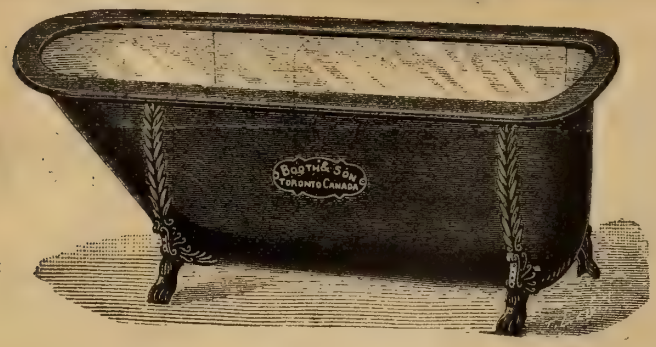
IRON
BRASS BEDSTEADS.

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SOMETHING NEW

IMPROVED SANITARY BATH



No. 1
PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON. Wholesale Dealers in Plumbers' Supplies,
TORONTO, CANADA.

GALVANIZED STEEL BUCKETS.

IMPROVED PATTERN.



IMPROVED PATTERN.

Something entirely new, and superior to old style Buckets, made in three sizes.
They are superior to the ordinary Flaring English Bucket, being of greater capacity.
They are stronger in shape, consequently more durable.
They will not slop over or tip over, owing to the wide bottom.
They nest very close and firm, which protects them in shipping.
The rim is in one piece with the body, consequently cannot get knocked off.
They are galvanized and not lead coated.

For Sale by all Wholesale Hardware and Tinware Houses.

KEMP MANUFACTURING CO.,
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ALONZO W. SPOONER,
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SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above

SHOVELS--Fenerty's.

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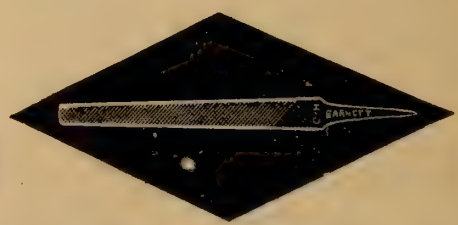
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Stock carried at Toronto Branch.

CAN TELL YOU ALL ABOUT THEM.

HALIFAX SHOVEL CO., Ltd., Halifax, N. S.

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FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
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—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, NOVEMBER 26, 1892 No. 48

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

It is alleged that the trade in clothes wringers is not conducted by all jobbers according to the strictest ideas of commercial ethics. The desire to sell at cut prices is causing mischief it appears. Some wholesalers are accused of not being quite candid in their cutting. Retailers complain that orders given by them on the tacit understanding that the price is quoted on a four months' basis are treated as cash orders in the invoice. They declare that they are deceived into buying because they are not told by the traveller that the price is quoted on a basis of cash in 30 days. A wringer is quoted at $28, the trader gives an order, his invoice comes in due time, and he learns from a foot note that he is to pay in 30 days instead of in 4 months. He then perceives that he might as well have paid $29.50 on a four months' basis and taken the cash discount of 5 per cent. for payment in 30 days. This is not an above-board way of doing business, and cannot build up a healthy trade. Manufacturers of wringers are being played against each other for the same purpose of countermining some other jobber's price. In last week's issue reference was made to a wringer in which two colors of wood were a feature of the roller, and which yet was sold as a solid roller wringer. The wringer trade is plainly in a demoralized state.

* * *

Commercial travellers in the hardware trade observe a marked change in the retail buying of to-day as compared with a few years ago. In former times sorting-up orders were treated as of minor consequence, and the real harvest of trade was reaped when the spring and fall trips were made. Heavy buying for forward delivery was the rule, the trader making an estimate of the stock he expected to require for several months in the future. Less and less of that is done now, and trade, instead of being a matter of congestion twice a year, is spreading over the whole year. Of course it does not keep at one level, there must be inequalities in the demand according to the requirements of consumers. But the retail trade are getting more into the habit of waiting for the season's needs and ordering when these begin to be measurable. Their staple orders are consequently all becoming of the sorting-up character. The conditions which are responsible for this change are permanent. In the first place, the trader cannot afford to run the risk of over-stocking, as he once could; prices can not be depended on to remain steady, as the influences at work for the lowering of prices have for a long time been constant and irresistible; and profits are so narrow that he cannot correct the mistake of buying before a decline by drawing upon them; in short, over-stocking is extremely perilous, and causes many a man to flounder into bankruptcy. In the second place, our transportation system has developed to such an extent that there need be no delay in getting goods just when they are wanted. In the third place, the effect of a general abstention from buying tends to weaken prices, and gives an advantage to retailers. The retailer, moreover, makes more money by buying often and keeping stock down than the man who loads up in one or two purchases. To buy at the right time involves nice perception and clear insight, and is one of the distinguishing marks of a sharp business man.

* * *

The agreement between the manufacturers and the listed jobbers has been a successful means of maintaining uniformity in the prices of wire nails. There has been little attempt to evade the terms of that agreement. Any deviation from its spirit or letter would be hard to conceal, as purchasers favored by such breach of contract would be likely to use a special price for the purpose of forcing somebody else to the same terms. It has leaked out, however, that a little liberty has been taken with the terms by a Montreal jobbing house, and it is said that its name has been removed from the list and its rebate held back in consequence. Its modus operandi is described as follows: Instead of quoting 75 per cent. from the list with 5 per cent. off for cash, as the agreement directs, it quoted 75 and 2 off for 4 months, or 3 per cent. additional for cash. This of course made the four months price easier to the buyer than it could be made by any wholesaler who adhered strictly to the agreement.

* * *

The lock manufacturers are reported to have a case of violation of their agreement with jobbers now under consideration, the list price having been cut by a house in the west. If prices are fixed they ought to be maintained, and any manufacturer or trader who plays fast and loose with his pledged word is guilty of a dishonorable action. Trade is sufficiently disturbed by the allowable practices, such as cutting on lines on which the price is not limited, long time, etc. An arrangement to maintain uniform prices is worse than a state of open prices, if every party to the arrangement does not stand by it.

* * *

The retail merchants of Montreal held a meeting on the 17th inst., and appointed a committee which was instructed to obtain legal advice as to the constitutionality of the business tax imposed in the Province of Quebec. The committee is to report this week. The business tax was bitterly denounced by several of the speakers for its unfairness to the merchants. There is some talk of resisting the collecting of the tax. There appears to be a spirit of accommodation manifested by the provincial government, as all the collectors of revenue have been notified that they are to take no action for the collection of the obnoxious tribute until they are further advised.

A NOTABLE HARDWARE SUIT.

A case of considerable interest to the wholesale hardware trade in Montreal came up in the Court of Appeal in that city on Monday last. As a review of the facts regarding it is likely to prove interesting to the readers of HARDWARE, we give them in detail. The jealousy and keen competition which exist between some of the French hardware houses at the east end of St. Paul street has always been common talk with the trade in Montreal, and it was this jealousy which led up to the action under discussion. Some time ago Mr. Piche, of the firm Piche, Tisdale & Painchaud, took out an action against Mr. Letong of the firm Letong & Letong. The ground for the action was the declaration by Mr. Piche that Mr. Letong had circulated the report among the hardware trade that Mr. Piche was a poor business man, that he cut prices and sold below cost. The case came before a jury, and after a four days' trial it was found that Mr. Letong had made no such statements, that he had not acted maliciously, and that Mr. Piche had suffered no damage. Mr. Piche was not satisfied with this verdict, and his counsel had the case inscribed in the Court of Review. A majority of that body reversed the finding of the jury, and upheld Mr. Piche's contention. Mr. Letong promptly gave Mr. Piche a Roland for his Oliver by taking the case to appeal. The appellants in their plea before the higher court contended that the judgment in the Court of Review was erroneous. The firm Piche, Tisdale and Painchaud, of which respondent was a member, had suspended payment and effected a composition of 42½ cents on the dollar. This suspension of payment was the topic of conversation in the hardware trade. The appellants contended that Piche, Tisdale & Painchaud had cut prices, and for this reason they were opposed to any composition being made with them, as it would injure the regular trade. They stated also that there were too many hardware houses, and that the system of granting composition was ruinous to business. As a matter of fact all the creditors with one exception did sign, and the statement that one merchant cut prices was not an accusation, but simply that he was selling lower than his neighbors. Besides, the only creditor who did not sign refrained from an entirely different reason. There was nothing therefore on which to base a claim for damages; further, there was no malice.

The respondent's counsel held that the jury verdict was contrary to the evidence, which he held showed conspiracy to injure and gross bad faith on the part of the appellants. The court reserved judgment.

THE WILSON AND FROST DIFFICULTY.

The Montreal hardware and iron trade were much agitated last week by rumors which leaked out on Friday last that Wilson & Frost, builders, were in difficulties. The news was very interesting, from the fact that the firm in question were heavy buyers from both Montreal and Toronto dealers. It must be gratifying to these gentlemen to receive the assurance, based on very reasonable grounds, that the embarrassment of the firm is only temporary. In fact none of the well informed creditors thought anything else, and at a large meeting of creditors which was held on Saturday morning last, it was shown pretty plainly that there was every reason for the estate paying a handsome surplus. That the firm itself desired to deal squarely by their creditors was shown plainly by the action of Mr. Wilson in refusing to accept an extension of three months, and insisting on the false reports which had been circulated, being refuted by placing the affairs of the estate in the hands of trustees. The meeting was held in the offices of Denoon and Fair, accountants, Temple building, Jas. Robertson being in the chair. After Mr. Wilson, the only surviving member of the firm, had made a statement to the effect that the firm was perfectly solvent, and if not pressed was capable of paying a surplus of $200,000, accountant Denoon reported that a superficial examination of the books indicated a surplus of $90,000 after paying all the claims. He had valued some of the property below Mr. Wilson's estimate, but he might state that his was quite as likely to be below as above the mark. The discussion which followed this demonstrated fact that the meeting generally considered the estate in a good financial condition, and G. A. Holland proposed an extension of three, six, and nine months, but Mr. Wilson would have none of it.

He insisted on the appointment of tsustees, and after J. H. Woods, one of the largest creditors, had given his opinion that the buildings erected by the firm were among the best of the kind in Montreal, which was proved by the readiness with which they were rented, the following gentlemen were appointed on motion of Alex. Ramsay, of A. Ramsay & Son, to make an investigation and report on at the end of the following week: James Robertson, A. Ramsay, J. J. Riley, J. H. Wood, E. Archibald, and Jas. Baxter.

The history of the firm is an interesting one, and a record of a steady, upward march. Four years ago both the partners were clerks in the Bank of British North America, and decided to start in business for themselves with a capital of $9,000. They went into the real estate and building business, erecting cottages, terraces and tenement blocks in different parts of the city. That they prospered was plainly shown by the fact that within a year they were rated at $40,000 by Bradstreets. In fact everything they touched turned out lucky, so that in 1891 they were doing an enormous business in building, selling and renting cottages and tenement houses. Mr. Frost's health broke down last year, and he took a trip across the Atlantic to recuperate, but unfortunately did not recover, dying in England. Mr. Wilson ran the business from that time until the present, but he also took sick about two months ago, and it is to this fact principally that the present trouble is due At the present time the firm have seventeen dwellings and six stores in course of construction, nearly all of which are let already. One of the largest creditors estimates the liabilities at $700,000 (including mortgages) and the assets at $800,000.

ENGLISH IRON WOOD SCREWS.

An inspection of an English merchant's trade circular, of recent date, furnishes the information that the current trade quotation for iron wood screws, f. o. b. London or Liverpool is 62½ per cent. from list. A comparison of values on these goods as sold in England with the same as sold in Canada, serves to show that the Canadian consumer has to pay in round numbers about fifty per cent. more for the home-made article. This statement is based upon the following figures, viz.: The average size in a specification of 1,000 gross assorted screws may be assumed to be 1¼ x 10, the English standard list for which is 1s. 7½d.

COST OF ENGLISH SCREWS.

1,000 gro. 1¼ x 10 at 1s. 7½d. list,	£87	10s	0d
Discount 62½ per cent.	54	13s	9d
	32	16s	3d
Discount 5 per cent.	1	12s	10d
	£31	3s	1d

9½ per cent Sterling Exchange $151 61.

COST OF CANADIAN SCREWS.

1,000 gro. 1¼ x 10 at $1.00 list, -	$1,000 00
Discount 77½ per cent. -	775 00
	$225 00

RECAPITULATION.

1,000 gro. Canadian screws cost	$225 00
1,000 gro. English screws cost -	151 61
Difference (48.40 per cent.)	$73 39.

These results suggest the question whether our manufacturers had not better "ease off" in this discount, and give the retailer a share of the benefit they now enjoy as the result of enforced combinations from the buyers of these goods. Possessing as they do by reason of the tariff, a monopoly of the trade in Canada, and the admission of their raw material entirely free, they should be able to sell screws at prices approximating more closely to current values in England than is now the case. We hope to have these and similar industries flourishing in Canada, but think this is not at all incompatible with the wish to have the difference of nearly fifty per cent. reduced to a lesser amount.

SALES ROOM TOPICS.

The McIntosh Saw Set, manufactured by Bricker & McIntosh, Port Elgin, Ont., and stocked on this market by H. S. Howland, Sons & Co., appears to be taking with the lumbermen, as it is said to command repeat sales wherever it is introduced. Now is the winter of the lumberman's activity and the demand is brisk.

H. S. Howland, Sons Co. report a good opening of the skate trade, skates being an item in nearly every order that comes to hand. They find the Forbes' New Patent Skate a strong favorite so far.

A. C. Leslie & Co. note a very considerable enlargement in the demand this season for their carvers, both in cases and otherwise. Though the firm's business is chiefly in import orders, they keep a choice assortment on hand, which buyers might find it to their advantage to examine.

The New York Aluminum Bearing Metal Co. are sending out a novelty in the shape of a penwiper as an advertising device. The cloth which the wiper is made of is in three parts, each of different color. It is neat and attractive. Write for one and mention HARDWARE.

Sleigh bells are having a very good run now, the sharp weather acting as a tonic upon the demand.

H. S. Howland, Sons & Co. will open out next week a new shipment of Rogers' cutlery, which they have been able to get delivery of only since the settlement of the strike at the manufacturers' works in Sheffield. The line is an assorted one, but butcher knives, for which the demand is now ripe, are an important feature of it.

In some of the sample rooms may be seen a notion in symbolic advertising that the Dominion Cartridge Co., Montreal, has set up. It is the image, on a huge scale, of a cartridge, and it bears the superscription of the Cartridge Company.

The projected meeting of white lead grinders, which was to have been held in Toronto last week, fell through, as the manufacturers who sent out first post card at 4½c refused to attend. The feeling among is that the bottom has not yet been reached, and some predict a 4 cent price for the pure article This seems an unfortunate state of affairs. and while there may have been some justification on the part of those who inaugurated the war it is time the breach was healed, as it does seem desirable that something should be done at once to bring about a better state of affairs. If present prices continue until the new year it will mean a considerable loss to all the makers, with a probability of other lines being included in the slaughter.

The Canadian Snow Shovel, made by C. P. Gelinas & Bro., Three Rivers, Que., has good sale these days. It is light and handy, the blade being of basswood and firmly bolted to a strong handle. It is stocked in three sizes by H. S. Howland, Sons & Co., who are also doing a good business in a line of children's shovels made by the same manufacturers. These latter are in demand as useful gifts to boys whom it is desirable to provide exercise for in the sharp open air of winter.

The profit on stoves has been no better this season than it was last, and freight allowed to distant points in the province wipes out the greater part, sometimes all, of the margin above cost.

The deliveries of glass are backward this year. It will be a fortnight before the last shipment is to hand. Importers usually succeed in getting in all their stock before lake navigation closes and winter freights are started by the railways.

The Toronto Street Railway is putting on several new cars as a result of the change to electric power, which enables more cars to operated in the same time. In consequence of the building of this additional rolling stock the McClary Mfg. Co. have had to put in upwards of seventy more of their car heaters. The street car company is also keeping the boiler makers busy. A steel sewer to carry away the refuse of the company's buildings is being made. But the largest contract of interest to metal merchants is their breeching smoke pipe, plans of which are on the way.

M.& L. Sameuel, Benjamin & Co. find the course of business strong and steady along several leading lines. The syphon oil can has a well established reputation that keeps it prominent in the demand. It enables those who use oil lamps to pump the oil into the bowl of the lamp, and thus is a security against accidents, waste of oil or damage through spilling. The firm's well-known M. L. S. axe is now going out in large and numerous orders. The demand for their crosscut saws, the Lumberman's Pride and the Great Canadian, also feels the reviving touch of winter. The high price of coal brings their cinder sifter into request. They have taken up another line of stove paste, branded the Electric Crown, a line on which they are making a drive. Their Maple Leaf pocket knives, genuine Sheffield goods, and fully guaranteed, are in favor.

It is reported that one of the nail manufacturers will put a stock in London.

Steps have been taken by a Montreal man interested here to bring about an amalgamation of the boiler makers. The proposal was made and rejected, and offers to buy and sell have passed, but it looks as if the idea of forming a combination to make good and bad names alike would not go through.

Craig, McArthur & Co. have now a full stock of lead and waste pipe, antimony, boiler tubes, etc., in their warehouse here. Being live men, sparing no pains to please customers, and making prompt delivery a special feature, they have already developed a good business.

The New Glasgow Iron, Coal & Railway Co. are doing some business on this market in their pig iron. The E. & C. Gurney Co. have recently bought a trial lot of No. 2, and the Toronto Radiator Co. pronounces No. 1 equal to Summerlee. It can be laid down here under $19.

The advance in freight and the extra cartage added by the railway companies make a material addition to the cost of the cheaper heavy goods. In some cases the difference is equal to between 2 and 3 per cent.

CANADIAN NICKEL WANTED

About three weeks ago, under the direction of the British Admiralty, a test was made at Portsmouth of the nickel steel armor plates, and the result gave the highest satisfaction to everyone concerned. The plates produced by the Harvey presses were the handiwork of the Carnegie Steel Company, of Pittsburg. Last week the agents of Carnegie, Phipps & Co., in New York, made the announcement that they would require 1,000 tons of nickel steel per day from Canada. The offer was made to the Commercial Mining Company, which possesses nickeliferous tracts in the Sudbury district through one of the company's directors, Mr. Hemmingway, in Boston. The directors of the Commercial Mining Company in Toronto say that all is needed is a custom smelter in the Sudbury district, and claim that the Ontario Government should take instant steps towards the erection of one. At present only four mining companies have smelters of their own, and their united capacity is only in the neighborhood of 300 tons per day. The Carnegie company would prefer merely that the ore should be roasted in Canada, but should be taken to Cleveland to be smelted and refined. This procedure would have the effect of losing a very large industry to the country.

The Hamilton by-law relating to overhanging signs requires that both tenant and landlord shall sign a bond indemnifying the city against any damage the overhanging signs may do. In some cases landlords are willing to sign to oblige their tenants, but others are not, and in these cases the tenants are placed at a serious disadvantage as compared with their neighbors. Another difficulty that has cropped up is that of agents for owners who may be at a distance. The by-law says the owner must sign, but often he cannot be reached readily, and the signature of the agent, no matter how willing to affix it, will not be accepted. It is contended that the corporation ought to be willing to accept the signature of the tenant alone, but against this it is urged for the by-law that the tenant may be comparatively worthless, and in case damages are recovered on account of a sign on a building for which the owner is not liable, the city may be debarred from recouping itself. There is always the option of taking down the sign, but that is the last thing any of them desire to do.

TRADE LITERATURE.

A thing of beauty is the Catalogue of Simpson, Hall, Miller & Co., Wallingford, Conn. It is got up in the style of the finest art books. Enclosed in buff covers, which open on a hinge of laced cord, and which are beautifully stamped and embossed, it is a fitting presentment of the full treasury of beautiful goods that Simpson, Hall, Miiler & Co. manufacture. These goods include silver plated repousse work, in toilet and stationery goods, etc. As holidays are drawing near, the hardware merchant should possess himself of one of these catalogues to gain from it some suggestions that can hardly fail to prove profitable to him for that trade. It is in the line of latest development in the hardware business, and hardware stores will be more and more resorted to for Christmas purchases, the more they go into this class of goods. Simpson, Hall, Miller & Co's Montreal office is at 18 De Bresoles St. in that city.

The Steel-Clad Bath Tub is assured of more than fleeting remembrance in the mind of every one who is favored with a copy of the neat note book that the Toronto Steel Clad Bath and Metal Co. (Ltd.) have presented us with their compliments, and which we accept with best thanks. The book is of the right size for an inside pocket, and will allow of a copious store of notes being entered in it. Many an odd item will be transferred from ts pages to HARDWARE On the inside face of both covers the possessor of the book can frequently con the reasons why the Steel-Clad Bath Tub hath the pre-eminence.

BUSINESS TAX.

Before the executive committee of the Toronto council a deputation of nationalists, capitalists and single-tax men asked that certain questions relating to taxation should be submitted to the people at the municipal elections. Alfred Jury asked for the submission of the following question : Are you in favor of the Legislature granting power to the municipal councils to reduce taxation, not merely on machinery, but also on buildings, merchandise and other products of industry? Paul Campbell, of Messrs. John Macdonald & Co., proposed that the voters should decide tne fallowing point : Are you in favor of the Legislature granting power to the municipal council to abolish taxation on personalty only; that is, on machinery, merchandise and income? These questions mean, in effect, that the people will be asked to sanction the raising of the whole city revenue by a tax on the value of land. After discussing the subject for about an hour it was decided to leave it over until a special meeting, which will be held at an early date. Mr. Campbell pointed out that Mr. Jury's proposition was far more drastic than that made by himself, and the electors will do well to examine them both carefully.

SOME ISSUES AT LAW.

At Osgoode Hall, before Chief Justice Hagarty and Justices Osler, Burton and Maclennan, the following cases were disposed of :

Smith v. Asher : Judgment on appeal by defendants from the judgment of Boyd, C., delivered at the trial at Cornwall in November, 1891, in favor of of the plaintiff in an action brought by R. Smith, assignee of one F. Bolander, who formerly carried on business at Cornwall and Smith's Falls, to set aside a certain transfer of goods made in November, 1890, by Bolander to Asher & Leesin, the defendants, on the ground that the transfer was fraudulent as against the plaintiff and the creditors of Bolander, and to recover back the goods or the value. The chancellor's judgment directed the defendants to account for the value of the goods. The appellants contended that, by an agreement between them and Bolander, the transaction amounted to an exchange by the appellants of their goods in the possession of Bolander for the goods in question in the action made for valuable consideration and without fraud on the part of the defendants or of Bolander, and also that the transaction was supportable as a payment to creditors under pressure. Appeal allowed, and action dismissed with costs. W. R. Meredith, Q.C., for the appellants. Moss, Q.C., for the respondent.

Watt v. City of London.—Judgment on appeal by plaintiffs, George Watt & Sons, of Brantford, from the judgment of Armour. C. J., dismissing the action, which was brought to recover from the corporation of the city of London taxes paid by the appellants upon what they alleged was a wholly illegal assessment of personal property of the appellants stored in a warehouse in the city of London. The appellants were wholesale grocers in the city of London and contended that they had no branch of their business in London such as would make them liable to assessment, there. Appeal allowed with costs. Gibbons Q. C., for the appellants. W. R. Meredith, Q. C., for the respondents.

Mr. Justice Street has given judgment in the suit of Grant vs. Northern Pacific Railway Company, which was an action tried without a jury at Toronto, the trial having been adjourned from the Woodstock Assizes. The suit by Jas L. Grant & Co., pork packers, carrying on business at Ingersoll, against the defendants as common carriers, to recover $2,000, the value of a quantity of hams and bacon shipped by the plaintiffs over the defendants' line from Ingersoll to Victoria, British Columbia, and which were lost to the plaintiffs by reason of their being delivered to a person other than the consignee. The learned Judge holds that the defendants must be taken to have received the goods at Ingersoll by their agents, the Grand Trunk Railway Company, upon a contract to carry them and deliver them safely to the order of the consignee at Victoria, and that the contract was broken by their delivering the goods to another person, and the plaintiffs having lost the value of the goods by their having done so, are entitled to recover. Judgment for the plaintiffs for $1, 559,13 with interest from 31st July, 1889, and costs. Thomas Wells (Ingersoll) and Wallace Nesbitt for the plaintiffs.

THE CRANK.

Some people make use of this expression sometimes in a nasty way? He is a crank and he is a little bit off." If you asked them the reason they had or the authority they had for saying it, many of them could not tell you. Their keenness of perception into human nature is so limited and their ideas so small that they pass their judgment on the cover of a man's life, while the whole story of his life lies hidden unrevealed between the covers. It is to people of this class of judgment that I address myself in this article. I will start by asking you how much you know of some of the people you call cranks, and conscience answers back, "Nothing." Well, then, don't call any man a crank again, don't judge the book by the cover ; try to learn the whole story, then you will be able to understand what caused that wrinkle on the brow and that far away look in the eyes ; perhaps you will find as you read the book your own life will sink into insignificance. I have come across men in my lifetime whom I have called cranks ; when I have come into closer contact with them, when I have opened up my heart to them, and them to me, my heart has as it were bled with sympathy and been filled with admiration at the nobility and courage of the soul within it, at the cold, unfeeling world that has made them close the volume of their life up so that the world or casual observer could see nothing but the plain unmeaning cover. If you wish to learn the story approach it with kindly feeling, go away back to the days of his boyhood, trace his career up to manhood, and you will find perhaps that the circumstances which have surrounded his life have been entirely different to yours ; his character has been moulded in an entirely different mould ; his experiences have been vastly different to yours. Study this, then, take into consideration that we to a greater or less extent, that is, our characters, are moulded by the circumstances which surrounded us and by the ideas and impressions of others. Out of the thousands you meet how many really original ideas do you find? You would be liable to call the man with an original idea a crank because it would be something new. What cranks all the men were who have done anything or discovered anything that was worth anything to the country to the common everyday mind of the common herd! Who was the crank or the man who was a little bit off, Edison or the men who laughed at him when he first spoke of the telephone? You say the man who laughed at him. Take it home. When you learn to know the men you call cranks better you will wonder how ever you were such a fool as not to see the beauties of his character, and perhaps you could grow to love and esteem him ; perhaps he could buy and sell you. Place you where he has been and you would be perhaps lost.

Some of the noblest men are the men who are called cranks. Fools always like to display their ignorance, and you know them. Wise men keep their lives looked up in their heart, and you don't know them.

H. S. HOWLAND, SONS & CO.,

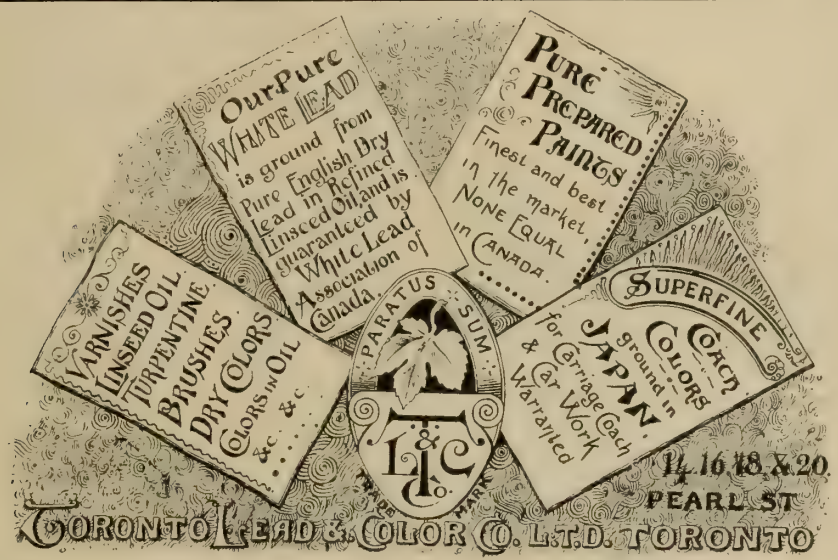
WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

"Schultze" Smokeless and American "Dead Shot" Gunpowders

THE BEST OF THEIR KINDS.

Cartridges, Cartridge Cases, Wadding, Shot, etc.



MONTREAL TRADE NOTES.

The Wm. Johnson Paint Co. has fyled a voluntary declaration of liquidation in the Tutelle office.

Miller Bros. & Toms' account sales for the fall on their Acme hot water boiler were fully up to the average.

Ramsey & Son report good returns on their Unicorn furniture varnish. It is a handy thing for a housewife to have around.

H. R. Ives & Co. are booking lots of orders for their Buffalo hot water boiler. The firm make a specialty of this contrivance.

H. McLaren & Co. say that they have nothing to complain about on the sales of Safford radiators made during the present season.

T. A. Morrison, agent for the Eclipse door spring, reports a good demand for the contrivance. It is coming into very general use.

D. W. Robb, of the Robb Engineering Co., Amherst, N.S., was in town last week on business. Mr. Robb put up at the Windsor.

Jean O. Goyette, a creditor, has made a demand of assignment upon Wilson & Frost, but the firm has fyled a contestation of it in the court.

Cement is the only active line in heavy material just at present, and Wm. McNally is one of the lucky dealers who is well supplied. Stocks of the article are exceptionally light.

An article that is meeting a good demand from furniture men is the wrought iron pipe bedstead turned out by J. & C. Hodgson. The festive bed bug has no show in them at all.

No report has yet been made in the H. R. Ives case by the advisory committee. A member of the committee and a leading banker stated, however, that he expected a return of $1.50 on every dollar.

Francis Hyde & Co. report a good demand for Scotch firebricks, etc. They are among the few holders of cement on this market, and of course benefit by the advance in prices.

The members of the Chambre de Commerce at their meeting the other day decided to ask the Provincial Government to add to the commission which will represent this province in 1893 at Chicago, a competent merchant engaged in business, in order that he may attend to the development of the business interests of Quebec.

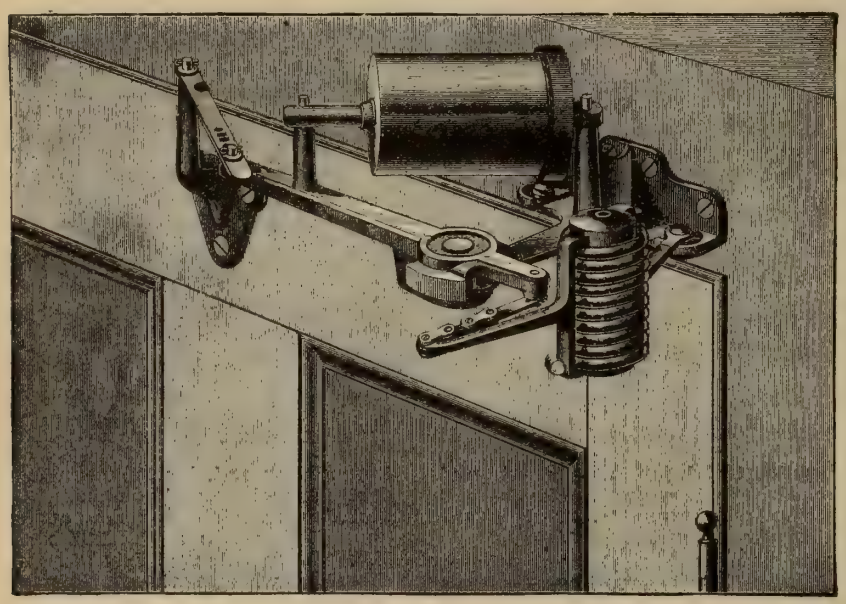
Francis Hyde & Co., of Wellington street, Montreal, are placing on the market a smoke test machine called the Grahtryx. This machine, which is made by Baird, Thompson & Co., sanitary engineers, of London and Glasgow, is wonderfully complete and compact, fitting into a box 15" x 7" x 11". The machine consists of a smoke chamber, wherein the smoke-producing compound is consumed, and a fan wheel which rotates by hand power, propelling the smoke through almost any length of pipe. It is so cheap and effective that no sanitary engineer or plumber should be without it, affording as it does a portable and very thorough means of applying the smoke test to drains, etc. It is also useful to disinfect ships, sick rooms, etc., and has been extensively used in England for smoking out green houses.

Judge Malhiot delivered judgment in a case on Friday in Aylmer, which declares the mining tax in Quebec imposed by the Government of 1 1-2 per cent. on all sales of properties illegal. The case arose out of the recent sale of the Brock mine to T. P. Coffee, a solicitor in Guelph. Mr. Sims, an agent of the Quebec government, took action against Mr. Coffee for the amount of the tax on the price of the property. The case was argued the previous Tuesday and judgment given as already stated. It is likely that an appeal will be taken against his judgment.

NEW GOODS.

THE "HOME" DOOR CHECK AND SPRING COMBINED.

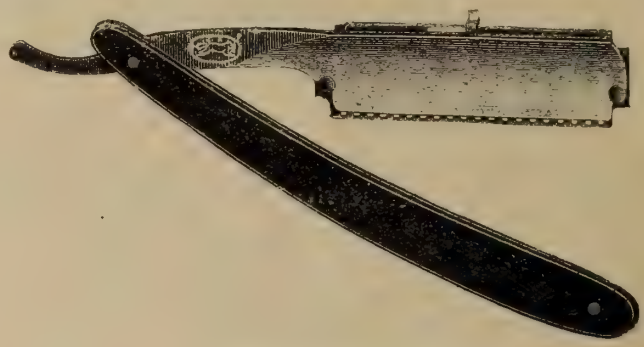
The above cut represents the "Home" Door Check aad Spring applied to hinge-side of door. The same spring can be used for either right or left hand doors, and either side of door, by using a different bracket. The usual objections to door springs and air checks have been their high price, complicated construction and difficulty of applying. These are overcome in the "Home." It is strong and durable, can be applied and adjusted by anyone, and is cheap. Another advantage of the "Home" : it will hold the door open when it passes the right angle. It is especially desirable in dwellings, on doors leading from dining room to kitchen, also in churches, hotels, banks, hospitals, in fact on any door, large or small, desired to close without slamming. "Kahala" bronze with nickel plated cylinder. For light inside doors, each, $4.50 ; For heavy inside and light outside doors, each, $5.50 ; For heavy outside doors, each, $7.50 ; For extra heavy outside doors, each, $10.50. Full directions accompany each spring. Russell & Erwin Manufacturing Company, New Britain, Conn.; New York ; Philadelphia ; Baltimore. H. S. Howland, Sons & Co. have the "Home" Check and Spring now in stock, as was stated in last week's salesroom topics.



CHECK AND SPRING ATTACHED TO CASING.

COMMON SENSE SAFETY RAZOR.

The Fox Cutlery Manufacturing Co. are introducing the Common Sense Rapid Safety Razor. The polished German silver guard is easily attached to the blade of the razor on right or left side, by means of a spring on the back, and is adjustable, as it can be raised by means of screws as the edge of the razor wears off. The guard is light, but strong and effective. It will shave as clean as any razor, but will not cut the skin under any circumstances when the guard is attached, it can be honed, stropped and used in the same manner and has the same length of edge as the regular razor, it has all its advantages without its disadvantages. It will be appreciated by experts as well as by the inexperienced, for all can shave with ease and comfort in a much shorter time than is generally required for the operation.



COMMON SENSE RAZOR.

WHETSTONES.

According to the Arkansas Geological Survey, the use for which the stone is wanted must always be considered carefully, for then the general character of the stone desired is easily decided, and it only remains to find a suitable stone. A few tests to decide what sort of stone is being offered by the dealer are often useful. The hardness may be tested by a pocket knife. If the stone is soft like, the water-of-Ayr stone, the knife edge will cut it easily on its flat side without injury to the knife ; stone of medium hardness, like the Hindostan, will cut on the edge with some difficulty ; a hardstone, the Ouachita, for example, can be scratched by the knife point ; while a very hard stone like the Arkansas, receives no scratch from the knife point. The fineness of the grit can best be judged by drawing the edge of the finger nail backward over the stone ; the seesation produced ndicates well the coarseness of the grit, and a little practice with various stones soon gives one eqpertness in judging their fineness. The finger nail will tell whether the stone is coarse or containing coarse particles by showing scratches ; fine gritted stone will make no visible scratches. The sharpness of the grit also will be indicated by the amount of the nail worn away.

A dull tool with a notched edge should no more be placed on a good whetstone than a carpenter's chisel should be used to drill rock; yet such a use of whetstones is a common one. The purpose for which a whetstone is bought should be kept in mind, and it must be remembered that if used for purposes widely different from those for which it is best adapted the stone will be spoiled for its ordinary work. For this reason it is economy to have stones of different grades wherever tools are in constant use, as in carpenter and machine shops. For reasons already given it must be expected that a whetstone will lose a little of its abrading quality with use; if it loses much, however, the conclusion may be drawn that it is not being properly used, that proper care is not being taken of it, or that it is a poor stone ; only do not be too ready to condemn the stone. Many good stones are condemned and given a bad reputation when the fault lies either in the original choice of the stone, or in the use made of it, or the care taken of it.

Owen Sound business men are being surfeited with circulars from the omni-present "green goods" men, offering their wares for sale.

The Canada Paint Co. of Montreal and Toronto are presently erecting a paint factory in Victoria, B. C. The machinery has been shipped partly from Montreal and parly from New York and is now en route. The business in British Columbia will be managed by James L. Forrester, late of Fergusson, Alexander & Co., assisted by foremen from the various works. This factory will include the grinding of white lead and colors in oil, manufacture of colors, liquid paints, putty, varnishes and lacquers. Chinese labor will not be employed as was erroneously stated last week.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."



These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

BEST ENGLISH BRANDS.

Keene's Coarse, Parian and Superfine Cements.

SEWER PIPES 4 in. to 24 in. diameter. Flue Linings. Chimney Taps.

FIRE BRICKS. Flue Covers, Fire Clay, Cupola Paubing Mixture, Kaolin.

CALCINED PLASTER. Enamelled Sinks, Wheelbarrows, Scotch Derricks.

Large stocks at lowest market prices.

Wm. McNally & Co
MONTREAL.

Thos. Firth & Sons, Ld.,

Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,

Bessemer Steel,
Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.

Miller Bros. & Toms

(Successors to Miller Bros. & Mitchell. Established 1869.)

Machinists, Millwrights and Engineers.

MAKERS OF

ELEVATORS

For all purposes, of any capacity, and operated by Electricity, Water, Steam or Hand Power.

Builder's Derricks--Hand or Steam,
1, 1½, 2, 3, 5, and 8 Tons.

Foundry and Machine Shop Cranes,
Any Swing, Any Capacity.

GENERAL MACHINE WORK.

Works: 89 to 120 King, - - - - - MONTREAL.
Office: 122 King St, - - - - -

WIRE ROPES.

Crucible Cast Steel Ropes for Hoisting, Inclines Mining, and Semans-Martin for transmission of Power Elevators asd Hoists, etc., Galvanized Ropes for Derrick Stays, Ship's Rigging, etc.

WRITE FOR CATALOGUE AND PRICE LIST.

Manufacturd by

The B. GREENING WIRE CO., Ltd.,
HAMILTON, CANADA.

ROAD REMINISCENCES.

Among the old-fashioned notions entertained by the house I travelled for so many years was the idea that bills should be paid as contracted and as due. Sometimes this absurd conceit occasioned me no little discomfort. Perhaps my people could in some cases have smoothed the matter over and not lost anything by it. As it was I had to do the smoothing, and nature didn't make me very oily.

I had a customer in Lubricopolis whom I never knew to pay a bill when due, though he always paid. He was a free buyer and a free talker—too free for the comfort of his listner, if matters weren't pleasant with him. Our terms were thirty days. One morning I dropped into his store before he arrived. He came in with open letters in his hand, and to my cordial greeting gave but a grunted "good morning." Presently he burst out with—

"I suppose I've got to go to the bank this morning and pay a draft of your house, blank it; I don't any more than get the goods in the house before they draw on me."

My folks kept me supplied with a collection sheet, a relic of the time when they sold goods by means of waggon drummers. I never collected anything unless the customer offered me the money, because I thought dunning had a bad effect on trade. Well, I pulled out my sheet and found that Mr. Man's bill was sixty days old and so advised him, incidentally remarking that our terms were thirty days "you know." His only reply was—

"I can buy all the goods I want at four months, and I'll be blanked if I'll buy from any blank house that draws on me before I get the goods in, blankety, blank, blank——" and a blue streak followed him as he stalked away down the store.

Next time round Mr. Man was in better mood, but adhered to his four months' ultimatum. I couldn't meet him and went my way, until a more convenient season. Next trip I landed him for a good order and kept it up for about a year. Then the arrival of a draft at an inopportune moment again upset these agreeable conditions, and there were no orders for three or four months. So it went on, with competitors, of course, doing their best to permanently supplant us. Mr. Man took from sixty to ninety days. That was wrong, but the folks would send one or two statements, say at thirty and sixty days, and then draw. If they had taken pains to write him a frank and friendly letter now and then I believe it would have saved him.

Finally, our folks thought there was no use waiting so long to get ready to draw, so they drew at the end of thirty days. I was in Mr. Man's store when the notice of draft came in. That settled it; he never bought another cent's worth of the house after that. My ingenious supposition that it "must have been a mistake," etc., availed not. He expressed friendship for me, but blanked the house. When I changed houses I secured his business.

I had for a side customer in a small New York town a nice old gentleman whose purchases of me amounted to about $15 a trip. He always said the goods were put in the window, lost their freshness, and he had to give them away. One season he owed us three or four bills, some $67 all told and the house drew on him. He paid the draft, and when I came round again he told me of it in the jolliest way, and said:

"Now I wish you would tell your folks that I sometimes declare to my customers that I am going to draw on them if they don't pay me, and they tell me to draw and be deuced, or something like that."

For several years I sold moderate bills regularly to Mr. Jones in Smithtown. There was much uncertainty as to his resources and some doubt as to his character, so that many travellers dared not sell him. He was the only party I could get hold of in his town, and I felt loath to drop him. I could frequently sell him in the evening, and so lost no day time. But he had one bad habit. He would take sixty days on his bills and then deduct 5 per cent. Our folks wrote him that they would not allow that, and he promptly suggested their notifying me not to call on him. Of course I called and sold him just the same, but after that had been going on for a year or two I got from our bookkeeper a statement of his improper discounts, which was really one per cent. on his purchases for that time. In the next trade I overcharged him enough to cover the whole amount and a balance, besides to provide for future settlements. Poor fellow! he thought he was doing a sharp thing in coolly mulcting us of those petty sums. He knew we wanted to sell him, and by threatening us with the withdrawal of of his trade he compelled us to yield to his unjust exactions. He never knew that he himself footed the bill.

At one time we heard a rumor about him which, if true, would render him a very shaky risk. Calling soon after, I stood leaning on his stand-up desk and chatting with him, and in offhand fashion said:

"Say, our folks heard that you were in bad luck, that a judgment for $5,000 was entered against you. Is that so?"

He denied the story emphatically, protesting that there was no judgment against him. I reached out lazily over the desk, picked up a scrap of paper, and addressing it to our firm, wrote out briefly Mr. Jones' statement. I shoved it over to him and said it might be well to sign that. He glanced over it, hesitated a minute, then dashed down his name. I treated the matter with no formality or seriousness, but took care to forward the scrap of paper to be filed in our office. I afterwards learned that the judgment did exist, but was lifted soon after the signing of the statement by aid of a friend. Eventually Mr. Jones went the way of 95 per cent. of those who attempt to buy and sell and get gain.—Commercial Enquirer.

SIGNS FOR THE STORE.

The store sign has become as necessary a piece of furniture to every mart of trade to-day as the counter or the desk or the show window. The art of sign making has developed into a science in recent years, and now is a business of itself. There's hardly a candy shop in a town or city to-day that is not adorned with some sort of a sign telling the owner's name and his line of business. It is the one method of advertising which every merchant or professional man feels he can indulge in, and so, if he be wise, he'll make his signs as attractive and as effective as possible. The sign has a mission of its own and does it well. It succeeds in drawing custom to even a cobbler's shop, and lets the world know that Mr. So-and-So is a cobbler and does cobbling within, and if the passer-by wants cobbling done he will know that he has found his place.

Yesterday E. E. Peterson, a Minneapolis sign painter, said to the Bulletin: "The enterprising, wide-awake merchant through experience has discovered that store signs are absolutely necessary for the success of a live business house. Signs not only keep a merchant's business and name before the home public, but are of great benefit to the transient public. For instance, if you're a stranger in a city and want to buy something you'll generally look for a store with a sign telling you the article is sold within. It's wrong for a merchant to think he is well enough known without the aid of signs. Good, substantial signs do a tremendous amount of good to doctor, lawyer, merchant and blacksmith alike. Signs will 'landmark' a store to old customers, who will come anyhow, but new customers won't come unless they are invited. In olden days the shopkeepers used to station a bell ringer on the streets in front of their places of business and ring custom thither, but to-day that's changed, and the sign, in a quiet, elegant way, does the work far more effectively instead.

"The most popular signs are the gold-lettered ones on black backgrounds, of any style and shape to fit the space, generally the width of the store. The most durable and substantial 'entrance' or 'window sill' sign is of brass, with sunken engraved letters filled with black enamel and polished. Then there are the raised letter signs on German silver sheets, the japanned tin sign, the 'sanded' black and gold sign, the gold leaf, the glass, the muslin signs, all in a variety of patterns and designs. Every merchant buys signs for his store. Even in the smallest country towns the merchants order good signs, and in the cities there is hardly a limit to the price paid for them. They run from 25 cents to $300 each. Oh, yes, the sign is a useful bit of the store furniture, and too much taste or skill cannot be put into their make up.—Minneapolis Commercial Bulletin.

The Hamilton Bridge and Tool Co. has just received a contract to build a steam yacht for Mr. A. E. Gooderham, of Toronto.

THE ONTARIO TACK CO
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton, Ontario.
SP

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

Wanted--Foundry Men

To give Aluminum Alloy Composite a trial. 2% in ordinary Cupola will give you soft, sound and solid semi-wrought iron castings. Price, $5.00 per 100 pounds F. O. B.

Book of information with Government report and other indisputable testimonials for foundry men—FREE. The Hartsfeld Furnace and Refining Co., Newport, Ky.



BROWN & CO.,

Manufacturers of

Square and Hexagon

HOT PRESSED NUTS.

PARIS, ONT.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST

E.R.C.Clarkson, F.C.A.
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TORONTO, ONT.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST W., TORONTO.

Telephone 1112.



HAPPY are the PAINTERS

WHO USE THE

GREEN SEAL BRAND OF

White Lead, Paint and Varnish.

They are pure and always reliable.
It will pay you to keep such goods.

Walter H. Cottingham & Co.

Proprietors Green Seal Registered Trade Mark,

MONTREAL.

J. L. GOODHUE & CO.,

Leather Belting,

Lace Leather, etc.

DANVILLE, QUE.

Ontario Office :

74 York St., Toronto,

H. D. SIMMONS, Agent.

A full stock of "Standard No. 1," and "Trade" Leather Belting, also Lace Leather and Cut Laces, kept in stock at our Ontario Office. Orders and Shipments attended to with prompt despatch.

NOW READY

The newest thing in Varnish. Put up in the neatest and handiest tin ever known. Easily opened. Easily sealed. No corks and no waste.

Unicorn
Furniture Varnish

In tins of assorted sizes. Packed in handy cases for the trade. Handsome show card in each case.

A. RAMSAY & SON,

MONTREAL.

Manufacturers of Leads, Colors, Varnishes, etc.

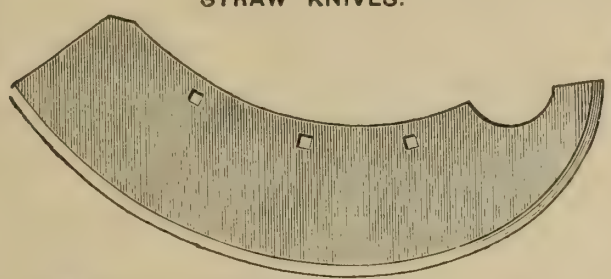
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EACH SAW GUARANTEED PERFECT.

Made from Best Quality Silver Steel. Fastest Cutting Saw in the Market. If your dealers' cannot supply, send your orders to us direct.

STRAW KNIVES.



ROOT CUTTERS.



We make a specialty of Straw Knives and Root Cutters. Quality guaranteed. Prices low. Send for quotations before placing your orders.

JAMES ROBERTSON & CO., - TORONTO.

The Whitman & Barnes Mfg. Co.



Canadian Branch :

ST. CATHARINES, ONT.

MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES :

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

TRAITS OF COMMERCIAL TRAVELLERS.

No man can pass many years in commercial life without developing his character—to his own conscience, at least, if not to the knowledge of the world. A short time ago I was asked by a partner in a firm of progressive and enterprising ironmongers to draw up a code of instructions for dealing with commercial travellers. I treated the matter as a joke at the time, the suggestion being made through seeing several others waiting at the door ready to renew the attack when I had departed. On more mature reflection, however, I must admit the subject is one of the utmost importance, not only to the ironmonger and the manufacturer, but to the commercial traveller himself. As the ranks of travellers are very often recruited from the ironmonger's counter, and as I know many of your readers are contemplatingmaking their debut, I shall endeavor to give my own experience, although it is a subject hedged round with many difficulties, and requires more than the usual amount of courage to tackle.

Speaking generally, I must say my experience of commercial travellers has been most favorable. I have always found them as a body to be honorable and upright, and their integrity above suspicion. When a young man commences on the road he will never find in all his trials and difficultes a more sympathetic friend than his fellow traveller. A long disappointing day is the first intimation a young traveller receives that the life he has chosen is far from being a bed of roses. It is very hard to have our day dreams and ideals dashed to the ground. A young traveller may console himself with the fact that every successive journey will be easier than the previous one, if he will only have patience to wait.

Previous to securing a situation to represent a manufacturer or a merchant, we have spent our time in studying the problems of life. We have read the biographies of those who have risen from the ranks to the height of opulence and fame. We have studied the works of Samuel Smiles, 'Character,' 'Self-help,' 'Duty,' 'Thrift,' and 'Life and Labor,' which I have no hesitation in asserting have done more to mould and guide the young man's future than any books published. We are familiar with the primers of Platt and the biography of George Moore; we have read of the successful career of Sir James Whitehead, late Lord Mayor of London; and we have perused every book which treats on success in life. The gist of the whole matter resolves itself into the following axioms: that plodding perseverance, scrupulous punctuality, strict truthfulness, unflinching honor, and a determination to succeed can never fail.

On a bright and sunny morning, and a day which will be historical in our existence, we secure our long-hoped-for appointment, and, with many hopes and fears, embark on our enterprise. Perchance we may have gone to a firm who are very unpopular, and whose system of business is frictional in place of conciliatory; they have a "record" of behaving badly to their travellers, or, what is even worse, to their customers. These facts are daily explained to us by the latter, coupled with examples to prove their truth, and already our hopes are being mingled with fears. It is terribly hard, after receiving such daily rebuffs, to feel what we have been taught is true, "that they can conquer who believe they can"; and who can wonder if we begin to long for the counter or the warehouse once again? The next day we meet with success, and perhaps secure a new customer and several good orders. We then wonder why we were so cast down the previous day, and our spirits once more assume their nominal temperature.

As years roll on these experiences will come and go as at first, but we get to learn that our hopes though temporarily deferred will not be so for long, and we never feel the situation so acutely again.

The duties and responsibilities of a commercial traveller are very different to those of a retail salesman. In the former case the traveller has the whole responsibility of the business on his own shoulders, and no matter how hard he may work, the day is an apparent blank if he has no orders to forward at night. The salesman, on the other hand, must wait until his customer comes, and if none turn up it is no fault of his, neither can he for the moment be blamed. We have all heard of the traveller who sent home no order-sheets, but wrote daily voluminous communications to show what good impressions he was making; and we have an idea with what favor his letters would be received by the manufacturer whose works were idle and his orders all worked up! A commercial traveller must be a man of unbounded energy, possessed of unlimited patience and kindliness of heart, respectful, courteous, and obliging, if he is to be a success.

If an ironmonger asked me to sketch a programme for his son's training previous to taking him into partnership at the age of twenty-five years, I should certainly include three to five years of "commercial" life. Supposing his son leaves school at the age of fifteen, I should portion out his time in this way: The first two years I should put him in the workshops, and that for two reasons—first, to make him thoroughly practical, and, secondly, to keep back any inclinations towards foppery, which are so apt to creep into a young man's life where he has a position made for him. The next three years I should put him in the shop, where he would take at first his full share of the drudgery and dirty work associated with the duties of a junior in a retail ironmonger's shop. If consolation is wanted let him find in the truism—"He that has not learned to obey has yet to learn to command." The next three years I should suggest being spent in three separate typical towns with successful enterprising firms, where different systems of sound business principles could be learned; and the conclusion, as I have already stated, should be three year's commercial travelling.

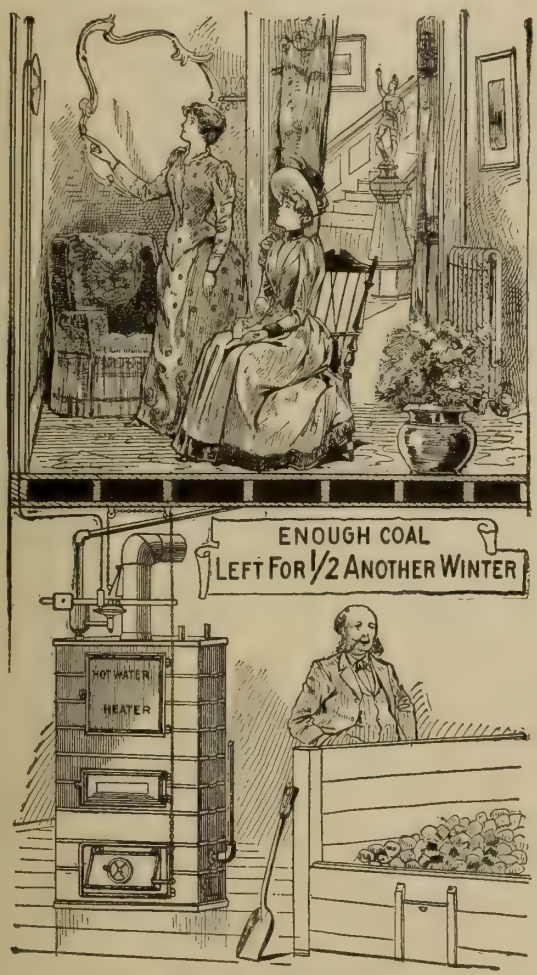
If all our furnishing ironmongers had such a training, and been able to make their last three years a success in face of fierce competition, they would haue learned a system of business enterprise which would soon have annihilated their modern untrained competititors, and driven them back into their own territory. Commercial travellers are usually credited with a good share of immorality by the outside world, and my character-sketch would be incomplete it I omitted this subject. I must frankly confess I was at one time a convert to this doctrine, and I fear I was led into it by the language of several I had known, which, to say the least of it, was far from orthodox. Further experience of this world has taught me that language and deeds run in inverse ratio, and I am sorry to confess that those we expect most from are very often in deeds the worst. I certainly have known some travellers whose doings I should blush to relate; but in most cases I have satisfied myself that words are not supplemented by deeds, and where they are the end soon comes, and we hear of them no more. I cannot remember in the whole of my career seeing one single traveller at business the worse for drink.—The Ironmonger.

THE HOME COMFORT RANGE TO BE MADE HERE.

A real estate deal of very considerable importance, not only to the immediate locality, but to the whole city, was consummated on Thursday, when the premises of the Barnum Wire and Iron Works company, on Keele street, Toronto Junction, passed into the hands of the Wrought Iron Range company, of St. Louis, Mo., U.S. The company operates the largest range manufactory in the world, their offices and factory in St. Louis occupying an entire block, having a floor space of 140,000 feet, which is three times larger than any other range factory in the States. It employs 1,500 men and 400 travelling representatives, who have carried the firm's goods into every corner of the continent. For some time past the question of opening up a branch factory in Canada has been under consideration, and Mr. W. W. Culver, the president of the company, has made several trips to this city and other points to ascertain what the prospects are, The result is as stated above, and having at last acquired the site, with suitable buildings and considerable machinery already thereon, the necessary alterations will be immediately put in hand, and in a very short time the new factory will open up with about 50 hands. With the exception of the manager and two or three experts who will come up from St. Louis, all the help needed will be engaged on the spot, and it is also the intention to utilise Canadian raw material as far as possible in every department. In view of the approach of winter, with its consequent lack of employment, this important addition to local industries will be doubly advantageous. Mr. W. L. Culver, the present secretary-treasurer of the company, will in all probability move his family to Toronto and take the personal oversight of the new venture. The special feature about the "Home Comfort" range, which this factory will turn out, is that it is the only range in the world that is made almost exclusively of malleable iron and wrought steel, and they are all supplied with asbestos-lined end flues.—Globe.

LATEST INVENTIONS.

THE POWERS
AUTOMATIC ✣ REGULATOR

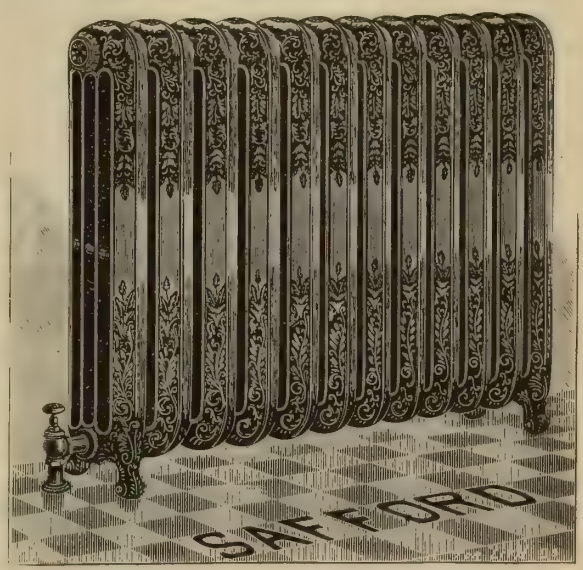


AS USED WITH HOT WATER.

Powers' Automatic Temperature Regulator
As used with hot water.

This cut shows the Powers' Temperature Regulator connected and in use. We guarantee these machines to control "automatically," the Temperature of any dwelling. To any reliable party we send them on approbation for 30 days. Catalogues sent on application.

If you want 60, 65, or 70 degrees of heat in your rooms, this machine is guaranteed to do the work. You buy, it does the rest!



When You Build

A Factory, a Warehouse, or a Dwelling, see that your architect stipulates for the Celebrated

Safford Patent Radiator

FOR HOT WATER AND STEAM HEATING.

You will then enjoy the ACME OF COMFORT.

They are to be found in the largest and best buildings in Canada.

MANUFACTURED ONLY BY

THE TORONTO RADIATOR MFG. CO., LTD., TORONTO, ONT.

St. John, N. B., Montreal, Hamilton, Quebec, Winnipeg, Victoria, B. C.

MARKETS

MONTREAL MARKETS.

MONTREAL, Nov. 25, 1892.

HARDWARE.

This has been a quiet week, but this is the usual thing now and no one seems put out about it. Seasonable goods naturally hold the prominent place in what orders there are coming in lines of fancy hardware suitable for Christmas presents. Jobbers report some sorting up orders from the country, but on the whole the business seems to be over for the present, so that shelf goods are quiet. The houses will soon commence their stock taking, and after that we may expect trade to be even quieter than it is. No special feature is to note this week calculated to induce any change in the position of values, and they are unchanged. In heavy material business with the exception of one line rules extremely dull, but values are steady. The exception is cement, which has been active and shows a stronger tendency, but the fact is due to the special and peculiar position of supplies of the article.

PIG IRON.

It is simply a case of repetition to write anything about the iron market, for business, if there is any, certainly does not extend beyond an odd lot to fill an actual want. There are no more supplies coming forward. Cable advices have been somewhat better, but this will have no appreciable effection on the position here now. We quote Longloam $21, Summerlee $21, Gartsherrie $20.50, Eglinton $19.50 and Carnbroe $19 for straight wholesale lots.

BAR IRON.

There is nothing doing in bar iron of a special kind, demand being moderate. We quote $1.85 to $1.90.

SCRAP IRON.

Scrap shares in the general quietness of crude supplies, and matters are precisely as they were, viz.: Wrought $15 to $16, cast $13 to $14 per ton as to quality.

TIN PLATES.

The movement in this line has been nil and prices are nominally unchanged at $3.35 to $3.50 for cokes and $4 to $4.25 for charcoal.

CANADA PLATES.

There is nothing doing in Canada plates which we quote nominally at $2.50 to $2.60.

TERNE PLATES.

Ternes are precisely the same and prices are unchanged at $7 to $7.25.

COPPER, ETC.,

Advices from primary markets have continued firm on copper, further advances being to note this week but no change is to mention in spot prices. We quote 12½ to 13c. Tin has been cabled a little lower, but it has no effect on prices here. We quote 23½c. Other metals are quite as featureless.

NAILS.

The nail market is quiet and unchanged. Makers report some fair orders, but jobbers are not doing anything particular.

STEEL WIRE NAILS.

0 dy to 60 dy	per keg	$3.00
49 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

CHEMICALS.

The last direct arrivals were received this week, and next week values will be arranged on a winter basis. Business continues about the same, the only feature being the advance of 5d. per oz., which was cabled on Morphia.

Bleaching powder,	$3.25	to	$4.00
Bicarb soda,	2.20	to	2.25
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.35	to	1.50
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

Glass is steady and unchanged on the basis of $1.35 for first breaks.

OILS AND PAINTS.

There is no change in paints, and makers of white lead here have not been affecteb yet by the disturbances in it up west. Business has been encouraging, on the whole, with them this fall. We quote : Choice brands of paints, Government standard, $5.25 ; do. No. 1, $4.75 ; do. No. 2, $4.25 ; do. No. 3, $3.75 ; dry white lead, 5c. ; red lead, pure, 4¼c. ; do. No. 1, 4c.

The oil market is steady and nnchanged. We quote the following :—Cod Newfoundland 42½c. steam refined 40 to 42½c.; linseed raw 56c. ; linseed, boiled 59c. ; castor oil 8 to 10c.; cod liver oil, Newfoundland 80 to 90c. ; cod liver oil Norway $1.05 to $1.20 ; turpentine, 46 to 47c. Less 3 per cent. 30 days.

NAVAL STORES.

The ship chandlery trade is about over for the season, and naval stores are quiet. Advices from Savannah quote turpentine higher, and this has stiffened the price considerably, but there is no demand at all to mention. We quote : — Turpentine, 50c. ; resins, $2.50 to $5, as to brand ; coal tar, $3.75 to $4; cotton waste, 5½c. for colored and 7c. to 10c. for white; oakum, 5½ to 7½c. and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure Manilla, 12c. for 7-16 and upwards for smaller sizes.

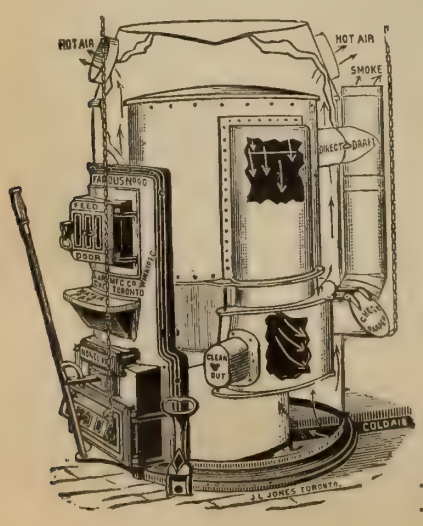
CEMENT.

There has been a good fair demand for cement at firm prices, and sales of round lots of good English brands have been made at $2.35 to $2.40, smaller lots being held at $2.50 per cask ex wharf, with Belgian brands 15 to 20c. per cask less. Stocks are found to be lighter than ever, consequently everyone is firm.

Business in firebricks has been fair, and although stocks are large prices are firm at from $17 to $22 per 1000 according to brand and quality.

PETROLEUM.

The demand for petroleum was good up to within the close of the week owing to the approach of the close of navigation, but prices rule easy. We quote:—Canadian, 12½c. to 12½c. at shed in Montreal for round lots and 13½ to 14¼c. for small quantities. Benzine is quoted at 11c. Petrolea, and 13 to 14c.



FURNACES-Coal or Wood.

CAST IRON OR STEEL.

57 VARIETIES.

Our Steel Dome low radiator Coal Furnace (shown in cut) has given the utmost satisfaction to dealers and users.

It Will Pay to Investigate Its Merits.

Write our Nearest House.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MONTREAL Markets continued

Montreal. American petroleum, 19⅝c. in car lots, 20c in 10-barrel lots, 20¾c- in 5-barrel lots, and 20¼c. in 5 barrel lots, aad 20¾. for single barrels, 2 per cent. off for cash ; American benzine, 23 to 25c, Canadian benzine, 10¾c Petrola ; 12¾c. Montreal.

TORONTO MARKETS.

TORONTO, Nov. 25, 1892.

HARDWARE.

Travellers report business hard to find. Stock orders are not easily got, and are becoming less so every year. The sorting up business has been very good up to the present, but it is supposed that the lull has now begun which usually takes place towards the close of this month, and is not interrupted, except for Christmas goods and parcels to fill necessary requirements, until stock-taking is over. Sharper weather has come to whet the demand for such goods as skates, but there is no snow yet. The purchase of sleigh bells and snow shovels has however been undertaken upon the faith that the snow will come. Axes, saws, and like goods have been in free request up to the present. Cutlery, such as carving sets, butcher knives and table goods, have also been liberally called for. The strike in Rodgers' works in Sheffield threatened to cause a depletion in the supply here, but that strike has now been settled and supplies are coming forward. The cutting in clothes wringers continues, some very low prices being quoted. Hinges are still remarkably low, the trade seemingly having with one consent concluded that nothing shall be made on these goods. A case of cutting the price in locks is reported, and a discovery in cutting in wire nails has also got out. The fact that these two items are considered important shows that the agreement in respect to the goods affected is generally well maintained. The roads in the country are not in a condition favorable to traffic, and consequently have had some influence in arresting trade. Payments are not commented upon, which is an evidence that they are neither remarkably good nor bad.

METALS

In some descriptions of metals trade is improving. Pig iron is having freer sale, and steel is quite active. The movement of lead has been renewed, antimony is quite active. Prices on the whole have a firmer tone, in pig iron they are looking up, and in copper they have advanced. Tinplate is firmer in the primary market as a result of the United States elections.

PIG IRON—A feeling that the present state of the market may not continue has led to freer buying, and a considerable amount of business has been done. A lot 250 tons of Southern iron constituted one purchase, probably the largest one made during the week. The prices of United States irons are indicated in Rogers, Brown & Co's. report below. Some business has been done on this market by the New Glasgow (N. S.) Iron Coal and Railway Co. Their No. 2 is used in stove plates, and their No. 1 in radiators. The price of No. 1 is said to be under $19 on spot. No British iron is reported to have moved.

Rogers, Brown, & Co., Buffalo, N. Y., report the Toronto pig iron market as follows : The market continues strong with a large volume of business doing. Iron is apparently going into consumption more rapidly than its users anticipated, if it is fair to draw this conclusion from the numerous requests to ship in advance of contract deliveries. There has been no further advance made in Southern iron, whose prices stand now in line with full Northern brands' figures. The movement in Lake Superior Charcoal iron has been stimulated by the approaching close of Lake and canal navigation. The early close of the Lake season has cut off the shipments of a number of charcoal iron cargoes from upper ports, leaving the stocks at this end of the Lakes rather less than shippers intended. Our quotations below are on the cash basis f. o. b. cars, Toronto, in bond : IX Foundry Strong Coke Iron, Lake Superior ore, $16.20 ; 2 X Foundry Strong Coke Iron Lake Superior ore, $15.70 ; 2 Foundry Strong Coke Iron Lake Superior ore, $15.20 ; Jackson County Silvery 1, $18.25 ; Jackson County Silvery 2, $17.75 ; Lake Superior Charcoal, $18 20 ; Tennessee Charcoal, $18.20 ; Southern Soft 1, $14.60 ; Southern Soft 2, $14.10.

FINISHED IRON AND STEEL—The call for bar iron is now of good volume. The price is unchanged at from 2c. Steel is active, the works consuming it being very busy. The tool makers, the axe and saw manufacturers and machinists generally are all quite briskly engaged. Open hearth Bessemer is quoted at 3c., and cast steel from 10c. upwards. The agricultural implement workshops are consuming large quantities of iron and steel now.

ANTIMONY—The sales of this metal are above the average. Prices remain as they were, that is at 13¼c. for Cookson's and 12¾c. for other brands.

CANADA PLATES—The stove trade has now been done for the season,so that the call for stove pipe material is pretty well over. For roofing also the demand is over. The trade in Canada plates is consequently waning. The inside price for ordinary lots is $2.70 for dull, $2.75 to $2.90 for bright.

COPPER—This metal has taken a strong position in London and New York, and the indications point to a continuance of the same tendency. Lake ingots are 13½c., casting brands 13c.

GALVANIZED IRON—A fairly good movement is kept up at from 5¼c. upwards.

INGOT TIN—The interest in this metal that sustained it in such prominence at high prices throughout the fall is now on the wane and the tone of the market is easier, Local prices are 22½c. for Straits and 23c. for L. & F.

LEAD—A rather good week's business has been done. The price is still low, quoting at 3¼c.

ZINC—Sheets are 6¼c. in cask lots and 6½c. in broken lots. Spelter is steady from 5c. up.

TIN PLATES—The Welsh market has brightened appreciably since the United States elections. Prices here are unchanged at $3.65 for cokes, $4.25 for I C charcoals and $1 extra for each cross.

OLD MATERIAL.

The market is steady, and prices are unchanged as follows : No. 1 heavy cast scrap 65 to 70c. per 100 ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms,8c; light scrap brass 5½c. ; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c. ; scrap rubber, 2¼ to 2½c.

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co
MANUFACTURERS TORONTO

MILK CAN TRIMMINGS



Send for new lists, now ready.
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Thos. Davidson & Co., Montreal.

MARKETS—Continued

country mixed rags, 80 to 85c. per 100 lbs ; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c ; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

PAINTS, OILS AND COLORS.

The low price of white lead shows no signs of rising, and 4½c. remains the basis, with a possibility of a still lower point being reached before the game of cutting is played through. White lead dry is very firm in England, and reports from our correspondents state that there is some prospect of a rise between now and the end of the year. Linseed oil in England is somewhat easier, but as prices in this market were not advanced when they stiffened last month there is no likelihood of any change here. Turpentine advanced equal to about 1 cent. per gallon in the South during the past week. Stocks here are small and quotations remain as before. The quotations on raw linseed oil are continued still as follows : 1 to 3 barrel lots, 57½c. delivered ; 4 to 9 barrel lots, 56½c. delivered ; 15 barrel lots and over, 51½c. at point of shipment. Three cents added to these prices gives the quotation for boiled in the respective lots. Turpentine is 50c. in 1 to 3 barrel lots and 60c. in broken packages.

PETROLEUM

Trade is steady, with no change in prices. Canadian refined quotes at from 14 to 14½c.

The Petrolia Advertiser reports : Petrolia crude $1.25¾ per barrel ; Oil Springs crude $1.26½ per barrel. The situation in the petroleum market is practically unchanged from last week. There has been some falling off in orders for the crude end of it, but a fairly active business is being done at $1.25¾ to $1.26 for Petrolia crude, with a premium for Oil Springs paid according to the gravity of the oil.

GLASS.

Glass is not over-plentiful, and is firmer, $1.35 being the lowest price quoted as a basis, and $1.40 is quoted by some houses. Shipments are on the way.

HIDES, SKINS, WOOL, TALLOW.

Hides are more plentiful with the increase of slaughtering that cold weather brings on. Wool is pretty well cleaned up throughout the country. Calfskins are in limited supply, sheepskins fairly abundant. In prices there is no change.

HIDES.—No. 1 green cows' are still quoted at 4½c. Cured are moving out at 5c. in car lots.

SKINS—Sheepskins are 85c. Calfskins are quiet at 5 to 7c.

WOOL—Combing fleeces are 17c., clothing fleeces 19 to 20c. The market is very dull. In pulled wool prices remain at 22c. for super and 26c. for extra.

TALLOW—Is quiet at 5¼c. for rendered and 2c. for rough.

AMERICAN MARKET.

NEW YORK, Nov. 25.

The report had circulation that certain large producers have recently entered orders for about 6,000,000 lbs. of Lake Superior copper, for delivery during the first half of the year 1893, supposed to have been chiefly for electrical purposes. Rumor went even so far as to put the price at as high as 12 1-2c. per pound. Upon enquiry at headquarters no confirmation of either report could be obtained. In fact, local agents of the companies that were supposed to have made the sales professed to have no knowledge of any such transactions, and intimated that the report emanated from Boston speculative circles. That there is a good trade in copper and that prices are firm is, however, the fact. Bids of 12c. per pound have been refused within a few days for Lake Superior ingot, and efforts to duplicate sales of wire bars at a slightly higher price have been fruitless. Common casting copper, of which liberal sales were made recently at 10 3-4 to 11c., is now bringing 11 1-4c. in car load lots. In the London market merchant bars have been active, and the latest cables reported a strong feeling there, with sales at £47 2s. 6d. for prompt and £47 10s. to £47 15s. for future delivery. Business in the metal has been stimulated on both sides of the Atlantic by the statistics recently published showing reduction in output the world over during the past four months and other facts reflecting increase in the consumption.

Surface appearances suggest that some attempt is making to stiffen the pig tin market without buying the metal in extensive quantities. Distributors and consumers purchase very cautiously, however, in view of the large stocks that are being carried by certain operators, and outside speculators are extremely conservative for the same reason. Hence the efforts to move prices upwards are slimly rewarded, and the market presents more superficial than substantial firmness at the present time. Yesterday there were inside bids of 20.30c. for Straits tin, prompt or current month delivery but parcels offered at 20.35c. found no takers. Bids of 20.35c. were made for December, January, and February delivery. Latest London quotations by cable were £94 5s. for prompt and £94 2s. 6d. for future delivery.

The pig lead market is still suffering from the weight of excessive production and practical absence of competitive buying. Purchases are fair for the season, but the output is causing steady accumulation of stock in smelters' hands, and the chief consumers, who are practically a unit as buyers, make the most of the situation. Car load lots are freely offered at 3.80c. per pound, and the official bullion price has dropped to 3 3-4c. Spelter is in quite as unenviable position, with prime Western still offered at 4.45c. for prompt or future delivery.

Tin plate is rather firmer in the foreign markets, owing to the placing of somewhat larger orders for future delivery, but very little change has taken place in the local market. Full weight cokes are scarce on the spot, but there is a fair supply of 100-lb. and lighter weights, and enough of bright charcoals and ternes at former prices to meet current spot demand.

The resumption of work at the Homestead mills is about the only really new feature in the line of metals. With that extensive plant again in full operation, it is more than probable that orders will be sharply competed for and prices more or less disturbed, particularly in the instance of steel billets, rods and structural material. There is no apprehension of any break in the agreement on steel rails, but business in that line and in track material is aggravatingly slow, and prospects for an immediate turn for the better are not particularly encouraging.

In the pig iron department there is a routine trade of very fair proportions, and the condition of the general market is without perceptible change. Northern brands are quoted at $15 for No. 1 X foundry, $13.75 to $14 for No. 2 X foundry, and $13.25 to $13.50 for grey forge. Southern brands are quoted at $14.25 to $15 for No. 1, $13 to $13.50 for No. 2 foundry and No. 1 soft, $12.50 to $13 for grey forge.

Transactions in old material continue on a moderate scale, and the demand is slow, but prices remain steady, with No. 1 wrought scrap iron quoted at $16 to $16.50 f.o.b. Jersey City, iron tee rails at $18 to $18.50, and steel rails at $14.50 to $15 same delivery.

BRITISH MARKETS.

A. G. Kidston & Co , Glasgow, report the metal market there as follows :—

If things are no worse they certainly cannot be called any better. Look where you will, there is no sign of the clouds breaking. If ever one required a stock of patience it is now. The latest Board of Trade returns show a continued decrease in our exports. One of the most trying winters for the whole business community seems in prospect. Under this condition of affairs it behoves everyone to be as forbearing as possible, and it is earnestly to be hoped that all foolish conflict between employers and employed may be minimised. With returning confidence trade will assuredly revive, and it should be the object of everyone who has the prosperity of his country at heart to do nothing that will prevent her taking full advantage of the better times when they do come. Our Continental neighbors, while doubtless our fellow sufferers in the present depression, are our assiduous and successful competitors in all quarters of the globe.

Pig Iron—There is little change since our last. Scotch holds its own, and is perhaps the cheapest relatively. Stocks in Connal's stores will continue to decrease, but with the close of the busiest shipping season and the reduction in the price of Cleveland, this may change at an early date. Makers seem still able to maintain recent values, with perhaps an easier tendency. The last Middlesbro' returns were considered unfavorable. Hematite, too, inclines lower, owing to excessive dullness in the steel trade. Official returns of stock a re—Scotch,355,102 tons; Cleveland, 13,317 tons; and Hematite, 37,096 tons; and settlement prices are 41s. 4 1-2d., 37s. 3d., and 47s. respectively.

Manufactured Iron—Makers are all complaining of poor order books, and any genuine business is eagerly competed for.

Steel—Compared with the productive capacity, the present demand is

WILL HELP THE IRON INDUSTRY.

An American gentleman, who is interested in the development of the Pictou county iron deposits, in conversation with a Chronicle reporter last night, said that he believed the result of the presidential election would be a good thing for Nova Scotia, so far as its iron deposits were concerned. The present duty on pig iron into the United States is about $6 per ton, but the New England iron dealers expect to see it reduced by the Democrats as low as 50 cents. Alabama pig brings about $16 per ton at the furnace, and the freight to Boston by rail is $6. The Ferrona iron works turn out a grade of pig iron far superior to the Alabama article, and with a line of railway to Country Harbor or Liscombe, could be placed on the Boston market at a cost of $1.35 for freight. The American said that pig iron can be made in Pictou county at a cost not exceeding $8.50 per ton. Should the duty be reduced only one-half, say $3, Nova Scotia pig iron could be manufactured and landed in Boston at a cost of $12.85 at the outside. Being of a very superior grade it would readily bring $20 per ton, thus giving a clear profit of $7.15 per ton. To this may be added the bounty of $2.24 per ton, given for five years by the Dominion government, bringing the profits up to $9.39, with the chance of becoming even greater, with a possible low reduction of duty. Pictou county pig, he said, is selling in Canada to-day for $16 per ton, but is worth $20.—Halifax Chronicle.

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so small an item that some mills are practically idle, and this with prices lower than has been known in the history of the trade. Steel angles of best Siemens material for ship building can be bought to-day away under the price of unbranded bar iron, while plates of a like material are within measurable distance of the same. With shipping prospects so bad, one cannot look for any improvement in ship building just yet. A few trifling contracts have been placed.

Copper—Has remained wonderfully steady. The October statistics seem to have disappointed expectations, and a slightly weaker market resulted. There is not much appreciable change.

Tin—Has not much life in it. Like copper, it went a shade easier, but recovered itself.

Tin Plates—Liverpool market seemed cheerier, with more enquiry, but buyers and sellers are not easily brought together. A large quantity of black plate continues to go out to the States.

Lead—Notwithstanding a falling off in importations from Australia, has been flat, chiefly owing to rather free arrivals from Spain on a dull market. The last two days, however, show a slight recovery. Spanish, £10 5s.; English, £10 8s. 9d. to £10 10s. f.o.b.—an advance from lowest of about 2s. 6d. per ton.

Spelter and Zinc—Both steady, with prices practically unchanged.

Quicksilver—Importers' price, £6 10s. per bottle, with second hand parcels rather easier, at £6 7s. 6d. warehouse.

MAKING SOLDER IN BARS.

There are various ways of making solder, and nearly every person you meet, who knows something on the subject, when asked "How do you make your solder, what are the proportions, etc. ?" replies invariably in a different tenor to what another of the fraternity has prescribed; so the better way, I think, is to hear what each has to say and then judge for oneself as the best plan to adopt.

Having been "through the mill" myself I have gained a little experience here and there which has proved beneficial to me. These little hints which hereafter appear are given with the best intention and in no spirit of braggadocio, and I will endeavor to make myself as explicit as I can, because they were found great obstacles or stumbling-blocks to the writer when he was paying his "initiation fees." In all large towns there are stores over which hang three gilt balls, which are best designated as "pawn shops;" in these places are bought for a mere song, old pewter cups, teapots, etc., which they are generally willing to dispose of at a small remuneration of, say 150 per cent. We will consider then that our pewter is obtained, and from the same source we have bought some old lead—be careful about selecting this; if possible pick out sheet metal and above all avoid old gas pipe, as it is not lead at all. It is a composition which is known in the trade as "compo" and is not suited for the manufacture of solder.

Cut both metals into small pieces and first put your lead in the crock or ladle, as it melts slower than the pewter; when same begins to fuse put in the pewter and at the same time drop in a little resin or a piece of tallow candle, which will cause all impurities to rise to the surface. These impurities should be skimmed off and the molten metal stirred up to insure a thorough amalgamation. The alloy should now be run out ready for use. There are various ways of doing this; some pour it out on a flag-stone, others in angle iron, etc., but the better way is, I think, to make it in bars, which keeps the metal in compact form and is handier to manipulate with than several modes that are adopted.

It simply consists of a piece of sheet iron about the same thickness as two cross (XX) tin, which is corrugated in arcs or half-circles, as figures elucidate, and can be made any size to suit the fancy. A convenient size, however, is 12 inches wide by 18 inches long, which will be found large enough for several pounds of solder. Next make a framework of wood whose inside measure is scant the size of your iron plate after same is fluted, and in this frame secure at each end by means of three screws the sheet iron plate. Care should be taken to make frame fit snugly so that the solder will not run through, and, might add for the inexperienced, that black iron must be used and not tin-plate, as molten alloy will adhere to the tin for "keeps."—American Artican.

INJUSTICE OF LOW PRICES.

To the public generally there is a peculiar fascination in low prices. To this mystic charm the merchant is willing or compelled to sacrifice his living profits, while the purchasing public are equally philanthropic with their shoe leather or car fares when in search of a bargain. In pursuit of the imaginary nickel the manufacturer will donate his dollar, while the consumer will ignore a dime for the exquisite sensation of securing a cent on a pair of shoes or a set of cuff-buttons. In both cases the morals of trade are practically abandoned. Every manufacturer knows that his living must be made and his debts paid out of the profits of his business, and that it is simply financial suicide to spend more than he earns or to sell his goods for less than cost; and yet the man who never looks for three eyes in a horse, or expects two chickens from an egg, is in business so verdantly insane as to expect an addition to his capital when he expends two dollars to place one in the bank. The excuse may be competition; but no apology for spilling the milk can ever replenish the empty crock. In many cases in order to escape immediate consequences or to postpone the inevitable, the art of deception is practiced as a means of grace. Inferior quality and poorer workmanship are dexterously disguised, and men to be honest in paying their debts have to be dishonest in their prices. One does not need a locomotive headlight or a full moon to see the evils of this course. It educates the producer in a school in which the back door opens on a moral suicide, perhaps a financial ditch and a prospective route to the equatorial regions where hydrants are unknown and fire-escapes impossible. It may be suggested, and of course, it is partly true, that the seller is the victim of the buyer, but it is equally pertinent to the fact that the underselling of goods is simply an academic education of the public in the vice of cheapness. The graduates of this course are numerous. Cheapness has become a passion. Quality is overlooked in the amputation of a dollar. What is intrinsically good is neglected for what is temptingly and generally deceptively cheap, and through this gimlet hole of minimized values we estimate books, preachers, stoves and pumps and all things except ourselves and race horses. In this inconsistency we may not be so dishonest as we are foolish. Men and women who would steal a gooseberry, or even borrow an umbrella without returning it, will make a run on a merchant who they are morally sure is robbing himself and his creditors, and when he climbs the scaffold to his financial execution, the public who bought his hardware or his lumber at half price, consign him to oblivion as a business fool. So deep in the bone has this vice found its way that the men who make speeches and exist on two meals a day to advance wages will search markets or the stores of a city to secure a coal hod at less than cost price or a pair of socks at starvation figures. We condone a strike in a coal mine and skin the coal dealer for a cheap load for our own cooking stove, overlooking the fact that it is just such a class of sinners that minimize the value of a miner's labor. In point of fact there are many instances of industrial trouble and poverty that are the absolute and direct result of the popular craze for cheapness. A little common sense and justice and an occasional cold shoulder to personal cupidity and greed would make us none the poorer and add to the prosperity not only of general business, but the whole army of industrial workers.—Ex.

The partnership of the hardware firm of Bowman & Moore, Hamilton, expired by effluxion of time on August 1st last. Mr. Bowman withdrew all his interests therefrom and formed a new firm in the same city under the name of the Bowman Hardware Co. He has associated with himself J. W. Bowman of the late popular firm of J. W. Bowman & Co., dealers in fire arms, bicycles, sporting goods, etc., and Alex. McLaughlin, who was for more than twenty years in the employ of the old firm. The new firm covers all the lines handled by both the old houses, and has already opened up a most promising business in its new stand, which is one of the most convenient and handsomely appointed hardware store in the province.

At 11.15 o'clock on Wednesday night a fire was started by some means unknown in the store owned and occupied by the Charles Stark company, at the corner of Church and Court streets in this city. Damage to the extent of $500 was done before the flames were quenched. The stock was fully insured.

SITUATIONS VACANT.

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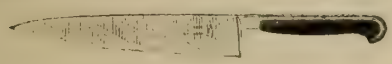
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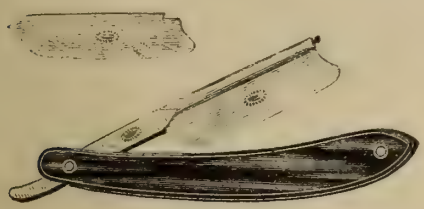
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STOCK TAKING ESSENTIAL TO BUSINESS.

Having for some considerable time past, in fact almost if not quite from the first, been in receipt of Ironmongery month by month, I would just like to say how I appreciate it. I consider it a most useful paper to our trade, and feel certain that it must, in time, become a recognised medium for the exchange of opinion and useful information to masters and assistants alike. Every subject dealt with seems to be treated with an amount of spirit and "go" that is really good to see, and forces one to the conclusion that there is life in the old trade yet, although those of us who have been in it towards 30 years or more are often compelled to say mournfully that things are not what they used to be. Of course, I don't mean to say that I agree with everything that appears in Ironmongery, editorially or otherwise, from time to time, but perhaps the fault or misfortune is mine, for I must confess that I am not one of what may be called the "go-ahead" kind of ironmongers. I have rather a leaning towards some of what may now be called old-fashioned ideas, which I don't find very easy to shake off, but I suppose that is largely due to my training. It has been my lot to be educated in old-fashioned establishments, some dating back to very early in the century, and it is inevitable that in such places you should get ideas that are not now considered quite up to date. Nevertheless, I flatter myself that I have as good a knowledge of the trade, and the principles on which it ought to be conducted, as any man of my age, judging without without prejudice from those I have come in contact with. I may say I always liked the trade, and that, I think every one will admit, is an important factor in learning a trade. In whatever circumstances I was placed, either as apprentice or assistant, I always took every opportunity of gaining information, and as master I go on the same lines, for the ironmongery is a business in which we are, or may be, always learning, but are never fully learned. This is a fact I would ask all young ironmongers to make a note of. I once heard a fellow assistant under twenty-two years of age say he had learnt all he could. I was ten years his senior at the time. I did not know whether to pity or envy him. I don't think he would say so to-day.

I have read with interest and benefit many of the articles that have appeared in your journal on "How to Start an Ironmongery Business," "How to Arrange an Ironmonger's Shop," how to advertise, and also on the merits of a cash or credit trade, and on the benefits of cultivating a house furnishing trade. The two latter questions, to my mind, leave great room for diversity of opinion. Unfortunately for me in my own particular case, a cash trade and house furnishing are quite out of the question. As for advertising, I find strict attention to business, and a reliable article at a reasonable price, the best advertisement. Of course, I make this statement from a tradesman's point of view, without any reference to makers or those who have specialties to offer. The two first subjects are good and important undoubtedly, as far as they go, but they don't cover the whole duty of an ironmonger. It is very essential that he should have a well-arranged shop, in fact, the best his means and taste will allow, and that he should make a good start as to stock and locality, knowing whom he is going to serve and what he is likely to sell. It is quite useless offering an expensive class of goods in the midst of a working-class population, or stocking his shop with nicknacks and furnishing goods if his prospective customers are all engineers, manufacturers, builders, etc. It seems to me quite wide of the mark for any ironmonger to lay down the law as to what other ironmongers should do in the matter of pushing any particular branch of the trade because it happens to have answered his purpose. The ironmongery business is so far-reaching in its ramifications that it is next to impossible for any one man to successfully carry on more than two or three branches unless he is possessed of very large capital and correspondingly large establishment and staff. I think it is far better for the average ironmonger to fully make up his mind what branch he is most suited for, having regard to his capital, and to take it up and stick to it, laying himself out for it, and to devote his whole energy to it, rather than to dabble in this and that, doing no good to himself or any one else.

But to come to the point, it matters not how well an ironmonger may have his shop arranged, or how judiciously his stock may be chosen, it must be well kept or all his outlay and care will be of little avail, for on good stock keeping very largely depends the ultimate success of any business, and more particularly I think an ironmongery business. No business that I know of is so much in danger of an accumulation of old stock as an ironmonger's, and the only way to obviate that is to keep the stock well in hand, and to that end a periodical stock taking, yearly if possible, is very essential, especially if capital is at all limited. It seems to be in the very nature of things that an ironmonger's stock should have a tendency to accumulate, and it is only by the utmost care that that can be guarded against. Bad stock keeping inevitably leads to reckless buying, and that in its turn to ultimate loss, if not failure. I don't know of any one thing in the conducting of a business that so surely points to failure as injudicious buying, which is very largely brought about by bad stock keeping. It is only a very long purse, well filled, that can stand it; even then it will make itself felt in time, as surely as night follows day. In my time I have seen some good old businesses brought to a very low ebb, very largely by the self-same means. In my own experience it was once my lot to follow, as buyer in a large establishment, a man who had held the same position for a number of years. When I came, as occasion demanded, to go through the stock, I was simply astounded to see the reckless work that had been carried on in the matter of buying. The stock showed by dates that the same goods had been bought time after time, evidently without any regard to what was already there. I was asked by travellers many a time, and quite naturally, "How is it we don't get the orders we used to do?" I could only say that my predecessor had previously bought so freely, that there was no occasion for me to buy; for I was determined to do my little best to remedy the evil, but unfortunately I was too late in the day. Stock was taken during my stay there, and what a stock taking! I am quite within the mark in saying that there were thousands of pounds' worth of goods practically worthless. The inevitable result followed. The business is still in existence, but from a staff of twenty-two men ten years ago, the establishment has dwindled down to a staff of 4 or 5 men to-day; and the man who was largely responsible for the mischief, and who left to commence business on his own account, became bankrupt and was sold up in a very few years, simply because he followed the same lines in his own business that he had done in his previous employer's, only his own purse not being so well filled, he found the bottom sooner, and now, poor fellow, he is going about his native town much out at elbows.

To my mind, it matters not how smart a salesman a man may be, unless he has learnt the art of stock keeping he is a failure as a business man. This may seem a sweeping assertion, but I believe it is one that most men of experience will agree with in the main, because almost invariably careless stock keeping goes hand in hand with careless buying, and we all know what that means. If it entail not actual ruin, it will very soon entail serious loss, which no amount of smart salesmanship will compensate for. I would not for a moment deprecate the art of selling, for it is a very necessary qualification, the lack of which is a serious drawback to any man behind a counter, but yet I think there is far too much importance attached to it by the majority of employers. I have known masters who have considered it almost a crime for an assistant to miss a sale, although he may have conscientiously done his best to effect it, and doubtless would have done had the right article been to hand, which more careful stock keeping would probably have secured. If, in an establishment of a number of men, there be a smart salesman, he is sure to take the palm for a time, in fact, has his day; but unless there are other qualifications to back it up, he is sure to be a failure. I have come in contact with many smart salesmen, but very rarely knew one who really secured, for any length of time, the confidence of his customers, for the man who makes selling his main business is almost sure to indulge in practices which in time destroy all confidence in him. On the other hand, the man who finds selling a difficult part of his business, and who is satisfied to miss a sale if he cannot effect it honestly, will naturally turn his attention to his stock, be he master or assistant, and keep it in such a condition as to make selling as easy as possible by such means as buying at the lowest possible price, and buying such goods as he thinks most likely to be inquired for, and by keeping them in the best possible condition, so that they may, so to speak, sell themselves; and he will naturally become more anxious to please and more attentive, and will in fact, almost unknown to himself, develop the best characteristics of a good business man, and thus will inspire the confidence, not only of his customers, but his creditors also.
—Ironmongery.

TRADE CHAT.

The McClary Manufacturing Company, London, Ont., let the contract for their new $10,000 addition on Wellington street.

The Farmers' Binder Twine Co., Brantford, has $25,000 worth of machinery ordered, and $65,000 worth of raw material is on the ocean, every dollar of which has been subscribed by farmers.

Notice is given in the Gazette of a meeting of the British Columbia Iron Works Co., Vancouver, B.C., on Thursday, the 22nd prox., for the purpose of considering an increase in the capital stock of the company to $250,000.

Collector of Customs Wm. Backhouse, Port Burwell, received instructions to place under seizure the schooner Sarah, together with two barrels of coal oil, which were landed at the port without payment of the necessary duty.

McKelvey & Birch, of Kingston, who have secured a large plumbing and heating contract in Brockville, have been summoned to court at the instance of plumbers of the latter city, for not having a license according to by-law. The validity of the by-law is questioned.

A big mining deal, embracing all coal and iron mines of Cumberland county, N.S., has been consummated. The syndicate is composed of Montreal and New York men. The new company is to be known as the Canada Mines and Coal Company, with a capital of $1,500,000. Wilkins, the New York banker, is financier.

It is intended to make white mica take the place of glass in the portholes of the British navy, as no glass can stand the severe vibration of the heavy gun practice. A very large quantity will also be used in the ships and navy yards for electrical purposes. The prices of mica are now very good for those who have good mica to sell; better, in fact, than they have been for a long time. Several big deals in Canadian mica are said to be already in progress.

F. Muller, mining engineer, arrived at Ottawa last week, from Sudbury, where he spent the previous fortnight. He was sent out by O. H. Vivian & Sons, of Swansea, England, to make an exhaustive report upon the working of their mines at Sudbury, in which 250 men are employed. He says that his report is in every respect most satisfactory and encouraging. Mr. Muller visited Norway years ago with Thos. MacFarlane, Dominion analyst, and spent some time with him there. Mr. MacFarlane leaves for England on Government business, and as the two are old friends, Mr. Muller will go by the same vessel. He expresses a high opinion of the process which Mr. MacFarlane has devised for reducing nickel ores.

W. Macdonald brought in a 20-gallon keg of petroleum specimens from the Egg Lake find on Tuesday. At a depth of about 8 feet, through black mould and yellow clay, a bed of soft black gum mixed with sand is reached. Mr. Macdonald dug about three feet into this bed of gum without finding any change in its nature. Overlying the bed of gum is a casing of hardpan, very difficult to break through. In digging through the clay small pockets of the liquid tar, free from the sand, are found, apparently having been passed upward from the main bed, through cracks in the ground. Mr. Macdonald dug in several places and found the tar below the surface in every case. The specimens brought in are intended to form part of the Northwest exhibit at the World's Fair.—Edmonton Bulletin.

A. E. Youmans, the Toronto Lead and Color Co.'s western representative, is taking a holiday to the northern woods. He has as companions a blunderbus of the 17th century make and a yaller dog. His friends wish him a safe return, but have, as a precautionary measure, taken out an accident policy in the White Lead Assurance Company.

Mr. R. G. Cunningham, a leading canner of the Skeena district, expects most profitable results from a dogfish oil factory now being built on Protection Island, for the purpose of turning out a high class lubricant for machinery The raw material will be abundant enough and easily obtained, for dog fish are found in great schools off our coast. Similar oil might be made from salmon offal, but Mr. Cunningham thinks that there is such an abundance of dog fish as to render resort to this raw material quite needless. It would, however, seem possible for a cannery combination to make oil out of the salmon offal as a bye product of their general industry.—B. C. Commonwealth.

At a meeting of the council of the Victoria, B.C., Board of Trade recently the committee reported re the assignment of insolvent debtors, that Premier Davie would be prepared to introduce a bill on the lines of the Board's resolution, provided that said resolution met with the endorsement and co-operation of the Boards of Trade of Vancouver, New Westminster and Nanaimo, and stated that there was an act in Ontario which Mr. Davie understood worked well and would meet the case, but might be amended if desirable. Re the fees to witnesses, Mr. Davie said that any interference with the present scale would entail extra costs to litigants, and, though occasional hardships did occur, they were very exceptional, and on the whole he thought that it would be well not to interfere with the existing rates.

The Sherbrooke, Que., council has adopted the following schedule of taxation:—First, five per cent. of rentals of places of business, as a business tax; second, a tax of $75 on temporary traders in bankrupt and other stocks; third, a tax of $2 on the owner of every male dog and $5 on every female dog; fourth, a tax of $200 be levied on the keeper or keepers of hotels, saloons or restaurants where liquors are sold; fifth, a tax of $150 on all liquor shops or stores; sixth, a tax of $100 on wholesale liquor stores; seventh, a tax of $100 on any person having his place of business in this city as agents of brewers located elsewhere; eighth, a tax of $25 on all fire insurance companies or their agents doing business in this city, each company represented by said company; a tax of $25 on each telegraph and telephone company doing business in the city; tenth, a tax of 1 per cent. on the excess of $500 salary received by any person.

TO HARDWARE MERCHNTS AND PAINT AND OIL DEALERS.

We want your trade in White Lead, and will guarantee our make equal to any made in Canada. It is finely ground in refined linseed oil, bears Association guarantee as to purity, is always uniform and reliable and possesses covering properties equal to that of the best English makers.

Prices are very low. Write us for quotations and terms.

See our advertisement on page 5.

THE TORONTO LEAD AND COLOR CO., (Limited,) Toronto.

In both Hamilton and Toronto, merchants are agitating for the enlargement of the city market accommadation.

The origin of the symbol "cwt." for hundredweight is as follows: C is the inital letter of the Latin word "centum," meaning a hundred, and wt are the first and last letters of the word "weight" and are used as a contraction for it.

As the Shop Regulations Act provides for the printing of extracts to be hung in the different stores, but makes no provision for the expense, the police commissioners of Toronto have decided to undertake it, so that shopkeepers will have no excuse for not providing seats for the clerks

Merchants in surrounding towns and villages, says the St. Thomas Times, where dependence is placed on the farmers' trade, are experiencing much difficulty in collecting their fall accounts. Owing to the very low price of wheat, the farmers are not disposed to sell, and in some instances even the crop of 1890 is still stored in the granaries, in hopes of a raise.

At a recent meeting of the Hamilton branch of the Commercial Travellers' Association the following officers and directors were nominated: First vice-president, H. G. Wright; second vice-president, John Hooper; directors, E. A. Dalley, W. G. Reid, J. H. Herring, W. E. Lachance, Fred. Johnson and R. Ross Wilson. It was decided to hold the annual converzione and ball on the 30th of December, in the armory, to celebrate the twenty-first anniversary of the association.

ARE THE BUTCHERS
FULLY SATISFIED WITH THE KNIVES YOU SELL?



We do not trade on reputation but make Butchers' Knives without regard to cost of production and fully guarantee every one.
Samples cheerfully submitted.

FOX CUTLERY M'F'G. CO.,
190 Temple Building, MONTREAL

Business Changes

SALES MADE OR PENDING.

The general stock of Wilfred Levesque, St. Alphonse de Chicoutimi, Que., has been sold.

J. P. Sanschagrin, hardware merchant, Quebec, offers his stock, etc., for sale by tender.

The general store stock of P. E. Cote, Lake Weldon, Que., has been sold at 63½c. in the dollar.

The general store stock of A. E. Caron, Asbestos, Que., has been sold by auction at 63½c. in the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Hotte & Dubois, traders, Montreal, have dissolved.

Deagle & Gallant, general merchants, Margaree, N. S., are dissolving.

Daniel & Cowan, general merchants, Princeton, Ont., have dissolved.

The Wm. Johnson Co., Montreal, has dissolved and the business is being wound up.

T. W. Old & Co., dealers in paints, oils and varnishes, Toronto, have dissolved, James L. Doyle continuing.

McArthur, Stevenson & McIver, general store, Kamloops, have closed out, and a dissolution of partnership is contemplated.

REMOVALS AND DEATHS.

J. S. Mooers, general merchant, Poquiock, N. B., has removed to Bear Creek.

J. B. Valiquet, of Valiquet & Co., general merchants, Farnham, Que., is dead.

S. Hillman, tinware dealer, Bracebridge, Ont., is succeeded by A. M. Browning.

Angus Munn, general merchant, Little Sands, P. E. I., is going out of business.

FIRES.

Alexander Sutherland, tinware dealer, Omemee, is burnt out.

The other night, a fire occurred in Hogg, Craig & Co.'s warehouse, Picton, N.S., used as a can-making establishment, in connection with their lobster fishing business. The fire was extinguished before much damage was done to the building, but it is feared the damage by water to the stock of manufactured and unmanufactured tins will be considerable. The building and stock are insured principally in non-tariff companies The origin is unknown, but is believed to have occurred in oil waste.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

Neil McKinnon, general merchant, Mabou, N. S., has assigned.

P. Mattais, general merchant, Murray Bay, Que., has conpromised.

J. A. Hyatt & Co., tinsmiths, Granby, Que., have obtained an extension.

S. B. Pomeroy, general merchant, Marlbank, Ont., is giving up business.

N. Duchesne, general merchant, Cap St. L'Aigle, Que., has compromised.

John Markley, merchant, Morrisburg, Ont., has assigned to Robert Smith.

N. O. Mansfield, general merchant, Cowansville, Que., is consulting creditors.

The assignee of C. L. Ingraham's estate, Sydney, N. B., advertises closing estate.

G. H. Burkitt & Co., general merchants, Bridgewater, N. S., are offering to compromise.

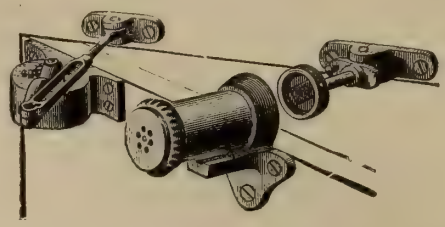
Joseph Johnston, general merchant, Belwood, Ont., has assigned to Robert G. Blyth.

J. G. Malcolm, manufacturer of refrigerators, Toronto, has assigned to G. M. Gardiner.

McDonald & Clarke, hardware merchants, Ridgetown, Ont., have been unable to make both financial ends meet, and have assigned to J. Grant.

A SPRING FOR WINTER

Live merchants will make money this season selling the



Eclipse Door Spring and Check.

The Cheapest, Most Durable, Simplest, in a word, the

BEST DOOR SPRING AND CHECK

NOW IN THE MARKET.

- Write for Prices and all particulars to -

CAVERHILL, LEARMONT & Co.,

89 St. Peter St., MONTREAL.

The Toronto Silver Plate Co.

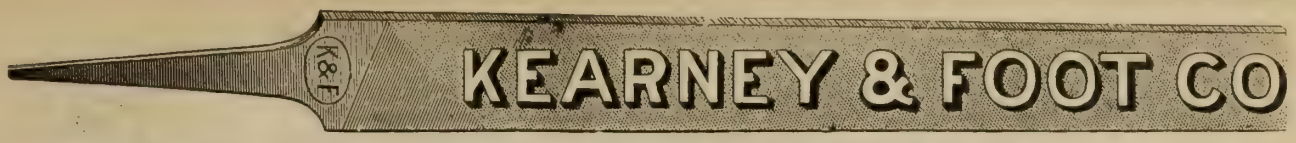
Manufacturers of Sterling Silver and Electro Silver Plate.



FACTORIES AND SALESROOMS: 570 KING ST. WEST, TORONTO, CANADA,

E. G. GOODERHAM, Manager. JNO. C. COPP, Sec-Treas.

OFFICES: 100-102 Reade St., New York, U.S.A.



KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.

Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11:

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern; so that we have the somewhat singular sight of a combine reducing prices."

THE E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.

MONTREAL BRANCH: 318 St. James St.

MAMMOTH WORKS AT HULL, CANADA.

CUTLERY.

A choice assortment of Case Carvers and other Cutlery suitable for Christmas trade now in stock. See our samples before buying.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

MUNN'S LIQUID GLUE.

The Strongest, Cheapest and Best.

Put up in all sizes. Circular and price list on application. KENNEDY BROS., Agents, 101 Bay St., Toronto.

For sale by the following wholesale houses in Toronto :—

H. S. HOWLAND, SONS & CO.
THE HEMMING BROS. CO.
THE ART METROPOLE.
WILLIAM BROWN, Carriage Hardware.

SAY !

If your Jobber can't supply

Kearney and Foot's Files

Write

W. S. McGREGOR, Agents,

11 and 13 Front St., Toronto.

Excellent Quality ! Reasonable Price !



ADAMS-MARS BEST.

GALVANIZED SHEET IRON. SP

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

Bradley M.L.S.	Per box
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65,	6½c, 7c

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "		2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
16 "	2 35
¼ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright 2 65 2 70
Abercarne	2 65 2 70
Lion	2 65 2 85

Iron Pipe.

Wrought 62½ per cent.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅝
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

1x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 06¼ 0 06½
Domestic "	0 06½ 0 06¾

Zinc Sheet.

5 cwt casks	0 06 0 06¼
Part casks	0 06¼ 0 06½

Lead.

Imported Pig, per lb	0 03½ 0 03¾
Domestic "	0 03¼
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	0 04¾ 0 05
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04⅝ 0 04⅞

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	4½ 5
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56½ 0 57½
Boiled "	0 59½ 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 50

Castor Oil.

Best, per lb	0 07½ 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, on shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50,50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 5 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross... ... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, discount 45 per cent.
Best, ditto, 37½,40 per cent.

Bench Stops.

Per doz..... ..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " .... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per lb 0 01½ 0 01½
Red..... .. .. 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
United inches				
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 56		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0 3

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 00
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc Prices Low Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 10 to 60 & 10 & 7½

Horse Shoes,

Per keg 3 65

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)
1. Either Canada or American Pattern.
Basis—50 to 60 dy..... 2 30
40dy..... 2 35
30 dy..... 2 40
20, 16 & 12 dy..... 2 45
10 dy..... .... 2 50
8 & 9 dy..... 2 55
6 & 7 dy..... 2 70
2. American Pattern Only
from 4 to 5 dy 2 90
3 dy. (lath)..... 3 30
3. Canada Pattern Only
from 4 to 5 dy 2 80
3 dy. (lath)..... 3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10 10½	11 11½
¼, 5-16, ⅜ in.....	10½ 10¾	11½ 11¾
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" ¼ and ½ gross boxes per gross net cash..... 12 00

Soldering Irons.

Per lb..... ..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2, " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.

Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" " steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz ..... 1 [illegible] 2 50

Tinner's Shears and Snips

P.S. & W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9

Twines

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8,10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " " } 4½ 4¾
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c.,
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR SIMPSON, HALL, MILLER & CO. QUADRUPLE PLATE HOLLOW WARE

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

---

ART COUNTESS BASE BURNER

WITH AND WITHOUT OVEN ATTACHMENT.



Over 15,000 now in actual use, and our sales this year larger than ever.

This is undoubtedly the most beautiful and perfect working Heater ever manufactured.

EVERY STOVE
A DOUBLE HEATER.

By a patented device, the cold air usually found along the floors or under the base is drawn up through circulating air flues and over the fire, and is then thrown out at the top of Stove into the room, or may be conveyed to any other room by attaching a pipe to the cellar.

FOR SALE BY ALL LEADING DEALERS IN THE DOMINION.

E. & C. GURNEY CO.

TORONTO, ONT.

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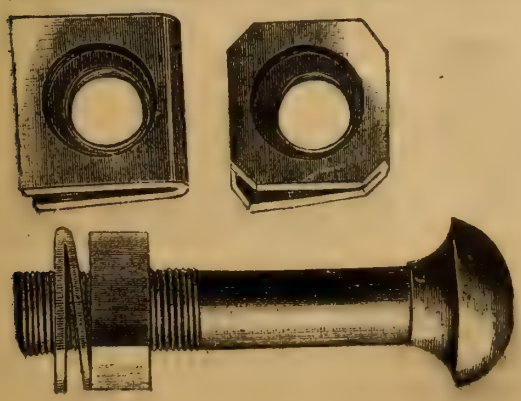
THAT THERE IS A STEADY INCREASING DEMAND

FOR GLOBE FILES?

Because every file is warranted, equal to the best imported, and prices much lower. Because the Consumer has no Duty to pay on these files.

GLOBE FILE MFG. CO.,

WALTER GROSE, Montreal, P. Q. **PORT HOPE, ONT.**



THE THOMAS NUT LOCK

Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.

Moncton, N. B.

"IDEAS FOR HARDWARE MERCHANTS,"

JUST PUBLISHED

PRICE $1.00 POSTPAID.

This novel book is the only book ever written especially for Hardware men, and every Hardware Merchant will find it of decided help and of intrinsic value. It tells HOW TO ADVERTISE a Hardware Store. HOW TO DRESS a Hardware Store Window. HOW TO SELECT Seasonable Goods and HOW TO DISPLAY them to best Advantage. HOW TO MAKE a success with Hardware. HOW TO COMPETE with "Department Stores." HOW TO TURN a Credit Business into a Cash Business. HOW TO AVOID Bad Debts and Increase Trade. HOW TO SECURE Low Quotations from Jobbers and Manufacturers. HOW TO ARRANGE the Fixtures in a Hardware Store. HOW TO TREAT and Manage Clerks. HOW TO KEEP your Accounts with the Least Labor. HOW TO SYSTEMATIZE your Business and Arrange its Details. HOW TO ARRANGE Price Lists. HOW TO MEET close Competitors and HOW TO BE ENTERPRISING. HOW TO PROPERLY proportion Store Expenses, and thousands of practical hints for Hardware Merchants.

"Ideas for Hardware Merchants" sent postpaid upon receipt of price.

J. B. McLEAN PUB. CO.,

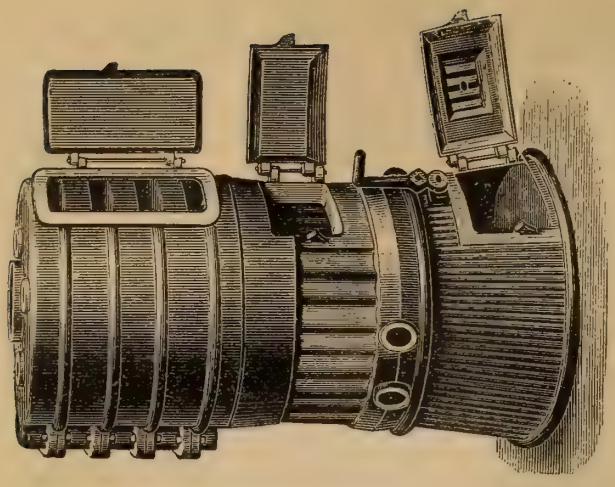
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Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods.

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10 Front St. E., Toronto.



"THE BUFFALO"

HOT WATER BOILER

BEATS THE WORLD.

Powerful Heater,
Rapid Circulation,
and Economizes Fuel.

Send for Brownie Catalogue and Price List.

H. R. IVES & CO.,
MONTREAL.

Christmas is Coming

— AND —

Our Lamp Job Lots are going.

BUY AT ONCE.

YOU WILL NEVER HAVE A BETTER CHANCE.

-: ELEGANT ASSORTMENT :-



ALL KINDS

ALL SIZES

-: BEAUTIFUL DECORATION :-

SELLING AWAY BELOW USUAL PRICES.

They are sure to please you. Write for Prices.

GOWANS, KENT & CO.,
Toronto---Winnipeg.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres and Treas. CHAS. N. CANDEE, Sec'y

The Gutta Percha and Rubber Mfg. Co.,

OF TORONTO, LTD.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalled Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during this season.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

OUR RUBBER BELTING IS THE BEST ON EARTH.

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CANADIAN
HARDWARE
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VOL. IV. TORONTO, DECEMBER 3, 1892. No. 49.

New York Aluminum Bearing Metal Co.

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MONTREAL OFFICE, H. McLaren & Co., Agents.

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"Genuine Babbit," - -	Price 30c. per lb. f.o.b. New York
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FINE

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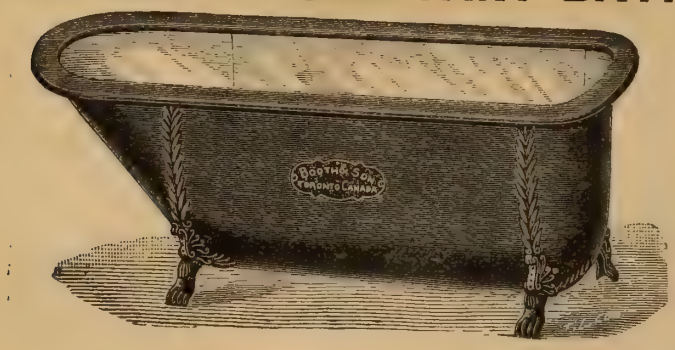
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BRASS BEDSTEADS.

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PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

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Price each.....	$27 50	$29 50	$31 50
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For the use of People of Fine Sensibilities, who know and Realize the necessity of Protecting Themselves and Others

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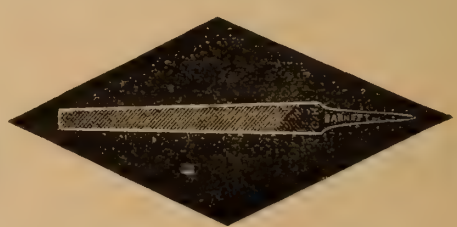
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PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, DECEMBER 3, 1892 No. 49

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

The United States wire manufacturers are taking time by the forelock to push spring trade on this market. They are not only taking the field early, but they are offering at prices below those now quoted by domestic manufacturers. The latter are consequently called upon to consider this external factor in the wire trade, and have this week come together to adjust prices for spring delivery. They met on Wednesday at the Queen's Hotel in this city. The changes made have not yet been announced, but it is understood that they amount to about 10c. per hundred pounds reduction in the price and an increase of 2½ per cent. in the discount.

* * *

The contract to supply the city of Toronto with wire nails was taken at a price that it appears manufacturers had the privilege to quote to corporations. The limitations upon the jobbers are 75 per cent. off the list and 5 per cent. off for cash. He cannot take a contract at less. The contract with the city was taken at a figure, which, on the basis of the lowest price on the list, was equal to 75 and 5 and 3 per cent. off the list. In addition to this the city is allowed 17c. on all returned packages. The terms are plainly such as the hardware merchant could not offer, for the listed jobber is debarred by the agreement with the manufacturers from selling at so low a price, while the retailer of course cannot afford to do so. The lowest price on the list is 12c. a pound. Seventy-five per cent. off this brings it to $3 per hundred pounds, and an additional 5 per cent. discount for cash makes the net price the jobber can sell at $2.85. The contract for supplying the city was taken at $2.76, including the price of the packages, or $2.59, packages returned. If there is a provision in the wire nail agreement allowing manufacturers to quote to corporations special terms that the hardware merchant can not quote, it is an unfair provision It has the effect of excluding the hardware merchant from a description of trade that he is as much entitled to as the manufacturers are. This contract introduces a precedent that hardware merchants will be likely to cite hereafter pretty frequently. It is that of allowing 17c., a pretty liberal price, for returned packages. Hardware merchants will be apt to take a fancy to dealing in bulk lots of wire nails now, and put them up in packages to suit themselves. Since 17c. is allowed for packages, the trade will often find it convenient to order a few hundredweight of loose nails, and thus introduce a new element for the cutting of the price.

* * *

The starting of cut nail works in this city has made a change in the conditions of the Toronto wholesale trade. The local manufacturer produces a local supply, and this makes it unnecessary for jobbers here to stock up heavily before the advance in freight, as they have been obliged to do heretofore. Outside manufacturers perceive that Toronto jobbers are thus not enforced to invest so much of their capital in advance in order to prepare for the winter nail trade and are beginning to store supplies here. If they did not take this means of putting their stock on the market they would probably have to forego a great part of the winter trade. Jobbers on spot are now able to forward their orders and have them shipped from the factory; hence they will be unlikely to invest the cost of eight or ten thousand kegs in advance, or to pay winter freights from Montreal. The jobbers are beginning the winter with light stocks, whereas they began last winter with very large ones, brought in before the adoption of winter freights.

* * *

A trader's methods and character are the ground-plan of his business. If he is a man of system he will rarely fail. A business may be very showy and excite the jealousy of rivals and yet be built on false lines. The collapse of such a business may be long delayed but it is usually inevitable. The book-keeper is the architect, and defines the lines along which the merchant should construct. The importance of book-keeping can not be over-estimated. The trader whose books are in a slovenly state should not allow himself any peace of mind till he gets them tidied up, and gets himself into the habit of keeping them as near perfection as possible. The schools of to-day are giving prominence to commercial education, and that is a hopeful sign for the future. They might do a good deal more than they have done for the present amendment of business. The schools have not raised the standard of penmanship to a high average of excellence. The reason appears to be that writing is a subject of mere manual acquirement as distinct from intellectual. Teachers are prone to regard it as of comparatively inferior value. Yet they give attention to good oral expression, not merely to the structure of sentences, but to the neatness of pupils' articulation. Pure utterance and enunciation in spoken language are scarcely of more importance than

clear delineation and legibility in writing. The first step towards good book-keeping is the acquirement of good handwriting. People should be able to read all memoranda of account without difficulty. Where they can not, they are apt to apply to writing Talleyrand's epigram on language, that its purpose is to conceal thought not to reveal it.

* * *

The Patrons of Industry are not a flourishing order, but they are a deranging factor to trade in all localities where they get a foothold on their 12½ per cent. basis. They injure less by their own force than by the reaction upon the whole local trade of that over-eagerness for business which leads some merchants to become subject to them. It is not the strength of the Patrons, but the weakness of some few merchants that makes the mischief which is felt so largely by traders in all neighbourhoods where the Patrons exist. Like a few factious members of a legislative chamber that is pretty evenly divided between the two great parties, they hold the balance of power between contending traders, mainly, if not altogether, in virtue of the contention. If the trade would hold out unanimously in all Patron districts, it would be interesting to see how many lodges would have the enterprise to start stores of their own. There would be very few so thorough-going in their profit-paring scheme of economy to subscribe the necessary capital, and the few mistaken ones who should do so would not be likely to repeat the investment after a year or two's experience. Happily their faith is usually in inverse proportion to their affluence, so that those who most strongly cherish the idea of prosperity through the extinction of the retailer are least able to help along its realization, and those most able are least willing. If the Patrons give trouble anywhere, the cause of their power to do so is to be sought on the side of the merchants, where it will usually be found somebody has lacked spine to withstand them, or has lacked customers to be independent of them and has become their liegeman.

* * *

The cutting of prices on woodenware is likely to work its own cure. It has been carried on until profits were beginning to disappear entirely, the price having been reduced in some cases 20 to 25 per cent. below the list. A common interest in putting an end to this senseless business brought the manufacturers together. They had a meeting on Monday, the result of which makes it likely that the authority of the list will be restored. The retailer is as much interested as the jobber in having the price put on a steady basis. There is no reason why full prices should not be obtained on all woodenware articles. If the manufacturers cut the price everybody else must, and surely the retail grocers do not want any addition to the cutting lines they now handle.

* * *

The business tax, so odious to many of the merchants of the Province of Quebec, particularly to those in Montreal, will be collected this year, but the government holds out the hope that before another year the state of the provincial finances may warrant the repeal of the law enacting it. The arguments of the delegates that waited on the government demonstrated its injustice. It was shown that if merchants were to be taxed in proportion to the rental they pay, the ratio should be the same in all localities. According to the law as it is, the Quebec merchant who pays an annual rental of $1,000 is taxed only $40, while the Montreal merchant, who is in the same position, is taxed $80, yet the probability is that the first is doing the larger business, as rents are always lower in smaller places. M. de Boucherville, premier of the province, in his published answer to the delegation which had waited upon him in reference to the tax, stated that the condition of affairs to which his ministry succeeded made it necessary that the business tax should be collected this year.

* * *

A preliminary meeting was held on Monday night in Richmond hall, Toronto, to further the interests of the early closing movement. It was resolved that a special meeting for the election of officers should be held on Tuesday, December 13th. The object of the movement is to induce all retail merchants to close their respective establishments each evening of the week at 6 o'clock throughout the year. Judged by the sympathy already shown by the purchasing public, the success of the movement is ensured. The movement includes all classes of merchants, and in that has a fair promise of effecting the purpose aimed at.

SALESROOM TOPICS.

City hardware men are puzzling themselves over the question how a trader not on the manufacturers' list is able to take the city contract for pressed spikes at $3.20.

As trade slackens, the wholesalers are getting things into shape to expedite stock-taking at the beginning of the year.

An advance of from 5 to 10c. a roll has taken place in building paper, owing to the increased freight. Plain is 65 to 70c. a roll, tarred is 70 to 75c. a roll and tarred felt is $1.75 a hundred.

M. & L. Samuel Benjamin & Co., are handling a line of Royal Canadian clothes wringers that are being very favorably received by the trade. They have a solid white roll with a 3 x double screw.

The Electric carpet sweeper, manufactured by the Grand Rapids Sweeper Co., is a selling line with H. S. Howland, Sons & Co. It is very handsomely got up, and in the United States is one of the favorite articles in gift goods. Hence it is expected to be in demand for Christmas.

The demand for Jessop's steel is a growing one in this country. So, at all events, Charles L. Bailey reports, William Jessop & Son's traveller in this country. That firm's famous brand always commands repeat orders wherever once introduced.

About the middle of this month W. H. Jagger & Co. will remove from their present premises on Front St. to more commodious ones at 131 Bay St. in this city. They now carry full supplies of Reeves & Sons' tube colors, both in best and cheapest qualities. They are also offering a special tube for decorators' use.

The following representatives of the wire manufacturing industry were in the city attending the meeting referred to elsewhere: Mr. McMaster, managing director of the Montreal Rolling Mills Co.; Mr. Berge of the Canada Screw Co.; Mr. McCormick, of the Dominion Wire Co.; Mr. Greening, of the B. Greening Wire Co.

The asphalt pavement is likely to prove a stimulus to the ingenuity of inventors to discover something that will make horses sure-footed on its hard and often slippery surface. The horse shoe has not sufficient tenacity, and often the difficulty of the loaded horse on an upward incline is not so much to draw his load as to keep his feet. The horse shoe needs to be improved for this purpose.

The last shipment of glass left the port of Antwerp too late to reach Montreal before the close of river navigation, and is now being forwarded from Boston.

M. & L. Samuel, Benjamin & Co. are introducing the Keystone egg beater.

Buyers are now free with their orders for spring delivery of iron pipe, and wholesalers are not anxious to sell on present basis, as they foresee an increase. United States manufacturers have withdrawn quotations. Some time ago it will be remembered the manufacturers put up prices, 2½ inch having been advanced from 47 to 50c. per foot.

The agent of the Carnegie Co. sold 5,000 kegs of wire nails at $1.40 last week in New York.

The manufacture of wire nails must indeed be profitable, if the prospectus of a company which proposes to go into that industry in this city does not hold out too gorgeous a prospect to be realized. It promises a dividend of 35 per cent.

The city of Toronto appears to be on the wire nail list.

The paint and glass travellers are now all in. Though organization has for the latter part of the year stayed price-cutting on linseed oil and turpentine, yet the slaughter of prices in spring and the cut in white lead now offset this benefit, and the year goes towards its close without finding the jobbers much ahead.

A KEEN FIGHT.

The coming meeting of the Dominion Commercial Travellers' Association, which is to be held in Montreal on the 10th of the month, is creating more than the usual interest, owing to the keen competition between the two candidates for the presidency. The canvass by the friends of both Mr. Cains and Mr. Wilson reminds one of that of a regular political campaign, and so far as present indications go, no one can forecast the result. All sorts of issues have arisen out of the contest, and perhaps more ill-feeling than one would like to see. For instance, the Witness, true to its policy, takes objection to Mr. Wilson on account of the line of business he is engaged in—wholesale wines and spirit—but the boys say that while the attack will have effect with some, it will influence others for him on the ground of fair play and sympathy alone. In fact, the fight has been become so bttter between the different parties as to create considerable ill-will, and this is regretted by the sensible members and both the candidates themselves, who certainly have nothing to do with the excesses in which some of their partisans have indulged. The latest phase of the battle is a regular war of correspondence in the press between a member who signs himself "old timer" and another who attacks him on the ground that he is not up with the procession. It has now got to the length of a regular series of letters, accusation and counter accusation. In fact in the hotels and club houses, the friends of each candidate are always in attendance, and no sooner is a new arrival espied than he is pounced upon and argued with this way and that. If hard work is worth anything, both parties should succeed, but the opinions of the sober-thinking, quiet members will decide the matter, and which ever wins, the interests of the Association will be all right. At present the tide seems to lean to Mr. Cains, but until the 10th everything is pure conjecture.

MONTREAL IRON PRICES.

The Montreal iron market is getting into regular winter shape, that is, the stocks are all removed from the wharf, and will from now out be quoted ex store instead of ex wharf. As to the possibilities, no one in the trade anticipates any material change between now and next spring. Of course any radical alteration in the iron market abroad or in the United States would have some effect, but present prospects do not indicate anything sufficiently striking in the way of declines to influence the value of iron in Montreal during the near winter months. Of course if American iron took a big drop Western buyers in Ontario would feel the benefit, but if past experience goes for anything in this connection, it would not be felt at all in Eastern Canada ; that is unless it dropped to such an extent as to allow the payment of the extra cost of carriage to Montreal. But the tenor of market reports from across the border is the reverse, and gives expression to the expectation of a continued steady market. The question of low-priced American iron can be dismissed therefore. Advices from across the water show the same feeling, the opinion of sound judges being that iron is on the mend in Great Britain, after its long spell of depression. No unfavorable influences therefore are anticipated from this direction either, and even if they were, Montreal prices during the winter are governed by special circumstances which obviate in a certain way the effect of declines elsewhere. In any event therefore no change is anticipated, and as the conditions outside seems to favor it, nothing but steadiness is looked for. Besides supplies in store in Montreal of many of the leading lines are much lighter than last year, pig iron notably, and holders therefore consider they have good property.

THE LONDON CEMENT TRADE.

Tulloch & Co., 85 Gracechurch St., London, E. C., furnish us with the following statement of the condition of the English cement market :

The last two months have on the whole witnessed a better trade enquiry, both for home and export requirements. The favorable prices at which the cement can now be purchased have tended to attract more enquiry, and although the year's trading will doubtless show a considerable shortage on export, the extra consumption of the home market has materially come to the assistance of those works which, not possessing that reputation sustaining the bigger makers with foreign consumers, have had to rely on domestic requirements as an outlet for their production.

The absence of confidence, that has been characteristic of all British manufacturing firms during the past six months, has prevented that injudicious pressure of production which has often spoiled otherwise good prospects in the English cement trade. The very bare profits yielded to makers, even under the most favorable auspices of the present market, have prevented fresh cement-making enterprises, and restricted the production of many of the older works whose installations necessarily could not compete so successfully against those newer manufacturing concerns, where economy in manufacturing cost, combined with the production of a reliable article, are very closely studied. The elements of cost combined in labor, coke, and cooperage, have not shown that reduction necessary to meet the drop in selling price values that the last few months have witnessed. Whilst the tendency of all manufacturers has been to cheapen in production, the general feeling amongst the London cement trade is that present prices are on bottom level, makers indeed rather expecting to hold their own against the hitherto successful competition of Continental makers, by taking a leaf out of the latter's book, and studying more closely the foreign requirements, combined with a more scientific manufacture, and the production of a finer ground article.

British producers are loath to admit their own failures, but the present trade reverses have not been without their benefit in bringing home to London cement manufacturers that they cannot dictate an arbitrary standard to foreign consumers, but must lead the way by meeting the requirements of those markets they wish to cater for. The recognition of this fact, coupled with a determination to hold the confidence of importers in foreign markets is a factor which we feel confident will make itself felt by a large increase in export trade. While prospects, under the most favorable circumstances do not point to that scarcity of production necessary to bring about a material advance in selling prices, the position is sound enough to warrant that prices will be fully maintained, indeed the more sanguine English makers are expecting an advance in value as soon as we get over the turn of the year, and feel the spring demand. It should be borne in mind that on even level of price and quality, (i.e., tensile strength, apart from the question of fineness of grinding, as to the merits of which experts still hold different opinions), that British cements have the first call in many foreign markets, especially in the Australian colonies, the latter a very large outlet for the British production. In many directions we hear that the low cost of building materials, construction iron and steel work is likely to foster a good many enterprises in public works during the coming year, and the large scope that such undertakings generally afford, is no mean factor in determining market values.

We trust that Canadian importers when reviewing their possible requirements for 1893 will respond to the efforts put forward by English producers to give them an article still more suitable for their requirements, and exhibit renewed confidence by larger purchases of London Portland cement.

A BUSINESS GUIDE.

Mr. C. C. Fleming, of Owen Sound, a member of the Institute of Chartered Accounts of Ontario and the author of several works, has issued a book, entitled Expert book-keeping, an advanced work in connection with this subject, which has never been treated by any other writes in as special a manner. It deals almost entirely with the formation, incorporation, and book-keeping, of joint stock and loan societies, churches, partnerships, auditing, investments, municipal book-keeping, etc. It contains both the Dominion and the Provincial laws relating to corporations. Besides this it contains a great deal of information which is valuable and useful for all kinds of book-keepers and business men. It will be of special benefit to officers, shareholders, etc., of all classes of incorporated concerns, as well as to students of the advanced branches of book-keeping. The author has treated his subject in a clear yet exhaustive manner, and has produced a classic work on this subject. The book is elegantly gotten up and contains 337 pages.

NEW GOODS.

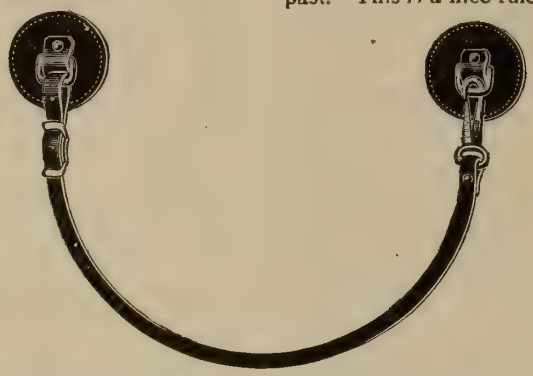
A HANDSOME TEA KETTLE.

The accompanying cut shows the style of a new tea-kettle placed on this market by M. & L. Samuel Benjamin Co. Not only is it one of the most shapely of kettles, as the

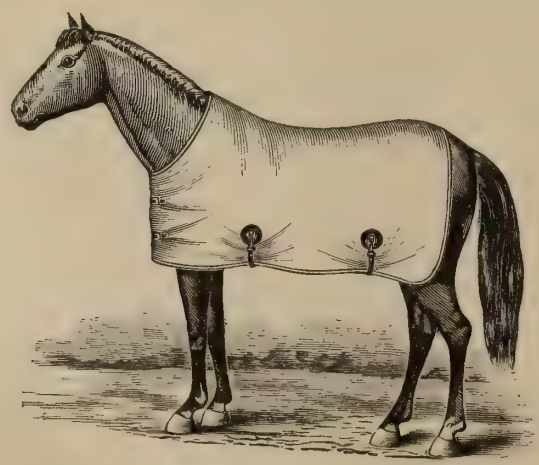


cut shows, but it is made of beautiful ware, being made of nickel-plated material. It is an exceptionally taking line, and is certain to find a strong run with the trade.

COVERT'S EVER READY BLANKET STRAP.



Covert's Ever Ready Blanket Straps have advantages over the surcingle viz., the blanket cannot get out of its proper place ; it is more comfortable to the horse, as the blanket may be left comparatively loose, and for this reason will wear twice as long ; it is more convenient as the straps are always with the blanket ready for snapping in the rings on the opposite side, and no tail cord is necessary. The straps are furnished in either russet or black harness leather and are fastened to the blanket either by stitching or riveting. They can be easily changed from a worn-out blanket to a new one. Price per dozen $3.25. Manufactured only by Covert's Saddlery Works, Farmer, N. Y., U. S. A.



EVER READY BLANKET STRAPS ATTACHED.

THE PERSONALTY TAX.

Enough has been written concerning this pernicious municipal tax to supply a student with five years reading, but still it is with us. The cities of the United States have been trying to free themselves from it, but with only moderate success. In Canada, the leading cities from Halifax to Victoria have labored with the problem ; but still the oppressive and inquitous tax is used by our municipalities. The rulers of this country are too conservative altogether. The fathers of the municipality think that what was good enough for the grandfathers is good enough for the grandsons. In fact they find this problem too heavy for them, and for fear of making new mistakes, they retain the mistakes of the past. This is a nice rule of thumb, but it is exceedingly disastrous to the welfare and morals of the community.

Equality should be apparent in all systems of taxation, but it is not one of the results of the personal property tax. Part of a community's personal property cannot be found by even the shrewdest assessors; and when part cannot be found, the part that is found bears its own share, and the share of the unfound part. For example, suppose a municipality tried to tax a man on his bank deposits—does any sane man think those deposits would be there, when the assessor came to examine the books. They would be withdrawn. Theoretically they are taxable in Ontario; practically they are exempt.

Moreover, a personal property tax is inexpedient. It drives moveable property away from the municipalities which impose the tax most thoroughly. Now in cities, the value of real estate depends altogether upon the accumulation or personal preperty upon it ; and to drive away this moveable property is to create in this way, a double loss in assessable property.

Some forms of personal property are already exempt, and thus the burden falls more heavily on the other classes. For example, in Toronto all machinery in actual use for manufacture is now exempt, by a by-law.

But the greatest and gravest objection is the fact that a man must perjure himself or pay more than his share of taxation. Suppose you have two men doing business with $50,000 capital, mostly in form of merchandise, one claims that his debts are so great that he is worth almost nothing, and he gets off with an assessment of $5,000. Many men make such a statement who have few or no debts but do it to escape taxation. The other, being more honest admits a net worth of $50,000 and is taxed on that. He pays ten times as much taxes as the other, and perhaps makes less profit. Tax debts as well—that is make no deduction for them, and the assessment is unfair and double taxation results. Exempt debts, and fictitious debts are created with a view to escaping taxation.

There is a strong idea abroad that a man who is engaged in commerce should pay full taxes. These men are the bone and sinew of our country, and their burdens should be lightened. In Toronto the merchants are suffering very much, as they pay the double share in many cases, due to faulty assessments ; and then this double share is again doubled by reason of the exemptions of other classes.

Now the personalty tax should be done away with for the above and other reasons. A tax on realty is better because realty is visible, easily valued, and permanent in location ; it derives an increased value from public security and public works ; and it is a permanent source of revenue. A personalty tax might work fairly as a Dominion tax,but it is useless as a municipal tax.

The Dry Goods Section of the Board of Trade are about to ask the provincial government to appoint a commission to investigate the subject. This is the least it could do towards learning truth. The dry goods merchants of this city are well knowledged in this matter and know whereof they speak. The most indefatigable worker for this reform is Mr. Paul Campbell, of Jno. Macdonald & Co. ; but the movement has the sympathy of nearly all the leading merchants and other public men of the city.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

SKATES

IN STOCK.

Genuine "Acme," Polished, No. 0, 90c. pair, No. 7, $2.90 pair.
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"Achieved," } Full Patent, Polished, $4.50 pair.
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The Toronto Lead and Color Co., Limited.,

14 to 20 Pearl Street,

TORONTO.

OUR LONDON LETTER.

London, Nov. 19, 1892.

STATE OF THE METAL TRADES.

The official returns of the Board of Trade, which have just been published, show that the contraction in our foreign trade still continues. Our exports of metals and articles made therefrom being less by £403,853 than in October of last year, while machinery and millwork shows a decrease of £183,389 in the same period. This is all the more significant of the present depression because 1891 was a bad year in itself. Our foreign trade in metals and articles manufactured therefrom stands thus for the ten months ended 31st October, 1891-1892: Ten months 1891, £36,697,716; 10 months 1892, £27,677,807; decrease £6,019,909. In machinery and millwork the decrease for the same period is £865,332, on a total of £12,444,678. During the ten months of 1890 we exported 3,438,543 tons of iron and steel and manufactures therefrom; 2,796,711 tons in the corresponding period of 1891; and 2,283,431 tons this year; the values being £26,793,000, £23,204,000 and £18,184,000 respectively. Although the depression continues severe, there is a considerable amount of firmness in the prices of iron and steel. This is largely due to the exceedingly low, and, in many cases, unremunerative prices now ruling, and the expectation that there will be a reaction soon from the depression which has been hanging over the industry so long. Looking at the facts, however, one cannot altogether endorse this view. It should be remembered that exports—particularly those of pig iron—generally drop off about this time of the year, and will continue to be on a comparatively small scale for some months to come. This will naturally cause stocks to fill up; already the production of Cleveland iron is in excess of the consumption, while during last month (October) stocks increased 16,914 tons. There are 94 furnaces now in blast, which is the largest for a long time past, and four in excess of this time last year, when there was a better demand. Judging from this it seems that producers are content with present prices, although any large reduction in price of pig iron might lead to a diminution of the output.

SHEFFIELD TRADE.

There has been little alteration lately in the condition of trade in this town, and the impression is becoming general that work will be unusually scarce this winter. The result of the presidential election has, of course, given much satisfaction to both employers and operatives in the staple trades of the town, and Mr. Cleveland's success is expected to lead to a reduction of the duties levied on Sheffield goods under the McKinley Tariff Act. The immediate result of the election will be to check trade, because it is unlikely that merchants and houses on the Atlantic side will give out extensive orders until they know whether the duties are to be reduced. Indeed, it is expected that some orders lately received in Sheffield from the States will be countermanded, instructions being given that they were not to be put in hand unless Mr. Harrison was re-elected. The McKinley tariff hit Sheffield trade very badly, because before the imposition of that tariff the United States was one of the best markets of the town. I may add that one house engaged in the cutlery trade with the States has done less business with that side since December last to the extent of £40,000. The Sheffield correspondent of a weekly trade paper has just stated that a Sheffield commission agent called upon him last week with specimens of American made files. The United States people offer their files on terms which cut out local makers,

viz: 70 per cent. discount and 5 per cent. off, or, in other words, for the nominal value of £100 they will take £28 10s. The files have been declared by our makers to be satisfactory in regard to quality. A United States frim states that they are sweeping the Canadian and Australian markets by running out the best brands of English files. To Canada, where the duties on English and American files are similar, the firm states that they are sending from $20,000 to $40,000 worth a year, and they are now opening up a connection in England itself, sending over from 200 to 300 dozen files a month. The files are machine made in every instance. Another American steel house have stored in London several tons of the best crucible steel, and have already engaged a Sheffield gentleman to represent them in this country.

ENGLISH VIEWS ON THE AMERICAN ELECTION.

The return of Mr. Cleveland to the Presidency has, of course, been welcomed in England with a good deal of rejoicing, because he stands for freer trade relations. The ordinary daily newspapers—both in London and in the provinces—have written a lot of honsense in their foolish ignorance of American poltiics and economic policy. I find that influential daily papers are actually looking forward to and expecting a radical change of policy directly Mr. Cleveland takes office. Such people forget that he has yet to conquer the Senate, which he has not done yet, and after that the repeal of the cMKinley Act in toto would be an almost impossible task considering the enormous interests involved. It is thought here in well-informed trade circles that should Mr. Cleveland be able to secure the support of the Farmers' Alliance in the Senate he will take off some of the more severe duties which experience has shown to press heavily on the people as consumers. It is not expected by shrewd people that he will in any event carry out a "thorough" policy of reform, and will certainly not go for free trade as we understand it in England. It is recognized here that any relaxation of the tariff laws will, proportionately, bring the United States manufacturer into competition with English exporters in free markets, and that a struggle will begin, the severity of which we have as yet no idea. The reduction of duties will curtain profits; this will lead to economy of production all round, and a cut-throat struggle of prices may ensue. Any wage reduction in America would no doubt lead to an immense labor agitation, in which the Homestead affair would be quite lost to view. A large city merchant exporter said to me the other day that if he were engaged in Amercain trade he would pray most devoutly that the U. S. should continue protectionist, because on the day that they adopt free trade and enter the foreign markets in competition with England, then, he said, we shall be smashed. Let them keep their protectoin. It is our safeguard, and it certainly keeps American goods in America, even if it keeps some of ours out.

GAS ENGINES.

Gas engine makers in Birmingham state that their experience is that steam engines are more than ever being superseded by the gas engine, not only for small, but for large amounts of power. The superior cleanliness and adaptability, but most of all the superior economy of gas motors is found to tell increasingly in their favor amongst power consumers of all sorts. One Birmingham firm are building to order several gas engines of 100 horse power each. It will be remembered that I called attention to this fact a year ago, and noted the rapid increase in the demand for this kind of power.

WHAT ABOUT CANADA NOW?

Some of the free trade papers, especially those interested in the shipping trade, are saying rather nasty things about Canadian protection, being emboldened by the recent protectionist defeat in the States. The Liverpool Journal of Commerce, an influential paper, writing as to the effect of tariff reform in the United States, says that if this comes about, "those spoilt over-sea children of ours, the colonies, will at once be compelled to come into line, that is, if their trade with England is now to be entirely cut off." It goes on to say that there is at present a strong free trade movement in Canada, and that the result of the United States elections must necessarily bring the question to the front in our North American colonies, "with the ultimate result of the triumph of sound economic principles. A nation which places against us a 52 per cent. tax on bar iron, a 72 per cent. tax on cast iron pipes, and a 20 per cent. duty on glass, besides heavy prohibitive duties on all kinds of manufactures, has no right to whine because we very rightfully refuse to allow her to introduce cattle into our country which our official veterinary surgeons have pronounced to be suffering from infectious disease, and the Canadian goose must be served with the same kind of sauce as has proved palatable with the American gander. Canada must abolish the so-called National Policy taxes before Englishmen can feel any kind of sympathy for can feel any kind of sympathy whatever for her, and if it needs the competition brought about by the abolition of the McKinley tariff to awaken the colony to a sense of her folly we are afraid that English manufacturers will remember the circumstances and respond not too hastily to a request so tardily proffered." I have quoted this extract in full because it shows you exactly the temper of a good many of our manufacturers here and also represents the spirit of what I may call the rampant free trade press—the sort of journals and men who will not listen to any proposal for federation,and who hate a tariff as they do an anarchist. I may add, too, that with respect to the "infectious disease" mentioned above, Professor Wallace, a very high authority, has written to The Times (November 9) stating that Canadian cattle are not suffering from anything of the kind, and that it is quite wrong to prohibit their importation on such grounds. In spite of the rampant free trade papers and the Manchester school of politicians, the federation question is slowly gaining a footing here, simply because economic conditions are forcing economists to reconsider our fiscal policy. The working classes are not so much wedded to free trade (so-called) as they were 20 years ago, and any scheme that will make the conditions of life easier—and they are very hard for the working classes—must inevitably win in the end. The Imperial Federation League has just issued its report—the result of enquiries suggested by Lord Salisbury—and contain a proposal for holding a conference of colonial representatives to consider the question at close quarters.

MYSTERIES OF A BIG STORE.

They were riding up in the elevator of one of our big dry goods stores—the man, his wife, and a small boy, who was going to get off at the second floor instead of the third, says The Detroit Free Press.

"One would think, young fellow," said the man, pompously, "that you had never been in an elevator before."

"No more I was, pa," said the small boy, and he was going to say something more, but his mother seized his hand and he stopped short.

The party got out at the third floor and the man directed the movements of his wife and boy, and seemed to have the whole universal plan at his finger ends.

When they had finished shopping all stepped into the elevator to go down, and the wife said she thought she would sit, but the man told her to stand up and not joggle about so much. At the second floor he seized the boy, said, "Look where you're going sir," and got off. His wife went on to the ground floor, for which they had started, and sat down to await developments.

The man came down the stairs pretty soon ,and pretended to be showing the store to the boy.

"You made a mistake, Hiram," said his wife, timidly, "you oughtn't have got off on that floor."

"Don't worry about me," snapped the man, "I'm oid enough to take care of myself," and he stalked ahead with a determination to get there if he walked straight down cellar.

"This way," said the clerk as he touched the man on the shoulder.

"Take your hand off, young man; I know which way I'm going," and he made another attempt.

"All right," said the clerk, "if you go through the plate-glass mirror it will cost you more than if you leave by the regular door."

Then the man saw that his family were waiting for him, and he frowned at them crossly and followed them into the street. It was a severe case of know-it-all.

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Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

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"St. Helens,"
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These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

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BEST ENGLISH BRANDS.

Keene's Coarse, Parian and Superfine Cements.

SEWER PIPES 4 in. to 24 in. diameter. Flue Linings. Chimney Taps.

FIRE BRICKS. Flue Covers, Fire Clay, Cupola Paubing Mixture, Kaolin.

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For all purposes, of any capacity, and operated by Electricity, Water, Steam or Hand Power.

Builder's Derricks--Hand or Steam,
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Foundry and Machine Shop Cranes,
Any Swing, Any Capacity.

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ONE WAY OF ADVERTISING.

In a recent interview Dr. Oliver Wendell Holmes, of Boston, told a New York World Reporter how he came to give a very valuable advertisement to a manufacturer of a patent razor in his book, "Over the Teacups."

"As I and my daughter were about to go aboard our vessel in the harbor when I went aboard the last time," said the distinguished physician, "a strange gentleman handed me a neat little parcel, which I opened as soon as I reached my stateroom. I found the parcel to contain an instrument in the way of a peculiar razor, although out of the ordinary design, so fashioned that after preparing my face all I had to do was to put the little thing to my beard and move it over my face, and before I was really aware of it I was nicely shaved. Why, it was the most clever thing in its way I ever met with, and I was so delighted with it I took occasion to refer to it indirectly in 'Over the Teacups.'

"'A few months after my return home, and after the appearance of 'Over the teacups,' one day a large package was left at my house by an expressman. On opening the package up here in my study what do you suppose I found? Why, a dozen of those little razors, which had been presented to me by the manufacturer, with his compliments. I laughed to myself and said to my secretary I'd be more careful in the future about acting as an advertiser for other people's wares. However, I sent the manufacturer a letter of thanks."

ELECTRIC RITETING.

Electricity has come into play in about every branch of mechanics, and it is not surprising that riveting by electricity is a success and an important improvement in the industrial arts. The apparatus consists of a transformer, the primary of which is formed of a heavy copper bar laid parallel to a coil of fine wire, and over the two are clamped angular segments or iron, forming when united a completed iron shell, increasing by this arrangement the efficiency of conversion; the structure creates a current of great volume in the copper bar and in the end of this bar are mounted an anvil, having a regulating screw for moving it up or down, and a follower provided with a screw. In the circuit of a primary is placed a choke coil provided with a regulating switch for cutting in more or less of the coil by which the strength of the current induced in the secondary may be controlled.

The bars or pieces of metal are placed upon the anvil and the rivet dropped in place, the anvil being then screwed up until the plates of metal are firmly held between it and the two insulating legs secured to the upper limb of the copper bar. The face of the bar is covered with insulating material, except at a central point, where it is left bare, and when forced against the rivet the latter establishes connection with the upper limb, or primary to the lower limb, the current developing sufficient heat to make an upsetting of the rivet shank very easy under pressure of the screw.

A POOR BEGINNING.

Young men who hope to be business men should be extremely careful to start right. Business habits when formed and solidified by practice are difficult to change. If they are good habits their firmness if a gain; if they are erroneous it will be found very hard to build a successful career upon them. Any taint of crookedness has a souring effect on all a man's endeavors.

In the course of business we came across an incident the other day that serves to illustrate some things. A young man, after several years in the employment of a well-known and honorable house, requested to be released from his contract for a term of service which would end only with the year. His plea was that he wanted to go into business for himself. It appears that his contract specified that should he be released for any cause he was not to engage in selling any similar line of goods, but it now turns out that he has gone into precisely that industry. He has got the selling of a line that is nearly allied to that of his late employers.

Now, the cases are comparatively rare in which a man does a very wrong act without any previous acts of unrighteousness on his part. Even errors of judgment sometimes pave the way for less venial offences later on. Lack of courage is often the direct precursor of intended rascality.

It is said that this young man had conducted the firm's business on the road in a loose manner. In the desire to make sales at all hazards he would give customers cut prices, not daring to confess that he had undersold rates. In cases of complaints he made allowances beyond any justifiable degree, and he would promise to do things which he could not properly do, and would leave his firm in ignorance of what he had agreed upon.

Looked at merely as matters of policy, such performances are in the last degree foolish. The concealment attempted was necessarily short lived. At the settlement of bills all differences are sure to come out, and then the promiser must face the music. Even if he had no wrong intent, such as drawing commissions on sales superinduced by unauthorized terms of prices, the weakness of his character as a business representative is unpleasantly illustrated.

It is true that many young men get into places of mercantile responsibility without any previous commercial training. Unless they possess by nature traits peculiarly adapted to the mathematics of trade they are apt to confuse business relations. One of the first and indispensable conditions of continuous and satisfactory trade is a clear and cordial understanding between the seller and the buyer. The traveller's duty in great measure lies in the development of this happy condition. With the best intentions mutually, mistakes and disagreements are sure to arise, and the intermediary can be of the greatest service as a peacemaker. When, instead, he, by his loose acts, becomes the fomenter of discord his place is much better than his company. Many of our younger readers, no doubt, hope to feather out into road representatives, and we to say to all such, be careful in statement, manly in confession of error, and more than exact in the performance of every agreement and every duty.—Commercial Enquirer.

TORBROOK IRON MINES.

This place, which has always been a good farming section, is now becoming noted for its mining. It is situated a mile west of the line dividing King's and Annapolis counties, and three miles south of Wilmot station. About two years ago prospecting began, which located a rich vein of red hematite ore, yielding 60 per cent. of iron. The lead was traced for three miles, showit to be from five to seven feet in width, and of unknown depth. It was situated upon the farms of Messrs. Bertraux and Woodbury. In Annapolis and Colchester, unlike the other counties of Nova Scotia, the iron mines belong to the owners of the land. Mr. Woodbury, not having much faith in the prospects for iron mining, sold his farm to Burns and Barss for $3000. This firm, as well as Mr. Bertraux, are now drawing $100 per month royalty. The Torbrook Iron Company, Limited, was formed, which began operations in earnest. R. E. G. Leckie is manager for the company, K. M. Solomon bookkeeper, and G. L. Romans engineer. A branch line was built to Wilmot station, and the first ore shipped 18 months ago. There are now four shafts from 100 to 160 feet deep. The ore is raised by two hoisting engines with friction ropes running to the shafts. Two Cornish plunger pumps and four Blake steam pumps are used. There are three locomotive boilers and one upright one. A reservoir has been built to supply them. The drilling is done by an air compressor. One hundred men are employed, whose wages amount to $4,000 per month. The output is about 120 tons per day. It all goes to the Londonderry Iron Company, which now depends chiefly upon this mine for its ore. These operations are proving a great benefit to the vicinity, putting something like $5,000 in circulation every month and starting a building boom. A dozen houses have already been built. Six months ago a parallel vein was discovered a mile to the south upon the South Mountain. In Annapolis county it upon the farms of Messrs. Burns and Messenger, who are holding for big money. It also extends into King's county, where Mr. Romans has leased five square miles from the Government. From the course of the lead and the formation of the rock some prospectors believe this the same one which crops out near Canning, some 20 miles away. —Halifax Chronicle.

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WIRE NAILS
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Book of information with Government report and other indisputable testimonials for foundry men—FREE. The Hartsfeld Furnace and Refining Co., Newport, Ky.



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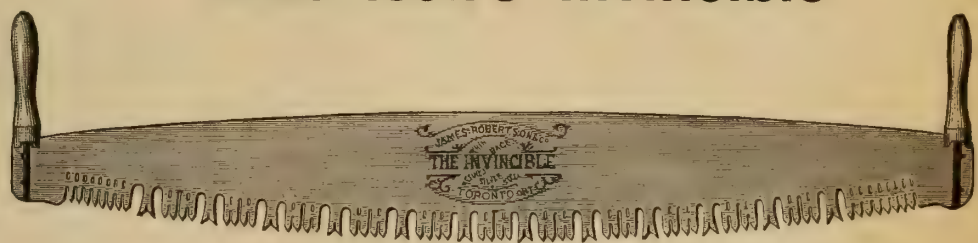
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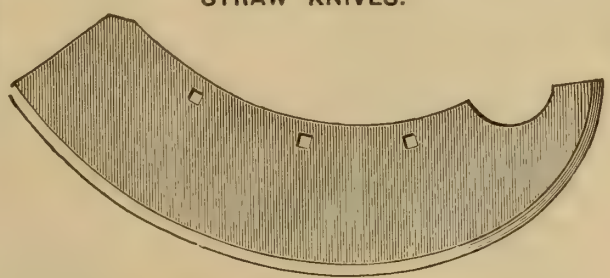
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Extra Quality Machine Knives, etc.

OUR SPECIALTIES :

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" " All kinds Wood Working Machinery.
" " Paper Mills.
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W. & B. Diamond Twist Drills.



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Goods the best. Prices moderate
Quality Warranted.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

Peter Bertram has opened a new hardware store in Hamilton.

The Peterboro' Lock Company are making another shipment of locks to the West Indies.

Messrs. Cant Bros. & Co., Ltd., Galt, made another shipment of machinery to Demerara, South America.

The Farmers' Binder Twine Company at Brantford has $25,000 worth of machinery ordered, and $65,000 worth of raw material is on the ocean.

It is understood that the Toronto Junction Street Car Company has ordered electric heating apparatus for its cars.

The Consumers' Cordage Company, which has a factory at Brantford, has announced its intention of offering some of its stock to the farmers of Ontario and Manitoba. The new cordage company which is being started there has farmers for its principal shareholders.

G. F. Stevens & Co., wholesale paints, etc., Winnipeg, have doubled the capacity of their warehouse by taking the adjoining store in the block, formerly occupied by Strang & Co. This gives them 60 feet frontage by 100 feet deep, and four floors, including basement.

Town Clerk Leggatt, of Amherstburg, wrote to Stevens & Burns, London, reminding them of their promise to present the waterworks building with a steam whistle, and on Wednesday he received a letter stating that the whistle had been sent by express.

The New Brunswick Cordage works are now in full blast, giving employment to 250 persons. The product of the works is being shipped to all parts of the Dominion as fast as it can be turned out.

Adam Zimmerman, James Scott, T. H. Pratt, J. F. Monck and a number of other well known gentlemen are interested in the organization of a business men's club in Hamilton. A meeting of those interested in the project will be held on Friday night. It is proposed to have a first-class restaurant, billiard room, etc., in connection with the club.

The automatic Knife Company of Ontario, Limited, Gananoque, last week received and shipped four handsome sample orders to India, New Zealand and Australia. They have also shipped two orders to Jamaica and Mexico. This company has not been established quite two years, and for a new industry in Canada is doing remarkably well.

Word comes from Steubenville, O., that slate roofs in that district are likely to be crowded out by shingles manufactured from a peculiar kind of fire clay. The material used is a rich, plastic clay, which burns a fast red, and is found at various points in that part of the upper Ohio valley. The clay shingles are said to be as durable as the best slate, and can be supplied at a much lower figure. A manufactory is to be started at Steubenville or at Toronto. There is one at Indianapolis.—American Artisan.

Iron and steel plates, it is stated, can now be coated with nearly pure lead by a new process. Hitherto it has not been possible to get lead to adhere to iron without the aid of tin, since lead has little or no affinity for iron; however, according to the new process, this difficulty is said to be overcome, the coating being effected with a bath of lead of some 98 per cent. purity.

A wire-nail machine, which is claimed to be the largest ever built in the United States, has recently been constructed by M. M. Smith, of Greenpoint, N.Y., for the Puget Sound Wire Nail and Steel Company, of Everett, Wash. It weighs 12 1-2 tons, and will make nails 12 inches long by 7-16 inches diameter, weighing one-half pound each, at the rate of one per second. The machine can also be adjusted to make nails of smaller sizes.

Mr. John McHardy, a professional diver, of Victoria, has made an arrangement with Supt. H. Abbott to lift the car load of iron from the bottom of the Columbia river, Revelstock, B.C., where it has laid for two years and a half. The car contained 20 tons of rails, and lies near the lower steamboat dock, embedded in the sand. The car was being transferred to a scow for shipment to Sproat for the C. and K Railway, and got the advantage of the men handling it, and lurched suddenly overboard. It sunk so deep that it has never interfered with navigation.

The long looked-for iron and steel work for the railroad bridge over the Coquitlam river at Westminster Junction, B.C., has arrived. The girders were brought over the road from the Atlantic side on six flat cars in two sections, each three cars long, the weight of the heavy cargo being on only two cars, the centre car being used simply as a connection, thus allowing the long girders to run over the road curves without any difficulty, and solving a problem which has floored the management of American roads, viz, the transportation of long timber over the curves of the Rockies.

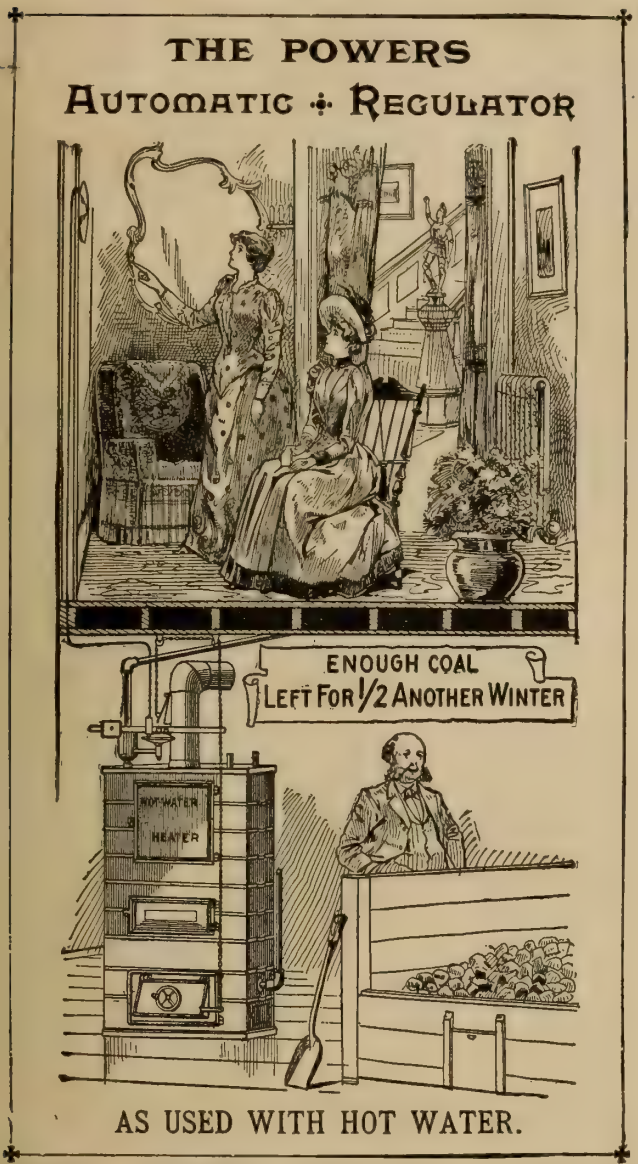
The increasing use of the open fireplace is a healthy sign of the times, whether regarded from a sanitary or artistic point of view. More healthy than either the stove or basement heater, it gives occasion for the display of decorative metal work, which is one of the most active and vital of modern furnishing tendencies. The open fireplace means, of course, a tiled hearth, with its accompaniment of fender, fire irons and fire screen. Fenders and fire screens are often made to match, a beautiful combination being designed in brass, with rondels or bull's eyes of colored glass, which produce an excellent effect. Fire screens of colored glass are made in a brass framework, having panels of enameled glass in Persian or Japanese designs, and are exceedingly decorative.—Decorator and Furnisher.

A New York firm takes advantage of the fact that calcium chloride has an affinity for moisture to suggest a method of preventing the rusting of fine cutlery and edge tools, remarks an eastern trade paper. The arrangement for this purpose is of simple construction, and may be employed with advantage not only by dealers in articles of iron and steel, but by physicians, housekeepers and others, in absorbing moisture in places where dampness is apt to injure instruments, cutlery, or fine textile fabrics. A bottle with a glass funnel is placed in the case with the goods, and the funnel partly filled with lumps of calcium chloride. Every trace of moisture will be speedily absorbed, and the arrangement of the bottle and funnel permits the liquefied portion of the calcium chloride to trickle from the funnel into the bottle, drop by drop, leaving the salt exposed, so that it continues active until it entirely dissolves.

A Canadian electrician, who has given considerable attention to the applications of electricity in the household, has invented a number or arrangements which are considered to be equal and in some respects superior to the recent London display. These are shown in operation at the exhibition at the Dominion capital, and attract considerable attention. The electric oven is inspected by thousands, who, through glass doors, witness the process of baking in all its branches. The oven is abqut seven feet square and six feet high, substantially built, surmounted with small electric lights, and within it are placed the electric heating appliances, which are fed from the rdinary electric light service wires. The interior dimensions of the oven are four feet square, the ceiling being low and oval in form. A dough-mixing machine, driven by an electric motor, is used in connection with the electric oven. The heating of houses by electricity is also demonstrated. A small electric furnace has been placed in a brick pit below the surface of the floor and pipes leading from the furnace conduct the electrically heated water through a radiator such as is used in house heating. There has also been arranged a novel form of electric heating for the main building refreshment room. The twelve-gallon electric heaters, connected by pipes with five small heaters, are used for making the tea and coffee supplied from this lunch room.

The Department of Justice has instructed counsel to represent the Dominion Government upon a reference to the Court of Appeal for the province of Ontario by the Lieutenant-Governor of that province, to test the validity of certain Ontario legislation upon the subject of bankruptcy, and particularly section 9 of the Act respecting assignments and preferences by insolvent persons, chapter 124 of the Revised Statues of Ontario. The section reads as follows: "An assignment for the general benefit of creditors under this Act shall take precedence of all judgements and of all executions not completely executed by payments, subject to the lien, if any, of an execution creditor for his costs where there is but one execution in the sheriff's hands, or to the lien, if any, of the creditors for his costs who has the first execution in the sheriff's hands. Sir Thomas Galt, as chief justice of the Common Pleas Division, recently decided that the legislation in question is unconstitutional. No appeal was taken from his judgement, and as the question is one of very great importance the Ontario Government has referred it specially to the Court of Appeal for adjudication. It is understood that Æmelius Irving will represent the Ontario Government, Christopher Robinson and Wallace Nesbitt the Dominion Government.

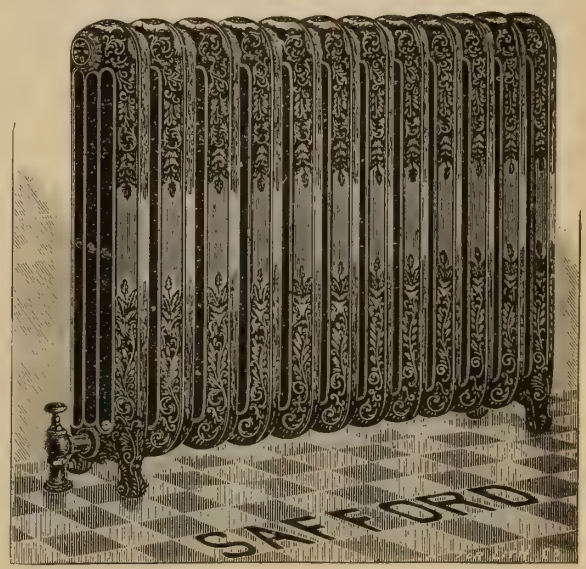
LATEST INVENTIONS.



Powers' Automatic Temperature Regulator
As used with hot water.

This cut shows the Powers' Temperature Regulator connected and in use. We guarantee these machines to control "automatically," the Temperature of any dwelling. To any reliable party we send them on approbation for 30 days. Catalogues sent on application.

If you want 60, 65, or 70 degrees of heat in your rooms, this machine is guaranteed to do the work. You buy, it does the rest!



When You Build

A Factory, a Warehouse, or a Dwelling, see that your architect stipulates for the Celebrated

Safford Patent Radiator

FOR HOT WATER AND STEAM HEATING.

You will then enjoy the ACME OF COMFORT.

They are to be found in the largest and best buildings in Canada.

MANUFACTURED ONLY BY

THE TORONTO RADIATOR MFG. CO., LTD., TORONTO, ONT.

St. John, N. B., Montreal, Hamilton, Quebec, Winnipeg, Victoria, B. C.

MARKETS

MONTREAL MARKETS.

MONTREAL, Dec. 2, 1892.

HARDWARE.

A quiet feeling generally rules in the hardware trade now, but the fact does not cause any complaint, for dealers admit that it is perfectly normal. They have been doing a good trade, this fall Up to the present time the sorting up trade being remarkably good. In fact the houses report the aggregate return on account of orders of this sort quite as large as the business done through the regular fall orders. The different houses take advantage of the quiet spell by commencing stock taking this month, and this will very likely keep them busy for a fortnight. In the meantime nothing large in the way of business can be looked for, except such orders as are induced by actual necessity, and no person anticipates much, though as they argue from the good sorting up trade that has been done, that dealers are pretty well supplied ahead for the near future. Some wants may develop in the city retail on lines of goods necessary for Christmas business,but the movement in this connection will be unimportant. In fact until the turn of the year and stock taking is over the hardware business is likely to rule quiet and featureless. Payments generally are fair, at least there are no complaints, and this can be considered a good sign. There is no special feature this week regarding heavy material, values on which, are firm and unchanged.

PIG IRON.

There have been no features during the week, the stock being now in store. A few lots of pig have been moved, but the market rules quiet on the whole. We quote : Summerlee, $21 ; Longloom, $21 ; Carnbroe, $10, and Eglinton, $19.50 ; Nova Scotia Siemens, $19 to $19.50.

BAR IRON.

Makers agents report some fair orders for bar, but the regular jobbing trade in it is quite on a par with other lines. Values rule steady at $1,90 from makers for straight wholesale lots.

SCRAP IRON.

There have been no sales of scrap, but prices are steady. The supply of it offering is not large. We quote : Wrought, $15 to $16. cast, $13 to $14, per ton, as to quality.

TIN PLATES.

There is no change in this line and the demand for it is an absent factor at present. Values rule steady in the face of small supplies and the close of navigation at $3.35 to $3.50 for coke and charcoal $4.00 to $4.25.

CANADA PLATES.

Business in Canada plate has not extended beyond a few 50 box lots at $2.60, and supplies are small for the season. We quote $2.55 to $2.60.

TERNE PLATES.

Ternes are quiet and nominal at $7. to $7.25.

COPPER, ETC.,

Advices from abroad on copper are steady but there has been little doing here, and we quote the same prices 12½ to 13c. Tin is cabled flat but no change is to note on spot. There has been some jobbing enquiry for the article this week at 22½ to 23c.

NAILS.

Nail makers report prospects for future business fair after the turn of the year. The jobbing trade is quiet at the moment and there is no special feature to note.

STEEL WIRE NAILS.

60 dy to 60 dy	per keg	$3.00
49 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

CHEMICALS.

There have been few changes in chemicals and business is quiet. We note bleaching powder down 25c. on account of the easiness of outside markets, and advance alum a similar amount.

Bleaching powder,	$3.25	to	$4.00
Bicarb soda,	2.20	to	2.25
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.35	to	1.50
Copperas,	0.80	to	1.00
Sulphurflour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

Stocks of glass are not heavy here, and the market is firm but dull on the basis of $1.35 for first break's.

OILS AND PAINTS.

Paints are quiet and unchanged. The movement of trade shows some shrinkage, but this is expected now. We quote : Choice brands of paints,Government standard, $5.25; do. No. 1, $4.75 ; do. No. 2, $4.25 ; do. No. 3, $3.75 ; dry white lead, 5c. ; red lead, pure, 4¼c. ; do. No. 1, 4c.

There is no change in oils except in oil of turpentine which has been marked up 1c. We quote the following :—Cod Newfoundland 42½c. steam refined 40 to 42½c.; linseed raw 56c. ; linseed, boiled 59c. ; castor oil 8 to 10c. ; cod liver oil, Newfoundland 80 to 90c. ; cod liver oil Norway $1.05 to $1.20 ; turpentine, 50 to 51c. Less 3 per cent. 30 days.

NAVAL STORES.

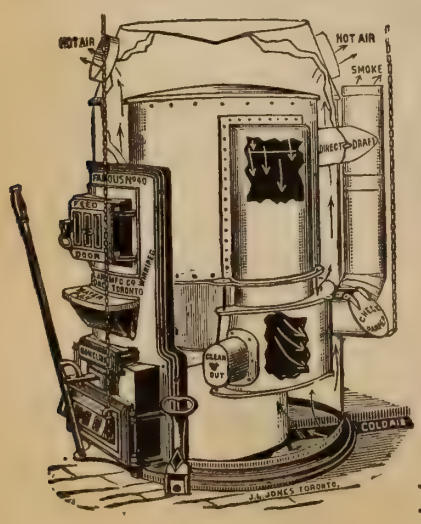
Naval stores are dull and devoid of any special feature. We quote turpentine,50c.; rosins, $2.50 to $5, as to brand ; coal tar, $3.75 to $4; cotton waste, 5½c. for colored and 7c. to 10c. for white; oakum, 5½ to 7½c. and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure Manilla, 12c. for 7-16 and upwards for smaller sizes.

CEMENT.

Business in cement is quiet and unchanged, prices remaining firm. Belgian and native Portland are offered at $2.10 to $2.20, while English brands are slightly higher at $2.40 to $2.50 per cask. There is a steady demand for firebricks at firm figures. Scotch brands are offered at $18 to $22 and English $18.50 to $22 per 1,000.

PETROLEUM.

The demand for petroleum has fallen off somewhat during the week, but there is still a fair movement to note at steady prices. We quote : — Canadian, 12¼c. to 12½c. at shed in Montreal for round lots and 13½ to 14¼c. for small quantities. Benzine is quoted at 11c. Petrolea, and 13 to 14c. Montreal. American petroleum, 19⅝c. in car lots, 20c in 10-barrel lots, 20¾c- in 5-barrel lots, and 20¼c. in 5 barrel lots, aad 20¾. for single barrels, 2 per cent. off for cash ; American benzine, 23 to 25c, Canadian benzine, 10¾c Petrola ; 12¾c. Montreal.



FURNACES-Coal or Wood.

CAST IRON OR STEEL.

57 VARIETIES.

Our Steel Dome low radiator Coal Furnace (shown in cut) has given the utmost satisfaction to dealers and users.

It Will Pay to Investigate Its Merits.

Write our Nearest House.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

TORONTO MARKETS.

TORONTO, Dec. 2, 1892.

HARDWARE.

December opens with rather more than the average business activity usually going on at the beginning of that month. November trade was large this year, and that fact prepared the minds of the jobbers for a quiet month to follow. There is no reason to expect any brickness in business from this out, but there is believed that orders yet held in reserve will muster up a better trade than was done last December. The trade done last month was of an assorting nature, and but little venture was made into buying for winter retailing. A foot or two of snow all over the country, or a fall of ten degrees in the temperature, or both, would have a restorative effect upon the spirits of trade, though this is the twelfth month. The goods for this kind of weather are not yet sold to a very large extent. Orders come dropping in rather freely still, skates, sleigh-bells, snow shovels, house furnishings, cutlery, etc., being important items in most of them. Prices are steady in everything, and changed only in building paper, the quotations now being 65 to 70c. for plain, 70 to 75c. for tarred, and $1.75 a hundred for tarred felt. The price of wire is reported to have been lowered by 10c. a hundred weight and 2½ per cent. added to the discount. The manufacturers met here on Wednesday and Thursday. Both cut and wire nails are in very fair demand for the season. Horse shoes are moderately active, but not so much so horse nails, the latter being used nearly as frequently to replace old shoes as to put on new in weather with so little frost. Iron pipe is firm at 50c. a foot for 2½ inch, and buyers are trying to get spring delivery at that price, but jobbers would rather not book. Since lake navigation practically closes this week, there is a good deal of heavy stuff being shipped to the North Shore, Manitoulin, Manitoba and the North West. Glass is not over plentiful the last shipment is on the way via Boston. The basis is $1.35.

METALS.

The sale of metals does not increase. It is of moderate volume in bar iron and steel, of low volume in pig iron, and not of much consequence in any of the other metals. Prices have changed somewhat in tin, the price on this side of the water having grown easier. Copper is firmer. All other metals are unchanged.

PIG IRON—Buying has had an off-spell this week. The market remains steady. United States iron are being delivered on contracts. A small movement in Canadian iron is noted.

Rogers, Brown & Co., Buffalo, N. Y., report the Toronto Pig Iron market as follows: Business in pig iron is jogging along at its normal rate with a larger amount entering into consumption than is usual at this season of the year. Prices are stationary with no immediate prospect of change. Southern irons are in the rather unusual condition of selling some grades at figures higher than the equivalent grades of their Northern competitors, the reason being their desirability in mixture, and the firm manner in which their recent advance in price has been sustained. We quote below on the cash basis f.o.b. cars, Toronto, in bond: IX Foundry Strong Coke Iron, Lake Superior ore, $16.20; 2 X Foundry Strong Coke Iron Lake Superior ore, $15.70; 2 Foundry Strong Coke Iron Lake Superior ore, $15.20; Jackson County Silvery 1, $18.30; Jackson County Silvery 2, $17.80; Lake Superior Charcoal, $18 20; Tennessee Charcoal, $18.20; Southern Soft 1, $14.60; Southern Soft 2, $14.10.

FINISHED IRON AND STEEL—A very good trade continues to be done in bar iron at 2c. Cast steel at from 10 to 25c. likewise goes out freely to manufacturers, especially farm implement makers. Open hearth steel is active and unchanged at from 3c.

ANTIMONY—The demand is steady at unchanged prices, namely, 13¼c. for Cookson's and 12¾c. for other brands.

CANADA PLATES—There has been an unusually good call for Canada plates, for this time of year. Dull quote at $2 65, and from that the price goes to $2.90 for bright.

COPPER—The market has strengthened very materially. In New York the price is 12c. and an advance is predicted as among the early possibilities. Spot prices are 13½c. for casting brands and 14c. for Lake ingots.

GALVANIZED IRON—This metal appears to be always in good demand, and this week's report of business shows it to be still selling well. It quotes at from 5¼c. up.

INGOT TIN—The price of ingot tin continues to weaken in New York, though in London it remains quite steady. Locally it holds at 22½c. for Straits and 23c. for L. and F.

LEAD—Jobbers are filling out old orders and as well are getting in some new ones. The price is easy at 3¼c.

ZINC—Sheets are 6¼c. in cask lots and 6½c. in broken lots. Spelter is quiet at 5c.

EASTLAKE
MANUFACTURED BY
METALLIC ROOFING Co
TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL SHINGLES

TIN PLATES—Reports of a continued better feeling and of the resumption of closed works comes from Wales, but prices are unchanged and local trade is small. Cokes are $3 65, I. C. charcoal $4.25, with $1 additional for each cross.

OLD MATERIAL.

Material is not offering so freely as it was, and prices are steady upon the basis of following quotations: No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

PAINTS, OILS AND COLORS.

The paint trade has one fresh feature of interest. It is in white lead. The grinders are still coping with each other and have got down to 4c. At that quotation constderable business is done. In other lines trade is quiet and prices are unchanged. The quotations on raw linseed oil are as follows: 1 to 3 barrel lots 57½c. delivered; 4 to 9 barrel lots, 56½c. delivered; 15 barrel lots and over, 51½c. at point of shipment. Three cents added to these prices gives the quotation for boiled in the respective lots. Turpentine is 50c. in 1 to 3 barrel lots and 60c. in broken packages.

PETROLEUM.

There is no change in prices on this market, the basis remaining 14 to 14½c the quotation for Canadian.

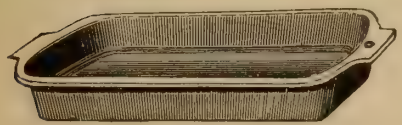
HIDES, SKINS, WOOL, TALLOW.

The market is steady and unchanged in everything but sheepskins, which advanced 5c. on Thursday.

HIDES.—No. 1 green cows' are still quoted at 4½c. Cured are moving out at 5c. in car lots.

"The Seamless Flanged Drip Pan."

MADE OF THE BEST QUALITY OF SIEMENS-MARTIN PICKLED AND COLD ROLLED STEEL.



THIS PAN is drawn by means of dies and is finished with a flanged edge as shown in the cut. This flanged edge enables the housewife or cook to lift the pan easily and safely from the oven.

The superiority of this seamless pan over the old style pan made of common stove pipe iron is apparent at first glance. Its advantages, briefly enumerated, are:—

1. The absence of lapped edge, seams and wire bead which collect and retain grease and filth of all kinds.
2. The superior quality of metal and the shape of the pan which prevents it from warping and twisting, which is the case invariably with the old style lapped edge pan.
3. The pan retains its shape, thereby insuring an even bake.
4. It is much cheaper as it will outlast several of the old style pans.

Made in the following sizes: 8x10 in., 8x14 in., 10x15 in., 12x17 in.

THOS. DAVIDSON & CO., Sole Manufacturers for Canada. MONTREAL, QUE.

MARKETS.—Continued

SKINS—Sheepskins are 90c. Calfskins are quiet at 5 to 7c.

WOOL—Combing fleeces are 17c., clothing fleeces 19 to 20c. The market is very dull. In pulled wool prices remain at 22c. for super and 26c. for extra.

TALLOW—Is quiet at 5¾c. for rendered and 2c. for rough.

AMERICAN MARKET.

New York, Dec. 2.—A conspicuous feature in the steel trade at present is that, while the aggregation of Chicago mills are well employed on rails, nearly all other establishments have executed the most of their back orders and stand in need of new business to insure winter work. With the Carnegie establishments rapidly getting into smooth working order, the position becomes even more interesting. Thus far it does not appear that the trying conditions have fractured the manufacturers' "pool," although rumors of impending changes and dissatisfaction in certain quarters have circulation. On very good authority it is learned that the Chicago Company has paid into the "pool" $2.50 per ton on 60,000 tons sold in excess of the allotment, although some time ago generous enough to turn over one good sized order to Eastern mills. Divided among the less fortunate competitors this sum of $150,000 is likely to check dissension for a time, since open competition would be likely to force prices for rails down closely to current rates for high carbon billets. In other words doing nothing at a good profit seems to be more satisfactory than working mills at a very slender margin or at a loss, and the "pool" arrangement is doubtless, therefore, kept intact. It has been argued that no more rails would be sold at $25 per ton than at $30. For a time this argument seemed plausible. More recently, however, there have been enquiries pointing strongly to more active employment for various mills were prices for rails brought nearer to current rates for other heavy steel products, and circumstantial evidence is strong that more than one large order is being held back for some change of base on the part of rail manufacturers or disruption of the "pool." Meanwhile the "pool" price for heavy sections remains at $30 f..b. Eastern mills, while 40-pound sections are sold at 50c. to $1 per ton less, and lighter sections at corresponding rates.

Regarding the situation in other lines of heavy steel products, there are no really new developments, and in the market for the lighter forms of manufactured steel and iron the position is likewise unchanged. Business is erratic and merely fair in the aggregate amount, while prices lean more or less in buyers' favor, although without radical change.

Consumers are placing some orders for pig iron for delivery during the first two or three months of next year, and, in a few instances, contracts are are entered for supplies for six months where the sellers guarantee protection in the event of prices falling. Otherwise business in crude material is slow and the market bare of really new feature. Northern brands are quoted at $15 for No. 1 X foundry, $13.75 a $14.00 for No. 2 X foundry, and $13.25 a $13.50 for grey forge. Southern brands are quoted at $14.25 a $15.00 for No. 1, $13.50 and $14.00 for No. 2 foundry, and No. 1 soft, $13.00 a $13.50 for No. 2 soft, $12.50 a $13.00 for grey forge.

The demand for old material continues moderate, but sellers' prices remain steady, with No. 1 wrought scrap iron quoted at $16 a $16.50 f.o.b. Jersey City iron tee rails at $18.00 a $18.50, and steel rails at $14.50 a $15.00 same delivery.

The market for ingot copper is firm. Numerous bids of 12c. for Lake Superior product have been turned down, a few fair-sized lots were taken at 12 1-2c. and up to 12 1-4 was reported paid for jobbing quantities from second hands. Common casting is generally held at 11 1-2c., and could be secured at little if anything under 11 1-4c. in large lots. Arizona pig is relatively as high, being quoted at 10 3-8 upward. Buyers at the advance are few and far between at the moment. In the London market merchant bars advanced to £48 for prompt and £48 10s. for future delivery, but subsequently receded 5 shillings.

Speculative operations in pig tin have been on a moderate scale and at lower prices. December delivery moving from 20.15c. down to 20c. while 30 tons, involving January, February and March delivery, went at an average of 20.10c. The transactions were chiefly between a few exchange operators who seem to be influenced almost wholly by London cable quotations. Outside of the speculative arena the movement has been commonplace and chiefly at prices right on a line with those quoted for "futures." In the London market there was a decline to £93 10s. for prompt and £93 7s. 6d. for future delivery.

The pressure of a few hundred tons of pig lead for sale has been sufficient to cause a decline in price of the metal to 3 3-4c. regular and 3.70c. for bullion basis. At this writing the market is weak, with sellers at 3 3-4 and bids of 3.70c. confined to moderate quantities.

Tin plates business has been moderate, and the situation in this and the English market is without visible change.

TRADE SALES.

The general stock of F. W. Read, of Bobcaygeon, was sold at Suckling's, Toronto, on Tuesday, to Patterson & Co., Lindsay, at 69 cents on the dollar. The stock amounted to $4,000. Horses and rigs, invoiced at $290, were sold at 49 cents on the dollar. The book debts, amounting to $780, were sold to John L. Read at 26 cents on the dollar cash. The dwelling house, clear of encumbrances, was withdrawn. There was a large attendance of buyers.

Suckling & Co., Toronto, will sell on Tuesday next, the 6th inst., the general store stock of Joseph Johnston, Bellwood, Ont. The stock consists of the following:

Lot 1—The stock, consisting of dry goods, hats and caps, groceries, crockery, hardware, etc., amounting to . . . $1,757 07
Lot 2—Book debts 187 58

Terms for lot 1—One-fourth cash at time of sale, balance in 30 and 60 days, with interest at 7 per cent., secured to the satisfaction of the assignee. Lot 2—Cash at time of sale.

There is only one general store in the village. The premises can be leased for a short or long period. Stock and inventory can be seen on the premises at Bellwood, and inventory at our office.

MONTREAL TRADE NOTES.

W. H. Cottingham & Co.'s travellers report a good trade in paints in the district between Montreal and Kingston.

A. C. Leslie & Co., of Montreal and Toronto, have been doing a fine trade in cutlery this fall.

The creditors of Wilson & Frost, at a meeting held this week, decided to give the firm an extension of six, nine, and twelve months. There is nothing new to state in addition to the facts already published in HARDWARE.

There seems to be a difference of opinion in regard to the commercial tax question here. The Board of Trade have assured Provincial Treasurer Hall of their confidence, while another meeting was held this week in the academy of music to protest against the tax.

CITY CONTRACTS.

The Toronto Board of Works awarded the following contracts on Tuesday night:

Ironwork, to Galloway, Taylor & Co., at $1.69 per 100 pounds for castings, and $2.80 for wrought iron.

Nails, to the Toronto Lead and Barbed Wire Co., at $2.76 per 100 pounds, with an allowance of 17 cents for returned packages.

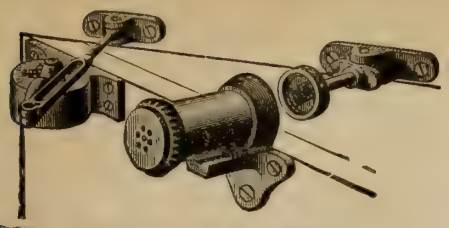
Pressed spikes, to F. W. Unitt, $3.20 per 100 pounds.

Sewer pipes, to the Standard Drain and Pipe Company, at 8 1-2 cents per foot for six-inch pipes, and 84 cents for 18 inch pipes.

Toronto street shop-keepers on Yonge street are complaining about an alleged nuisance caused by the street cleaners sweeping the pavement without the dust having first been laid with a sprinkler. Of course, the work is done after midnight, but the dust invariably finds its way through open fanlights, and damages anything upon which it may settle.

The Canadian Government has consulted the Marquis of Ripon on a projected commercial treaty between Canada and Mexico, the former allowing the free importation of Mexican raw sugar, cotton and tobacco in exchange for the free importation into Mexico of Canadian wheat and flour, manufactured cottons and woollens and machinery.

An Ottawa electrician is said to have discovered a process for utilizing the electricity passing over the wires for light, power and heating purposes so as to withdraw the heat from cast iron blocks until they are reduced to the temperature of ice, and then using them in the place of natural ice. It is claimed this can be done at a price to compete favorably with ice.



IT STANDS THE TEST OF TIME.

Greatest Popularity,
Greatest Sales,
In Use Everywhere.

-THE-

ECLIPSE

DOOR SPRING AND CHECK

—FOR—

SIMPLICITY, UTILITY and CHEAPNESS,

HOLDS THE MARKET AGAINST ALL IMITATIONS.

The ECLIPSE effectually prevents the annoyance and danger occasioned by thoughtless people, who either leave the door wide open, causing a draft, or jar your nervous system by slamming the door with a bang. The Eclipse Spring shuts the door every time, the Eclipse Check stops the slamming.

WHOLESALE—MONTREAL:
CAVERHILL, LEARMONT & CO.,
FROTHINGHAM & WORKMAN,
LEWIS BROS. & CO.

TORONTO:
RICE LEWIS & SON, Ltd.

HAMILTON:
BOWMAN HARDWARE CO.

QUEBEC:
CHINNICK HARDWARE CO.

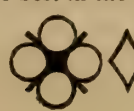
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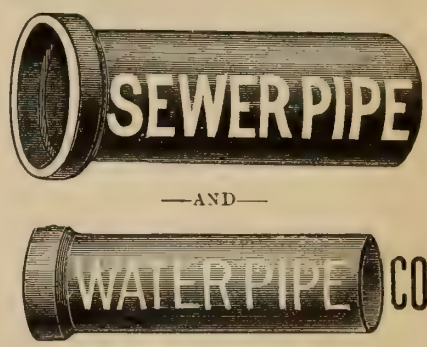
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¼ the PRICE of Iron. Write for Discounts.

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The season for Horse Shoe Vises is at hand. It will pay you to get samples now.

A. B. JARDINE & CO.,
HESPELER, ONT.

KNIFE CUSTOMERS.

There is hardly a better opportunity of studying the different ways of customers than when you sell a knife. Then the old-fashioned buyer will carefully inspect it, whip out his handkerchief, rub his hand, open the knife, blow on the blade carefully and see if the breath disappears quickly; if it does that, he will try it several times to avoid all optical delusions and then declare: "This knife seems good enough, but you can't trust them fellows now-a-days, as they don't use steel any more. Well, what is your price for it? Fifty cents? And only two blades. You can't give it any cheaper? Well, I will take it, though it ain't no knife as they used to be."

There is the whimsical buyer, who does not like the handles; if they are pearl ones, they break too easily, and if you show him wooden handled knives he will find them too common. Stag handled ones are too rough for him, and bone handled knives don't keep their color long enough; ivory handles come too high-priced, but he will finally take a knife with some indescribable handle—may be the poorest in the lot.

There comes the swell, who would like a knife, which nobody else has, but it must be something out of the line of ordinary knives, anything "fast" looking will do, as long as it is "something extra."

Here comes the hard-fisted son of toil, who wants a good strong pocket knife, and who will not believe that the knives are made of steel, and will try every one with such a good will that you tremble for their safety and vainly and mildly protest against too rough a handling. But he will finally buy one, and if he has been satisfied, stays your customer.

There is the junenvile buyer, the boy whose head is filled with all the romances of his Indian tales and the blood curdling narrations of his detective stories, and who would like to buy a dirk or a bowie knife, but who finally picks out a four-bladed penknife for a quarter.

There is also the mother or father who wants to buy a knife for the boy's birthday or his Christmas present; they are always struggling with themselves; they would like to buy a good knife, and still they are afraid that the boy might do mischief with it, and so they usually settle down on one of the cheap knives.

The rarest kind of customers but the most welcome ones are the experts. These parties will buy a knife if it is something meritorious if they need one badly or not; they don't care to have several in use at a time and know all the good points of knives when they see them. It is a pleasure to have a chat with them and not difficult at all to sell them if you have what they may happen to need or fancy.

There is finally the butcher who buys his knife with all due ceremonies of blowing on the blade, trying its hardness on the thumb nails, holding it in a level position to see if it is not crooked, bending as much as possible to see if there is enough flexibility in it and no flaws, and who finally takes his knife with the conviction of having plundered you of the best knife in your store, though he will tell you, as a parting shot, when he goes, that the handle will split and that "they" don't make knives any more as strong as they used to do!—G. B. K., in N. Y. Hardware.

DOG EAT DOG.

It is one of the every day facts in business life that a man who lives outside the principles of honor and honesty can always find his bedfellows in his customers. This is an affinity that is perfectly natural. The swing of a needle to the pole, the relationship of a caterpillar to a cabbage and of a cholera microbe to rags that know more of dirt than they do of soap, is not more in accordance with law that that of a rogues blanket being colonized with the gentlemen that once troubled Pharaoh. Like goes to like as a rule in business, and as iron sharpeneth iron, so one man's tactics are grindstones for other men's tricks. It is as logical a result as is a chicken from an egg, that where a man in business is as innocent of conscience as an oyster is of a spine, and can cheat, lie and undersell as easily as he breathes, that his customer is usually tarred with the same brush. Men who suspect a trick in a trade have generally a club for the dog that bites them, and are as little anxious to pay their bills as a tadpole is to find a city laundry. This law of business gravitation is not generally understood, nor is it always immediately apparent. Smart practice has its rewards. Some men fill out like balloons and grow like mushrooms on dishonest practices. They fertilize in moral muck and seem to grow greenbacks as pigs grow bristles, while in some instances honesty is kept with its nose on its knees and its pockets open for rent. These, however, are exceptions to the rule, as is a third horn on a cow or a fifth leg to its calf. That "business is business" no man denies, but that it can escape infection from the bad principles of those who run it is as impossible as to escape a burnt finger when handling a horse chestnut. In trade, as in agriculture, what we sow we reap, and many who prick their fingers with the thistles in the crop are but getting back what went out of their seed basket. Trade is always reciprocatory, the six on one side never failing a twice three on the other. The true inwardness of many of our business disasters can be traced to this law. The desire to circumvent a competitor, to feed business spite with stolen fat, or it may be to raise a mortgage or a mansard roof will sometimes persuade men to do what, if piled on their backs, would be the camel's hump keeping them on the wrong side of the needle's eye. This intrigue is not limited to the man with but one span of mules and a lonely sawyer. Size in business is no measure of its conscience; it is simply a question of having a larger tree from which to steal the apples. We can measure a business by its bookkeeping, but its character depends on the man. It is a misfortune that the wrong kind of man is not yet extinct, but like the fly in the pot of ointment, and the stray hair in a wat of butter, he is a monotonous recurrence. It is, of course, impossible to give the devil in business a ticket of leave or even secure him a return ticket to leave his own town. So long as the world stands, our cradles will rock these prospective sinners and our undertakers be finding them coffins; bnt it might keep some men in business from a premature collapse if they remembered the truth that trade is not only a matter of arithmetic but morals, and that the man who by dishonesty or any violation of clean business principles secures an increase of trade, will in the long run make the discovery that what he is himself so he makes his customers.—Age of Steel.

BUYING NEW GOODS.

It is the business of every retailer to handle goods superior to those on the counters or shelves of his competitors. In the general lookout for new goods, of course somebody gets left; but it is the watchful and wise merchant who keeps on the topmost wave of popular favor. New goods are launched upon the market unceasingly. There are some dealers who buy their goods as they buy their books, adhering strictly to the old and well established products, and ignoring the new until it has established for itself a reputation. They are too conservative, and their trade undoubtedly suffers. There are other merchants who stock up with the latest novelties regardless of merit just as some people are constantly thirsting for the latest novel. They are too hasty. The golden mean is the proper course. It is the duty of every merchant to closely watch the markets for new and improved goods. If he fails in getting the latest and best, his sales will surely shrink. But before he displaces the old by the new he should be reasonably well satisfied that the latter is the more desirable. A test of the goods, and his judgment and his knowledge of the tastes of his customers will help him in making the decision. In a measure he is a molder of public slides, which are seemingly as uncontrollable as they are surprising, and it behooves the dealer to keep abreast with the trade. Every new device is worthy of careful examination. Those that stand the test should be adopted; those that are defective should be rejected. Those that are doubtful should be handled gingerly until their standing is determined.—The Ironmonger (Chicago).

The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

To be had of all Jobbers and Dealers in Sporting Goods.

JAMES BALDWIN & SONS,

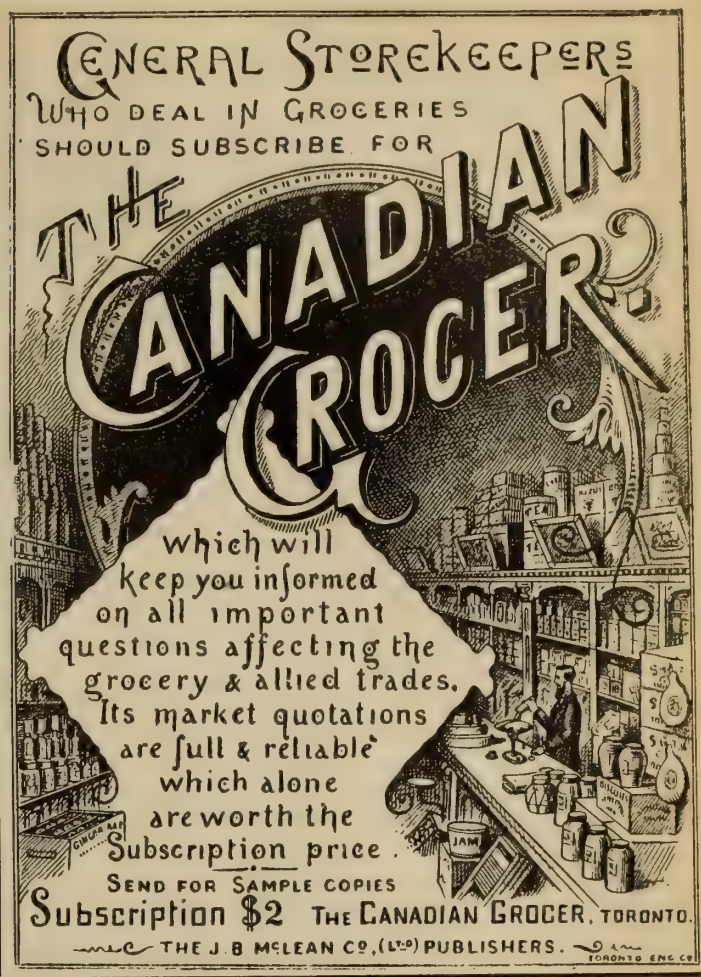
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Agent:--W. H. JAGGER,

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We have fine line of Axes and Axe Handles, best makes, Also Cross cut Saws, Canadian, American and English manufacture, English Cow Ties, Hand and Machine made Rope Halters, Genuine Acme Skates, Snow Shovels, wood and steel.

Enquiries for quotations or general information will receive prompt attention.

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164 Fenchurch St., London, E. C.

BUSINESS OPPORTUNITIES.

Are there as many opportunities to get into business and succeed in it as there were a few years ago? is a question whih if oftecn heard, and it might be answered in various ways, but perhaps the question may be best answered by saying that it depends a gerat deal on the man.

In many respects it is harder to go into business to-day and get rich at it, but in others the number of opportunities for advancement has increased rather than diminished. There are certainly plenty of men going into business and succeeding in it. But what kind of men are they? They are not men who are all taken up with something foreign to their business.

The first thing of importance is for a man to know that he is particularly fitted for that business. His tastes must be in harmony with it or he will never make a great success. It is important that one shall make the right kind of start. A great deal depends on the early training. In a school the primary department is one of the most important places. In it should be placed the best of teachers, who are able to give the best possible instruction in the beginning of knowledge. Now, is not that just what is wanted in early business education? The boy who goes into an establishment to learn the business must begin at the bottom, and it is very important that he should have the best of instruction.

In building a house it is most important that the foundation shall be laid in such a manner that the whole edifice shall stand firmly. In business life it is most important that the foundation principles shall be instilled into the mind of the young man. It is very certain that a great deal depends on the start. The instructor, however, can not do everything, and unless the student is an apt one he will not be the one who will succeed in all that that word implies.

There are many young men who have the best opportunities for business advancement, and yet have not the stamina to carry them through. They have not a liking for the business and may sink a great deal of money into it, but will not succeed. Then there are other young men whose advantages are the poorest who by hard work attain a high place in business life.

One must be thoroughly in love with his business to succeed. As the saying goes, he must be "wedded to his business." It is easy to do what one loves to do. It is no hardship to work at anything which we are fond of. It seems that herein lies to a great extent the secret of business success or failure. When one's heart is not in his work he will not make much out of it.

As far as opportunities are concerned, they must be made, if they can't be found any other way. If we wait for what we regard as an opportunity we may wait a long time. It is bestto do the thing that is nearest and which needs to be done, than to be on the lookout for something which we know nothing about.

There is certainly a place for everyone in the world. But the world is so taken up with itself that one has to put energy into business and hoe his own row. In these days there is no waiting for those who are behind. They will have to depend on themselves to catch up. The world may owe every man a living, but it has to be followed up pretty closely if a man collects what is due him. In other words he has to work hard for what he gets.

The great number of the successful business men of to-day began at the bottom and worked their way up the ladder round by round. The successful men of the future have got to do just the same thing, if they attain the real and lasting prize.

Business men must be alive to the needs of the time in which they live. They must keep up near the front ranks of the procession or else they will be lost sight of. Even if it does mean work to hold a position at the head, yet there is great satisfaction in being there. As we said before if things don't turn up without help, go to work and make them turn up. Make opportunities and take advantage of them when they are made. Have ideas of your own and don't let other people get away with them. Above all, have solid foundations and build from the ground up.—Stoves and Hardware Reporter.

THE MICA MINES OF NELLORE.

Dr. Warth, officiating superintendent of the Central Museum, London, has written an interesting report upon Mr. E. H. Sargent's mica mine near Inikurti, a place 19 miles from Nellore. Mica is the tale of commerce, although scientifically speaking the latter is quite a distinct mineral. Some idea of its value may be gathered from the following approximate rule for calculating the price of ready-cut rectangular pieces in London. One pound weight costs as many times twopence as each single piece has square inches surface. This equation holds good between 10 and 100 square inches. Below these limits the prices are smaller and become finally nil; above these limits they are higher, and would end in fancy prices. Although Mr. Sargent's mine has only reached a depth of 60 feet, no less than 20 tons of pure ready-cut mica have been extracted during the past two years. It appears that the first indication of this deposit was a ridge of quartz which stood eight feet above the surface of the plain. Then Mr. Sargent found old excavations on the west side of the ridge, which he followed up. At a distance of about 10 miles to the south Dr. Warth found quite a group of more or less successful mica mines in similar rocks near the village of Utkur. The mica was associated with the same white quartz and whitish, feldspar. There were also the same accessory minerals, garnet and tourmaline. One mine, called Sukhagini (black stained mine), produces mica which is stained black and brown through the spread of manganese ore and iron between the planes of cleavage. Some slabs of very clean surface without any cracks whatever, 27 inches by 32 inches, were in store. The price of these would have been fabulous if they had not been black. We further learn from Dr. Warth's report that the sorting of mica is very important for the trade. A large quantity of the mica is thrown away at the pit, where the waste heaps glisten in the sun. Of the mica brought to Mr. Sargent's stores at Inikurti only about 23 per cent is finally selected for the trade. Everything else is thrown away, being cracked, not sufficiently transparent, ripple-marked, or too small. Tle smallest limit of rectangular size is two inches by two inches, but such small sizes are at present very cheap, as Bengal exports too much of it. These pieces are all cut according to rectangular patterns. Pieces of the same pattern are then tied in bundles and so sent to London.

A GIGANTIC CONCERN.

The magnitude of the Standard Oil Company's operations are not clearly comprehended even by the people familiar with the grip it holds upon the American oil trade. It is well-known that this great corporation not only controls the trade in illuminating oil and owns the greater portion of the most productive oil producing territory in the country, but that all the by-products of petroleum are also in its hands. The head of the trust dictates the price at which petroleum oil and its products shall be sold day by day, although there is a small independent faction in the trade who make an effort to withstand the force of its power. But the Standard Oil trust is too ambitious a concern to be satisfied with controlling the trade of one country. Europe is fast coming under its domination so far as its illuminating agent is concerned. Kuhlow's gives some interesting particulars of the great combine's operations over the seas, from which an idea may be formed of the immense influence for good or evil. Commenting upon the fact that European shippers of petroleum have recently obtained concessions from the railways which will prevent the removal of one large firm from Bremen to Rotterdam, as was feared it would be obliged to do on account of the discrimination in railway rates upon the traffic over German contemporary says: "The management of the Prussian State Railroads granted great reductions in the rates on shipments from Bremen to prevent the loss of that great traffic. This enables the firm to continue its business in Bremen, where its members now act as managers of the German American Petroleum Company, which is the German branch of the Standard Oil Company, which now owns 15 tank steamers with an aggregate capacity of 53,975 tons, for transporting oil across the Atlantic; five lighters, 43 tanks, with 70,650 tons aggregate capacity; sheds to hold 240,000 barrels, and a great cooper shop which can turn out 750,000 barrels a year, besides storage tanks in several interior German cities, and a number of tank boats which navigate the Rhine and Elbe, and 247 tank cars. The Standard Oil Co. has four European organizations, the Anglo-American Oil Co., for Great Britain; the American Petroleum Co., of Rotterdam, for Belgium and Holland; la Socetia Italo-Americana del Petrolio, for Italy and Southern Switzerland, and det Danske Petroleums Atkieselkab, for Scandanavian countries."—American Artisan.

E. G. Prior & Co., of Victoria, B.C., of which Col. Prior, M.P., is the head, have decided to open a branch of their business in Vancouver. The firm has houses now in Victoria and Kamloops. They will do a trade chiefly in agricultural implements.

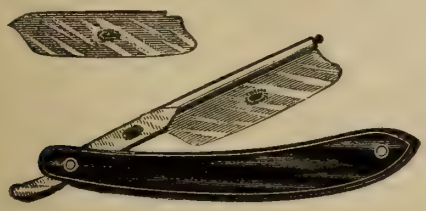
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Manufacturer of

COOKS' KNIVES,

Table Knives and Carvers, Pruning Knives, and



Interchangeable Blade Razors.

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Sole Agents for Canada. 50 **Montreal.**



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The Trade, Only, supplied by

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Temple Building, - MONTREAL.

Illustrated Price List Ready in a few days.

IMPERFECTIONS OF EMERY WHEELS.

In a paper presented at a meeting of the American Association for the Advancement of Science, T. Duncan Paret, said concerning the value of solid emery wheels :

American-built emery grinders are too light in weight as a universal rule. The users of solid emery wheels do not realize the loss in money value due to the imperfect mounting of such wheels, and therefore are unwilling to pay the price needed to secure substantial machines. In this matter a radical change must be made if users are to secure the greatest possible profit.

A prolonged investigation has been made as to the comparative quality of fifteen different makes of American solid emery wheels. This demonstrates that under equal conditions the fastest grinder of the fifteen makes will grind off more than twelves times as much cast iron per minute as the slowest grinder does. It does not necessarily follow that the slowest grinder is the dearest wheel of the fifteen, and the fastest grinder the cheapest; for first cost of wheel, power, consumption, wear of wheels, etc., have also to be considered. But the fact does cast much doubt on the general assumption that one emery wheel is as good as another. Is it likely that a wheel which will cut only .42 of an ounce of cast iron per minute is as valuable a tool as that which will cut 5.13 ounces per minute? It is a singular fact that the two makes which stand thus at these opposite extremes are among the older manufactures of this industry, and almost equal in age.

Nothing has cost emery wheel users so much loss as their false estimate of the money value of durability. It may be possible to get an emery wheel so friable that its rapidity of wear is not equaled by its increase of product; but this investigation seems to show that the majority of American wheels are too durable and too unproductive.

Some of the so-called very durable wheels largely increase their product if great pressure is applied. One well-known and popular make, whose average metal removal per minute at a fair, ordinary pressure, was only .72 of an ounce, when the pressure was increased about 2½ times attained an average of 7.09 ounces. The maximum metal removal of this wheel in any one minute was 11.66 ounces, yet in some cases its minute metal removal was absolutely nothing. The pressure which secured the average of 7.09 ounces per minute was an excessive pressure —a pressure at which some makes would be dangerous in the extreme, and which no workman could maintain. If wheels were provided which gave a fair product under light pressure, metal grinding by the use of solid emery wheels would not only be easier for the workman, but much more profitable.

This Tool embraces in itself and in combination with an ordinary Carpenters' Rule:

Try Square.
Mitre Square.
T—— Square.
Marking Gauge.
Mortise Gauge.
Depth Gauge.
Mitre Level.
Spirit Level and Plumb.
Beam Compass.
Inside Square for making boxes and frames.

STANLEY

Rule & Level Co.

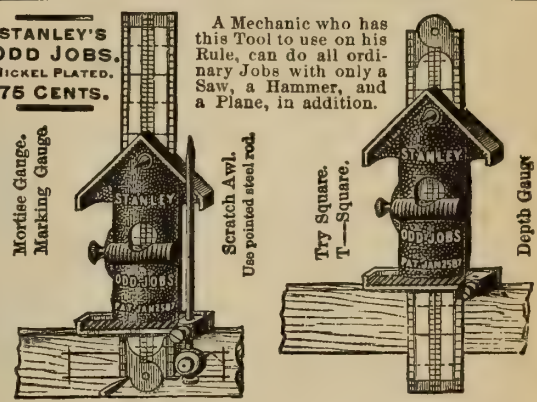
NEW BRITAIN, CONN.

SOLD BY ALL

Hardware Dealers.

STANLEY'S ODD JOBS.
NICKEL PLATED.
75 CENTS.

A Mechanic who has this Tool to use on his Rule, can do all ordinary Jobs with only a Saw, a Hammer, and a Plane, in addition.



TO HARDWARE MERCHANTS AND PAINT AND OIL DEALERS.

We want your trade in White Lead, and will guarantee our make equal to any made in Canada. It is finely ground in refined linseed oil, bears Association guarantee as to purity, is always uniform and reliable and possesses covering properties eqnal to that of the best English makers.

Prices are very low. Write us for quotations and terms.

See our advertisement on page 5.

THE TORONTO LEAD AND COLOR CO, (Limited,) Toronto.



SITUATIONS VACANT.

WANTED—HARDWARE TRAVELLERS with good connections in Lower Provinces and in Ontario. None but first-class men need apply. H. S., GAZETTE Office, Montreal.

The Elgin County Council closed its November session on the 24th ult. In addition to other business, it was decided to petition the Ontario Legislature to abolish statute labor and substitute a commutation tax.

Business Changes

SALES MADE OR PENDING.

John Radigan, tinsmith, Hamilton, has sold his stock.

The general store stock of Ludger Lebrun Isle Verte, was sold on Wednesday.

John Griffith's, general store stock, Carmel, Que, has been sold by auction.

W. H. Anderson, general merchant, Kemptville, Ont., advertises his stock for sale by tender.

The hardware stock of J. O. Todd, Waterloo, Que., is advertised for sale on the 7th inst.

James Heslop, general merchant, Athabasca Landing, N. W. T., has sold out to Colin Johnstone.

The general store stock of Joseph Johnson, Bellwood, Ont., is advertised for sale by auction on the 6th inst.

The stock of Porcherou, Adam & Co., plumbers, Montreal, has been sold at 50c. on the dollar to James Robertson.

The stock of James Enright, general merchant, Port Daniel, Que., is advertised for sale by auction on the 6th inst.

The stock of Wilfrid Levesque, general merchant, St. Alphonse de Chicoutimi, Que., is advertised for sale by auction on Friday.

The stock of A. Archambault, general merchant, St. Cesaire, Que., has been sold at 62c. in the dollar, and his book debts at 40c. in the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Hauck & Tiffin, general merchants, Ladner's Landing, N.S., have dissolved, G. Hauck continuing.

Benjamin Cohen and Samuel Balon have been registered proprietors of the Montreal Rag and Metal Co.

Mr. Gaspard F. X. Massue has been registered sole proprietor of the hardware business in Montreal, run under the firm name of Massue & Rollin.

OPENING.

Pineo & Merrick, general merchants, Virden, Man., are opening a branch at Pipestone.

BUSINESS IN WIFE'S NAME.

John Burke, general merchant, Lingan, N. S., has registered consent for his wife Bridget to do business.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

J. L. Stamford, plumber, Victoria, B. C. is being closed up.

S. W. Potts, founder, Toronto, has assigned to H. Barber & Co.

F. X. Fafard, crockery dealer, Montreal, has assigned to Kent & Turcotte.

Joseph Dauray, general merchant, Ange Gardien, Que., has assigned.

Henry S. Hummell, general merchant, Campden, Ont., has assigned to Frederick H. Lamb.

Riddell & Common have been appointed curators to the estate of Alexander Chisholm, produce merchant, Montreal.

Dixon Bennett, general merchant, Mallorytown, Ont., has assigned to Wm. J. Mallory, and a meeting of creditors is called for Saturday.

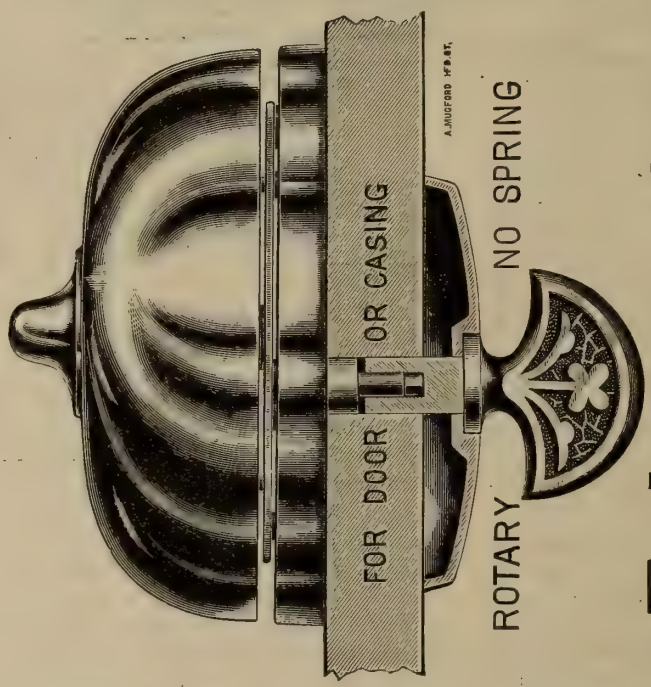
Demand of assignment has been made upon Philippe E. Bourassa, merchant, Hadley Cove, Que., at the instance of Langlois & Paradis, Que.

Caverley Bros., who have been carrying on general stores at several places in North Hastings, have made an assignment. Their liabilities are said to amount to from $25,000 to $30,000; assets about $12,000. For some years they had a store in Belleville, but two years ago they retired from Belleville. Their rating was low. A meeting of the creditors will be held at Madoc on Friday.

NEW FACTS ABOUT THE DAKOTAS

is the title of the latest illustrated pamphlet issued by the Chicago, Milwaukee & St. Paul R'y. regarding those growing states, whose wonderful crops the past season have attracted the attention of the whole country. It is full of facts of special interest for all not satisfied with their present location. Send to A. J. Taylor, Canadian Passenger Agent, No. 4 Palmer House Block, Toronto, Ont., for a copy free of expense. 51

NEW DEPARTURE "ROTARY" DOOR BELLS.



Incomparable!
NO SPRING!
Best Tone, (Sure)
Superior Finish!
Bronze Trimmings!
COMPACT!
CHEAP!

For Circulars, address
THE NEW
Departure Bell Co.,
BRISTOL, CONN.



Christmas Goods

IN GREAT VARIETY.

:o:

The Toronto Silver Plate Co.,

MANUFACTURERS OF

Sterling Silver and Electro Silver Plate.

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570 King St. West, Toronto, Canada.

E. G. GOODERHAM, Manager. JNO. C. COPP, Sec.-Treas.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

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BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11:

"Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern; so that we have the somewhat singular sight of a combine reducing prices."

THE E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.
MAMMOTH WORKS AT HULL, CANADA.

Jessop's Steel.

This brand which has earned the title of the "Standard Tool Steel of the world," can always be relied upon by consumers. A full assortment of best and medium qualities kept in stock, at lowest prices.

A. C. LESLIE & CO., Agents,
445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"
PORTLAND CEMENT.
BEST ENGLISH BRAND MADE.

Canadian Consignees :
McRAE & Co.,
Ottawa and Toronto.

MUNN'S LIQUID GLUE.

The Strongest, Cheapest and Best.

Put up in all sizes. Circular and price list on application. KENNEDY BROS., Agents, 101 Bay St., Toronto.

For sale by the following wholesale houses in Toronto :—

H. S. HOWLAND, SONS & CO.
THE HEMMING BROS. CO.
THE ART METROPOLE.
WILLIAM BROWN, Carriage Hardware.

SAY !

If your Jobber can't supply
Kearney and Foot's Files
Write
W. S. McGREGOR, Agents,
11 and 13 Front St., Toronto.

Excellent Quality ! Reasonable Price !



ADAMS-MARS BEST.

CALVANIZED SHEET IRON. SP

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

I. H. CAMERON, 10 Front St. E

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 100. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "		2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
16 "	2 35
¾ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright	2 65 2 70
Abercarne		2 65 2 70
Lion		2 65 2 85

Iron Pipe.

Wrought 62½ per cent.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4⅞
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 2 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 06½ 0 06¾
Domestic "	0 06¾ 0 06¾

Zinc Sheet.

5 cwt casks	0 06 0 06½
Part casks	0 06½ 0 06¼

Lead.

Imported Pig, per lb	0 03½ 0 03¾
Domestic "	0 03¼
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	0 04¾ 0 05
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¾ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	4½ 5
No. 1 Do. "	0 5
No. 2 Do. "	0 4½
No. 3 Do. "	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56½ 0 57½
Boiled "	0 59½ 0 60¼

Turpentine (in bbls)

Selected Packages, per gal	0 50

Castor Oil.

Best, per lb	0 07½ 0 08½

Cod Oil.

Cod Oil, per gal	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, on shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 3 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross... ... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, eacn 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, discount 45 per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per lb 0 01½ 0 01½
Red..... .. .. 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—Socket, Framing and Firmer

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb . 0 25 0 3

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc Prices Low Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 10 to 60 & 10 & 7½

Horse Shoes,

Per keg 3 65

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.

Bronze, Berlin, per doz ..	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava "	8 75	10 00
Shutter, porcelain, F & L screw, per gross	$1 30	4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass "	4 00	4 50
All glass, "	1 20	1 30

Lines.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

Locks—*Door.*

Canadian, dis. per cent..	....	50
Russell & Erwin, per doz	2 90	7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40
Eagle, dis. per cent, 15 to 17½ per cent		

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp't'rs', hickory "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

	per gross	
Square, round and octagon	3 38	4 00
Diamond.....	12 00	15 00

Oil.

Canada Refined Oil (Toronto)	14	15
Carbon Safety "	0 17	0 18
Canada W.W. "	0 20	0 22
American W.W. "	....	0 25
S. R Seal .....per gal	0 63	0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

Picks

Per doz.....	6 00	9 00

Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, "	40	1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz.....	55	1 00
Axle.	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set...	....	72
" hollow, per inch	....	1 00

Putty

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot....	3	3½
Sliding Door, "	3½	3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10 1½	11 11½
¼, 5-16, ⅜ in.....	10½ 10¾	11½ 11¾
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	0 70	0 75
" N P. "	1 00	1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz	2 10	4 50
Foot, "	40	3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.

Bench, wood, per doz....	3 25	4 00
Bench iron per doz.....	4 25	5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned,	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, "	1 80	2 25

Snaps

Harness, German, p. gro.	1 65	5 50
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ¼ gross boxes per gross net cash..... 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00
Dessert " ..... "	21 00	.....
Table " ..... "	30 00	30 00
Dessert Forks.... "	24 00	.....
Medium " .... "	27 00	.....
Table " ... "	36 00	.....

Squares.

Iron, per doz	1 65	2 90

Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb	4¼	4½
Wrought Iron, dis. 75, 75 and 10 per cent.		

Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans. per doz		1 75
No 1, Stove Paste, per gross		9 00
" 2, " " "		4 80

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		0 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz ..... 1 [illegible] 2 50

Tinner's Shears and Snips

P.S. & W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz.....	0 35	1 50
Rat "	2 00	4 50

Trowels.

Disston's, discount 10 p.c.		
German, per doz	4 75	9 00
Brade's "	00 10	50

S. & D., discount 35 p.c.

Triers.

Butter, per doz.....	6 25	9

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap.....	.....	0 11½
" Crown.....	.....	0 10¼
" Silver Composite		0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
12½ per cent. f.o.b Montreal.
Plus 10 cents " Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	4½ 4¾
" 4 " 4 & 6 " "	
" Plain twist, 2&3 wires	
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.... 0 04½
Ditto Glidden 2 point	.... 0 04¾
Galvanized Barb, "Lyman," 2 to 4 points.....	..... 0 04½
Steel staples	0 04½ 0 04¾

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.

Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

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WITH AND WITHOUT OVEN ATTACHMENT.



Over 15,000 now in actual use, and our sales this year larger than ever.

This is undoubtedly the most beautiful and perfect working Heater ever manufactured.

EVERY STOVE A DOUBLE HEATER.

By a patented device, the cold air usually found along the floors or under the base is drawn up through circulating air flues and over the fire, and is then thrown out at the top of Stove into the room, or may be conveyed to any other room by attaching a pipe to the cellar.

FOR SALE BY ALL LEADING DEALERS IN THE DOMINION.

E. & C. GURNEY CO.

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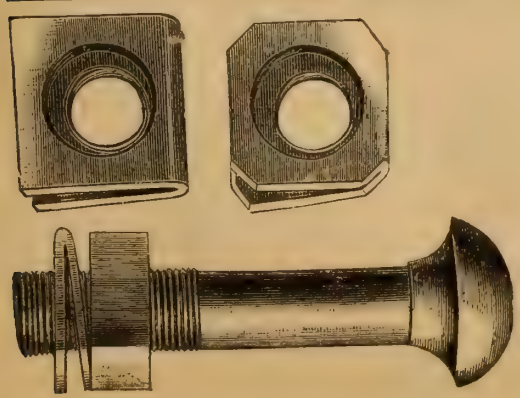
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WALTER GROSE, Montreal, P. Q. **PORT HOPE, ONT.**



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Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.

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Hardware Merchants.

By D. T. MALLETT.

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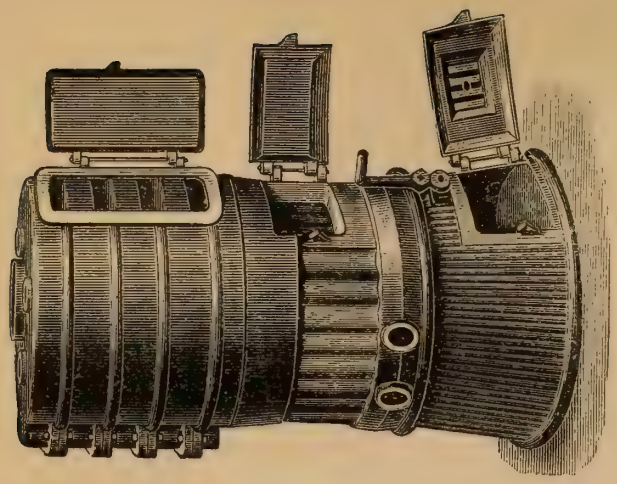
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BEATS THE WORLD.

Powerful Heater,
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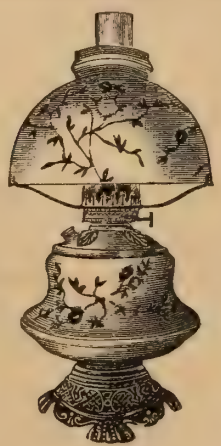
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or you may miss **THE OPPORTUNITY**

OF SECURING ONE OF OUR

LAMP JOB LOTS

-: FOR CHRISTMAS TRADE :-



ALL KINDS ALL SIZES

-: NOTHING LIKE THEM :-

BY BUYING THESE LAMPS NOW YOU CAN GET THEM

AWAY BELOW USUAL PRICES.

Write for Prices.

GOWANS, KENT & CO.,
Toronto---Winnipeg.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres and Treas. CHAS. N. CANDEE, Sec'y

The Gutta Percha and Rubber Mfg. Co.,
OF TORONTO, LTD.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalled Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during this season.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

OUR RUBBER BELTING IS THE BEST ON EARTH.

THE GUTTA PERCHA AND RUBBER MFG. CO.,
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PURITAN COOKERS

AND OTHER HIGH GRADE KITCHEN UTENSILS

CONSISTING OF



Puritan Coffee Pots,
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Puritan Egg Poachers,
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Puritan Tea Steepers,
Five o'clock Tea Kettles.

All goods are manufactured from the best material and workmanship and are therefor strong and durable, possessing a superior finish and handsome appearance. No kitchen should be without them.

Sold by the principal Hardware Merchants in the Dominion of Canada, and by

THE EUSTIS MANUFACTURING CO., 49th St., Bavonne, N.J., U.S.A

CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. IV. TORONTO, DECEMBER 10, 1892. No. 50.

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NEW YORK OFFICE, N. E. Cor. Washington and Cortlandt Sts. CHICAGO OFFICE, 12 Pacific Avenue.
MONTREAL OFFICE, H. McLaren & Co., Agents.

MANUFACTURERS OF

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TRADE MARK.

"Genuine Babbit," - -	Price 30c. per lb. f.o.b. New York
"Champion Metal," - -	25c. " " " "
"Aluminum Bearing Metal,"	18c. " " " "
"Big 4 Babbitt," - -	14c. " " " "
"Pyramid Metal," - -	10c. " " " "
"Mystic Metal," - - -	8c. " " " "

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Our metals are superior to any like Babbitt Metals in the market. We Solicit Your Orders.

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HOUSE FURNISHINGS,

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CUTLERY, PLATED WARE,

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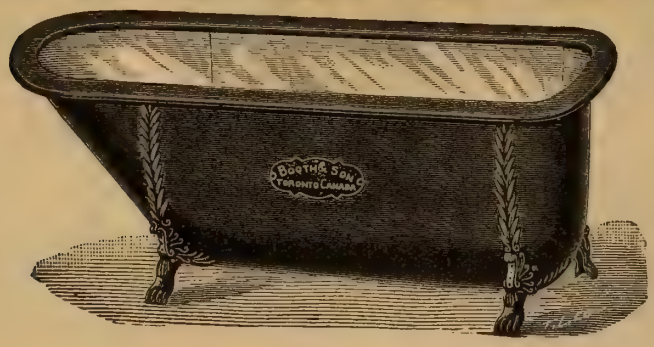
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BRASS BEDSTEADS.

RICE, LEWIS & SON, Ltd., King St. E.,

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SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

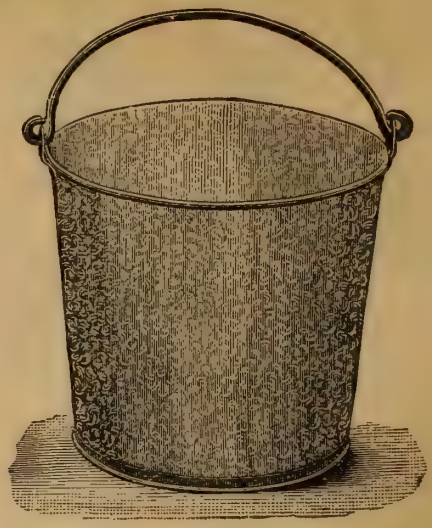
Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

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TORONTO, CANADA.

GALVANIZED STEEL BUCKETS.

IMPROVED PATTERN.



IMPROVED PATTERN.

Something entirely new, and superior to old style Buckets, made in three sizes.
They are superior to the ordinary Flaring English Bucket, being of greater capacity.
They are stronger in shape, consequently more durable.
They will not slop over or tip over, owing to the wide bottom.
They nest very close and firm, which protects them in shipping.
The rim is in one piece with the body, consequently cannot get knocked off.
They are galvanized and not lead coated.

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(BANNERMAN'S PATENT)

GERMICIDE POWDER

PREVENTS AND CURES Distemper, Pink Eye, RUNNING AT THE NOSE



IT KEEPS HORSES HEALTHY AND THE BARN SWEET AS A ROSE

BAR NONE!

BEST DISINFECTANT ON EARTH.

ALONZO W. SPOONER,

PORT HOPE.

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above

SHOVELS--Fenerty's.

Users are rapidly learning that it pays to buy Shovels, etc., that can be so readily rehandled.

LOTS OF TESTIMONIALS.

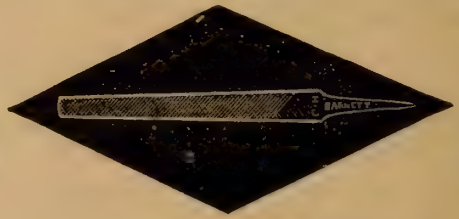
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Stock carried at Toronto Branch.

CAN TELL YOU ALL ABOUT THEM.

HALIFAX SHOVEL CO., Ltd., Halifax, N. S.

BLACK DIAMOND



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G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
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—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.

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ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, DECEMBER 10, 1892 No. 50

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas

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FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

Hardware merchants in some parts of the country need to have their attention called to the freight conditions attaching to quotations on linseed oil and turpentine. It is misleading to quote these articles as "delivered" at the current prices. The quotations given include "freight allowed to delivery stations," but do not put the shipper under any obligation to deliver. Some time ago a barrel of oil fell to pieces in transit and of course the retail merchant did not receive it. He called upon the shippers to forward his oil, as he claimed the terms of their quotation bound them to deliver. This of course was denied, as "freight allowed to delivery station" is all the carriage obligation attaching to a sale at prices current. Claims for damages in transit have therefore no foundation in any implicit condition of the selling price.

* * *

The new wire nail list, agreed upon last week by the manufacturers, is no doubt by this time in the hands of the trade. The changes are all in the way of reduction, both in the matter of discount and of price. The discount affects all descriptions, and is increased from 12½ to 15 per cent. off the list. The prices are changed only in annealed, oiled and annealed, and galvanized, bright and coppered remaining at the same quotations as formerly. Nor are all the sizes in the former three descriptions changed. The staple sizes are the only ones that are quoted at figures different from those of the old list. In annealed and oiled and annealed the sizes affected are from No. 9 to No. 14 inclusive. Following the ascending order of size numbers, the reduced prices on annealed and upon oiled and annealed are: $2.70, $2.75, $2.85, $2.95, $3.10, $3.25. That is, in these numbers the three classes of wire—bright, annealed, oiled and annealed—are now all quoted alike, with the exception of No. 9 in annealed and in oiled and annealed, which are 10c. higher than No. 9 in bright. The reductions in annealed run from 5 to 15c. a cwt., while those in oiled and annealed necessary to bring it to the same basis are from 5 to 20c. per cwt. The changes in galvanized are greater, but they cover a shorter range of sizes, beginning at No. 10 instead of No. 9, and including from that upward all the numbers under 15. The following are the new prices on galvanized, following the upward order of size-number: $3.60,-$3.65,$3.75, $3.90,$4.20. The changes on galvanized range from 5c. to 30c. The new list took effect on the first of this month.

* * *

The white lead grinders met again last Friday. One firm was unrepresented at the meeting. No result has yet been announced. The chances of a settlement do not increase. White lead is selling at 4½c. in an ordinary way, but exceptional cases are known where the stress of competition has brought the price to 4c.

* * *

There was a vast amount of credit impaired in this city when real estate started on the downward turn from the high point it reached three years ago. Nor was the effect confined to investors in that class of property. The reaction swept against the real estate men and then struck the building interest with almost undiminished force. Their paper, which had been generally acceptable at the banks, then fell in reputation very rapidly. The effect was almost like a contraction in the currency, and put a stop to building operations that had previously supported a liberal hardware trade. The people whose business is next affected by the stagnation in the building trade are those who take contracts for heating, plumbing, putting in galvanized work, roofing, etc. Of course these are at a standstill if building operations are, and these suffer if builders have not the capital to go on with their contracts. Builders' capital was usually obtained upon the basis of the security of their contracts, but as that basis has now crumbled away, builders are not easy to get money from and are not always sure of being able to finish their work. The furnace makers are feeling the effects of this state of things. Not only is the local trade in furnaces not so good as it ought to be, but collections are difficult and losses unavoidable. If B is credited with a furnace, it is of course upon the expectation that he will realize the price of it on the contract for placing it. But B takes a sub-contract from a builder, and if the builder is unable to complete his work, B is likely to lie out of his pay and consequently is not ready with the money to pay the furnace makers. This is a rather common experience these days.

* * *

The silver question does not touch Canadian commerce at many points, and perhaps on the whole not adversely. A fall in silver means a rise in the comparative purchasing power of gold, and as our currency is on a gold basis, a Chinese bill of exchange for a hundred taels in favor of any exporter in this country sells for fewer of our dollars after such a fall than before it.

A sharp buyer can sometimes catch the Asiatic shipper unawares after a decline in silver, and buy at the price ruling before the fall in silver. Of course, if the market on the merchandise purchased is essentially firm, fluctuations of a hair-breadth in the price of silver are watched by the foreign seller, and his price is promptly amended in conformity thereto. But a fall in silver means a contraction in the purchasing power of the above-named countries, Mexico, etc., and to that extent limits our export trade to such countries. But as that trade is not yet of large proportions, we scarcely feel the effect of the low price upon it. Hence, we have no especial reason for sympathy with the object of the United States delegates to the Monetary Conference in Brussels, Belgium, which object is the adoption of an international convention for bolstering up the price of silver. The attainment of such an object would enure to the benefit of silver producing countries, and would be unlikely to secure the effect aimed at. Attempts to put the silver market on an artificial basis have been made by the United States, a bimetallic country, and have resulted in bringing the price to a lower point than it ever touched before. The supply of silver in that country exceeds the demand by enormous quantities, a large proportion of the excess is held by the Treasury and for it certificates are circulating as money. The natural effect of an over-supply in anything else is to depress the price, expand the consumption, and thus relieve congestion. Silver should not be treated differently from anything else. Because in the past it has ranked as a precious metal, should influences which tend to reduce it to the status of a useful metal be withstood by international combination? Is international combination for the limiting of a price on silver more defensible on moral or economic grounds than any other description of commercial combination, which nearly every civilized state has legislated against? It may be pleaded that gold is becoming too scarce to form a basis for the world's currency, and if all the countries now using silver would take to a gold basis exclusively the piece of gold representing a dollar would be too small to handle. Then the plan would be not to coin anything so small, and increase the legal tender value of silver up, say to $20, and treat all silver coins as we treat our silver coins, simply as subsidiary currency, whose usefulness and nominal value bear no relation to its intrinsic value, and which is convertible into gold at par, when enough of it is presented to be exchanged for a coinage unit of value in gold. As Mr. de Rothschild said at the conference, gold must be the currency to settle international balances, no matter if the nations do agree to remonetize silver, as no nation will pay the freight and cost of handling on 16½ tons of the latter metal, when one ton of the former will do.

* * *

Municipal and provincial financiers in this country have always found the mercantile class a popular and liberal source of revenue, and the taxes collected from our merchants have generally been out of proportion either to their privileges, as compared with other citizens, or to the returns from their business. Such excessive taxes are equivalent to the imposing of a license as a condition necessary to a man's carrying on business as a shop-keeper or wholesale trader. There would be less objection to a reasonable license fee and a fair basis of taxation than there is to the present impost on capital. Our present municipal taxation regards book debts as an asset at par value. No merchant can convey his book debts at par or obtain a settlement which concedes that value to them, by a long discount. Book debts have of course to bear a part of the tax that is levied on the merchant's personalty, and very often upon a personalty that has only a fictitious existence, as the trader may know himself insolvent, but not being so exposed yet, will naturally submit to a pretty stiff assessment. The stiffer the assessor's valuation the solider is the merchant made to appear in the eyes of his creditors, as his assessment is with them like the rating in a commercial agency. Thus the taxing of a merchant's personalty tends to deceive the people the unsound trader is buying from or owing to, and is a not insignificant cause of loss to his creditors. Toronto has taken the first step towards the consideration of the single tax system as a solution of the knotty problem of municipal taxation. Next month its citizens will vote on the question: "Do you favor the city council's asking the Legislature for power to reduce or abolish taxation on personalty, income, merchandise, as well as machinery, and if necessary on buildings?" Machinery is now exempt in this city; why should capital engaged in merchandise not be as free as capital engaged in manufacture? In Montreal the question has grown into an acute grievance, owing to the heavy burdens authorized at the last session of the Quebec legislature to be imposed upon the merchants who feel that the final straw has been laid on their backs. In extenuation of this oppressive tax it is pleaded that the finances of the province were in a very bad shape, and patriotism should submit without murmur. But the Montreal business men who are thus called upon to raise two-thirds of the revenue from direct taxes in the whole province, do not consider this public necessity a reason why they should be selected to replenish a depleted treasury, and are therefore not submitting amiably. They perceive that other fruitful sources of revenue lie undeveloped, particularly the properties of the Church and the religious orders. The merchants in all parts of the country are waking up to the fact that they are being ground a little too hard between the upper and the nether millstone of our taxing system.

SALESROOM TOPICS.

A new crank lantern, manufactured by the Dominion Tubular Lantern Co., Montreal, makes its appearance in this season's trade, H. S. Howland, Sons & Co. having introduced it upon this market. The crank by which the globe of the lantern is manipulated is a direct lift, thus differing favorably from other crank lanterns, of which the action of the crank throws the globe outwards. The working of the crank is perfect, rendering unnecessary any handling of the globe or any delay in lighting up.

We are in receipt of a very handsome lithograph hanger from Covert's Saddlery Works, Farmer, N. Y. It is in ten colors, and is intended to advertise and bring before the trade and consumer "Covert's Triumph Snap. W. J. Gendron, 3 Wellington East, of this city, is agent for their line of manufacture. The hanger would look attractive in any hardware store, and can be had from the manufacturers at Farmer, N.Y. on application.

The Golden Crown ware, sold on this market by the McClary Mfg. Co., is stocked by that company in tinned stew-kettles, saucepans, oyster cookers, and fish kettles. The ware is enamelled blue outside and white or trimed inside. Each vessel is fitted with a patent automatic foot, which works when the action of the heat upon the contents has become too strong, causing boiling over, burning, etc. When the heat becomes excessive in this way the foot tilts the vessel upon one side, raising the greater part of the bottom surface off the stove and allowing the passage of a current of cool air beneath the vessel.

All are fitted with cold wire handles, and heavy retinned covers. The line is calculated both to sell and to serve well.

H. S. Howland, Sons & Co's travellers keep the firm busy upon orders in seasonable goods, such as plated ware, cutlery of all kinds, but especially carvers and sets, bread boards, call-bells, etc. A consignment of Elliott's cutlery, just to hand, is going out freely.

The nickel-plated kettle, of which a cut appeared in last week's HARDWARE, and of which the sale on this market is controlled by M. & L. Samuel, Benjamin & Co., is truly a most beautiful article. A strong run of orders met the trade in this kettle more than half-way, as the firm had just begun to stock it when traders' interest in it commenced to be signified, upon the appearance of the cut in these columns.

We are indebted to the Dominion Wire Manufacturing Co., Montreal, for the new list on wire, adopted last week by the manufacturers.

A wringer is being sold of which the rubber roller is said to be 1⅝ inches in diameter, although it is offered as a "standard" or 1¾ inch roller. The saving of an eighth of an inch in the diameter leaves room for cutting the price, a favorite feature of the trade in wringers just now.

M.&L. Samuel, Benjamin & Co. are pushing the work of stock-taking these days. This firm's method is a good one. Their commercial year corresponds with the calendar year, and they aim to have the inventory completed by the evening of the 31st inst. The contents in each compartment of shelving are entered on separate sheets, each sheet being tacked to the division from which it was compiled, with another sheet folding over it to receive entries of subsequent sales from the compartment. On the last day of the year these sales are substracted from the first sheet, and the remainder represents what is still in stock. Thus there is no night work, and when the new year opens the statistics of the stock are ready to be summarized.

WANT EARLY CLOSING IN MONTREAL.

The subject of early closing, which has been continually agitated by the clerks of the various retail hardware and grocery stores of Montreal, has been receiving more attention than usual lately, but whether the employes who are striving for shorter hours will be successful or not is extremely uncertain. Some years ago the grocery clerks secured for a time an agreement to close at 8 o'clock, but it was observed for a short time only. First one grocer commenced to slip over the hour agreed upon, then another, and finally, with the exception of some of the big down town stores and Italian warehouses, the old state of affairs was in full force. Conversing with several of the larger traders the Hardware correspondent found that they all admitted the justice of the clerks' demand, but complained that their hands were tied, so to speak. The public were more to blame than the storekeepers. Some of the small picayune shops kept open, and the public, instead of letting them severely alone, gave their patronage, so that the larger establishments, which really desired to give their clerks a show, were compelled in self-defence to follow suit. This was the secret of the whole trouble, and, until some way of getting around this particular part of the difficulty is discovered they fear that a universal early closing idea is a vain dream. However, the clerks are not disheartened, as a meeting which was held last Saturday testifies. Very encouraging reports were read at this meeting, and it was reported that one hundred and fifty more retail dealers had signed the petition asking the Legislature to adopt Mr. Auge's early closing bill. The early closing association intend to see this bill pushed to an issue, and a fund has been started for this purpose, but the more level-headed ones do not anticipate much success. No Legislature, they say, likes to interfere to this extent with the liberty of the subjects, but the matter is certain to come up for all that at the coming session of the Quebec Legislature this fall. Every fair-minded person who has seen the poor clerks working morning, noon and night, with no spare time to themselves except Sunday, will admit the justice of their claim, but its feasibility is another matter.

NICKEL STEEL FOR MACHINERY.

Very little has been published in regard to the use of nickel-steel for other purposes than armor plates. Commodore Melville, the engineer-in-chief of the navy, has been placed in possession of the results of some very valuable experiments which have been made by the Bethlehem Iron Company, and as a consequence has decided to test the value of nickel-steel in connection with machinery. To this end a section of the propeller shafting of the "Brooklyn" and the sea-going battle ship "No. 1." will be made of nickel-steel, in order to test on a practical working scale whether it really has the advantages that it promises. It can readily be seen that this metal will have an immense value for use in connection with machinery—if it should prove entirely successful in its present application—when it is learned that its tensile strength is 90,000 pounds per square inch, with 20 degrees elongation, for the carbon steel ordinarily used. The shafting of the two ships mentioned will necessarily have the same outside diameter as the other sections, and the greater strength of the nickel-steel will be utilized by making the hole through the shafting of the appropriate diameter to bring the strength to an equivalent of the 65,000 pound steel. Another place where the nickel steel would save an immense weight would be in boiler construction. Boilers are now constructed of 58,000 pound tensile steel, and sometimes are as much as an inch and a half in thickness. As the thickness is inversely proportioned to the strength of the material it is a matter of course that if it is possible to use a material whose tensile strength is one and a half that now in use, the boiler shells will only have two-thirds the thickness of the present shells, or a boiler would have a shell one inch thick instead of one and a half inches.

One additional argument in favor of the use of nickel-steel is found in the fact that the cost would be slightly if any in excess of the cost of ordinary steel, inasmuch as the percentage of nickel used is very small, and is mixed with the charge in the furnace before the metal is poured. Commodore Melville has not rashly decided to make experiments for which there is no warrant, as he has not resorted to nickel-steel until after thorough investigation of the experiments which have already been made.—The Engineering and Mining Journal.

MORE ABOUT THE WILSON AND FROST MATTER.

During the week there have been reports going the round of the trade that matters in regard to the Wilson & Frost difficulty are not definitely settled yet, owing to developments which have arisen since the meeting of creditors, at which the extension noted in HARDWARE last week was decided upon. The hitch is reported to lie with the western creditors, who, it is said, have demanded a clearer statement of the affairs of the firm before they agree to sign the extension papers. The rumors in connection with the matter are serious, and it is said in brief that the books of the firm upon a closer examination do not present as broad a margin as appeared from the impression a superficial examination created. The report of the pessimists is that claims have made their appearance that no one knew anything about at first, while there is a story in connection with the sale of a block of houses owned by the firm on Durocher street, to the effect that it was forced, and parted with for less than its value..

The accountants in charge of the estate, Denoon and Fair, deny these reports en toto. The block of houses in question were sold in the regular way for its full value, as they are prepared to show. They admit as a fact, however, that two outside firms have not yet signed the agreement, but claim that there is every reason to believe these firms will do so.

SALESROOM TOPICS.

The Toronto Steel Clad Bath and Metal Co. have chosen a very beautiful form in which to present to traders and plumbers the case for their steel clad bath and its attachments. Seldom have we seen a handsomer catalogue than that issued by the company, of which we have received a copy. It exhibits the now famous bath in several styles of finish and in various positions, the use of color being freely introduced to bring out the features of the bath and to brighten the pages. The fittings are similarly well illustrated. Prices are quoted with each variety. The book will be useful to all who receive it, and its usefulness is secured by its elegance, as nobody is likely to throw so fine a catalogue to one side.

PIG IRON WARRANTS IN ENGLAND.

In our issue of the 5th inst, we published the following resolution passed by the Cumberland and Lancashire District of the National Association of Blastfurnacemen :—

"That a strict eye be kept on all pig-iron "leaving the different works in the district "and where there is reason to believe that "iron is being loaded to be sent into store all "the workmen cease work immediately and "the agent be telegraphed for."

Mr. J. H. Feldtmann, of Glasgow and Whitehaven, comes to the rescue of the warrant stores. He says :—"When times are bad, and prices of pig-iron are below the cost of production, the proprietor has only three courses open to him, viz.,

1. To sell at market prices and accept the loss and consequent diminution of capital.

2. To blow out his furnaces and discharge his workmen.

3. To continue to make iron, but hold it till better times come.

To carry out No. 1 a constant attempt will be made to reduce wages, and after all it becomes a question of time when bankruptcy will ensue with consequent closing of works, and, like No. 3, end with the dismissal of the workpeople. Now by No. 3 the blastfurnace owner may not have the necessary capital to stock the iron and lie out of the money ; therefore he has to place his iron with the public store-keepers, upon whose warrants he is able to get such aid as may enable him to hold a good portion of his make till better days dawn, and carry on his works through the dark period of depression, employing hundreds of men, who under either No. 1 or No. 2 would have been thrown out of work. He concludes by saying that whatever the objections to warrant stores may be—and there undoubtedly are some—to the working classes these advantages far outweigh their disadvantages.—Iron Trade Circular (Ryland's.

THE COMMERCIAL TRAVELLERS' MEETING.

As the time approaches for the annual meeting of the Dominion Commercial Travellers' Association on Saturday, the canvassing contest between the friends of the two candidates for the presidency waxes keener and keener. Everyone regrets that Mr. Hughes has seen fit to decline re-election, especially in view of the bitterness that has arisen in some quarters, owing to the sharp canvass that has been carried on. This friction is due to various causes, but mainly to the attacks on one of the gentlemen, owing to his line of business and to a circular which has been sent out by a self-constituted committee endorsing the candidature of one of the gentleman seeking the office of president, which is considered to reflect somewhat upon the past management, as imputing lack of energy in regard to certain increased railway privileges which it was thought were obtainable if sought for. It is alleged in reply to this, that every effort has been made by past administrations in the direction referred to, and that if all the concessions asked for have not been granted by the railway companies it is through no fault of the past management of the association, which has reason to be thankful for the privileges they now enjoy. As an evidence of well-directed energy on the part of the present executive, it is further stated that a vigorous effort was made during the past year by delegates from all the associations in Canada and other commercial bodies, as well to obtain still further concessions from the railway companies, and that this will be clearly shown at the annual meeting. On the whole, this meeting promises to be one of the liveliest in the history of the association, and the success of either party is a matter too difficult to predict.

THE QUEBEC BUSINESS TAX.

The following is the most important clause in the Montreal Board of Trade's letter to Premier DeBoucherville re the tax bill : "The council would respectfully remind the Government that this province is not in a position to bear the burden of excessive and unequal taxation, and would therefore earnestly urge upon the executive the necessity of the greatest possible economy in the management of the provincial finances. It is scarcely within the province of the council to indicate where it thinks greater economy might be practised, but it ventures to point to what it considers an anomaly, viz. : The indemnity paid to members in this embarrassed province is $800, whereas the sessional allowance of members of the Provincial House in the province of Ontario is only $600. The council is strongly of opinion that this anomaly should cease to exist. The circumstances of the province seem also to call for a further economy in the abolition of the Legislative Council, due regard being given to the rights of existing councillors."

Fitzpatrick and Taschereau, two well-known lawyers of Quebec city, have given a legal opinion as regards the collection of the new taxes, their advice having been sought by a number of rural storekeepers in that district. Fitzpatrick and Taschereau have declared that the merchants cannot be obliged to pay two sets of taxes on their business, one to the municipalities and the other to the local government.

J. N. Greenshields, Q.C., and D. McMaster, Q.C., Montreal, have given a joint opinion declaring the imposition of the tax ultra vires.

At a meeting of the committee of Montreal merchants and manufacturers appointed to combat the new business tax it was moved by A. M. Featherson, seconded by C. A. Chagnon, that the following telegram be sent to the Hon. Mr. de Boucherville :—

In accordance with instructions given at the public meeting held in the Academy of Music on Tuesday last, we ask that the collection of the new business tax be further delayed until such time as the Provincial Legislature can meet and deal with the question.

Signed on behalf of the Merchants and Manufacturers' committee.

D. L. LOCKERBY,
Chairman.
JOSEPH FORTIER,
Secretary.

It was also decided to collect funds wherewith to contest the legality of the tax, and that the collection books should be headed as follows :—

We, the undersigned merchants and manufacturers of Montreal, agree to pay 10 per cent. of the amount claimed from us as business tax by the Provincial Government to be used as a general fund to defray the expenses of contesting this unjust tax, and that the money subscribed will be used to defend all actions that may be taken by the Government against any of the subscribers to the fund.

The committee then proceeded to map the business portion of the city into districts, every merchant of which will be personally visited and canvassed by one of the members of the following committee : Ald. Thompson, D. L. Lockerby, M. Toussignant, P. Lafrance, Walter Paul, A. M. Featherson, W. A. Stephenson, John Lewis, A. W. Grant, C. P. Chagnon, Joseph Fortier, James Baylis, J. B. A. Lanctot, Israel Rubenstein, A. Michaels, G. R. Prowse, J. O. Labelle, W. Euart, A.O. Morin, S. Goltman, George H. Featherston, A. Fleurie, W. Drysdale and W. T. Costigan.

NEW OFFICERS OF CANADA TRAVELLERS' ASSOCIATION.

A meeting of the Commercial Travellers' Association of Canada was held in the association's rooms, at 51 Yonge street Toronto, on Saturday night, President John Burns presiding. The secretary, James Sargant, read his report, showing that the association had a total membership of 34,000, and that it had to its credit the sum of $200,000. The election of officers for the ensuing year was then proceeded with. John Burns retired from the presidency and C. T. Van Norman was elected to succeed him by acclamation. The nominations for the other officers were made as follows :—First Vice-Presidents, Robert J. Orr and R H. Gray; Second Vice-Presidents, Jas. Haywood and H. Bedlington ; Treasurer, James T. Black (accl.); Directors (nine to be elected), C. P. Hay, John Orr, F. T. Butler, Geo. Hamilton, M. C. Ellis, John Everett, C. J. Bothwell, W. T. Dack, C. E. Kyle, T. R. Corson, W. Bingham, W. L. Hunter, Geo. Webb, A. H. Dezaney, W. J. Caldwell, W. H. Williamson, H. Morrison, A. Kilgour, D. E. Starr, and H. Stanbury. The directors from Hamilton, Brant, Berlin, Guelph, Kingston, Montreal, and Victoria were elected by acclamation. The following are the nominees in Winnipeg, where there will be a contest :—Hal. Galbraith, W. M. Brock, H. Miller, and J. D. Robertson. The

H. S. HOWLAND, SONS & CO.,

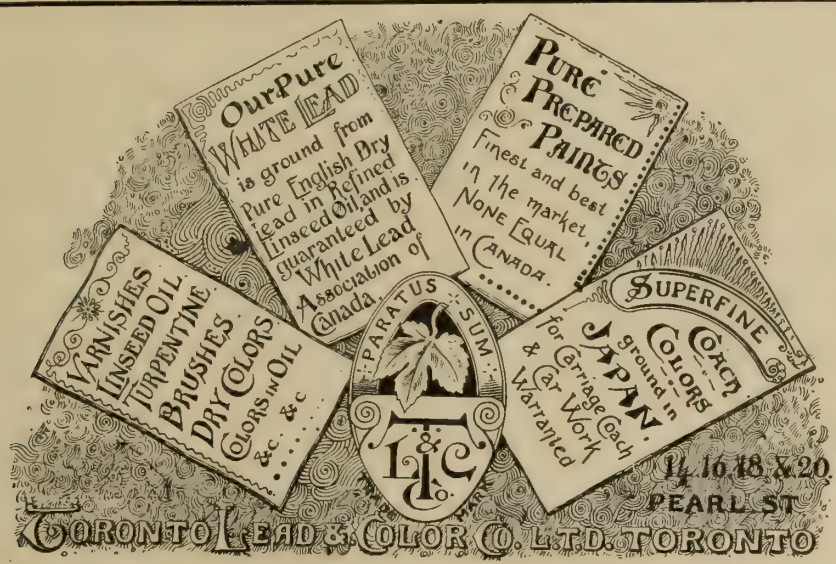
WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

SKATES

IN STOCK.

Genuine "Acme," Polished, No. 0, 90c. pair, No. 7, $2.90 pair.
" " Plated, No. 0, $1.50 " No. 7, 3.90 "
"Achieved," } Full Patent, Polished, $4.50 pair.
Forbes' New Patent, } " " Plated, - 5.50 "
In all sizes, 7½ to 12 in. Discounts on application.
Acme Skate Bolts, Nuts, Lugs, Links, and other repairs.
Skate Straps, ½x20, ½x36 in.; ⅝x20, ⅝x36 in.



result of the election will be announced at the annual meeting to be held in Toronto on the 29th inst. It was arranged that a concert should be given in the evening of that day, and on the following day in Hamilton a ball and concert will be given on an extensive scale. Speeches were delivered by Messrs. Black Blaine, and others, and the meeting adjourned.

EFFECT OF THE DUTY ON KEROSENE OIL.

The following has been sent to the Chronicle with a request for publication :

The effect of this duty, and the harassing conditions that accompany it, is

(1) To more than double the price of American oil in Canada.

(2) To compel the really poor people to use inferior Canadian oil.

(3) To deprive our railways of business by making it cheaper to carry oil meant for the maritime provinces, to Boston and Portland in tank cars and thence by sea, instead of over our roads through Canada.

(4) To take from our coopers the patronage of the oil importers by compelling them to buy barrels in the oil regions, which barrels are often again used to hold Canadian made oil, thus squeezing the coopers on two sides.

(5) To prevent our progressive industries from using crude oil as fuel, and thus to handicap them in competition with their American rivals.

(6) To vastly increase the price of gasoline, naphtha and other products of petroleum that enter into the manufacture of other articles.

(7) To, in short, make living dearer, clog the wheels of industry, check enterprise, and create opponents of protection every day.

This is a duty which taxes the raw material six times as much as the finished article, and both far beyond reason, precedent and justice.—Halifax Chronicle.

NEW FACTS ABOUT THE DAKOTAS

is the title of the latest illustrated pamphlet issued by the Chicago, Milwaukee & St. Paul R'y. regarding those growing states, whose wonderful crops the past season have attracted the attention of the whole country. It is full of facts of special interest for all not satisfied with their present location. Send to A. J. Taylor, Canadian Passenger Agent, No. 4 Palmer House Block, Toronto, Ont., for a copy free of expense. 51

EXPLICIT.



CUSTOMER—"A pound of tea, please."

CLERK—"Gunpowder?"

CUSTOMER—"I asked for tea."

The Daily Telegraph announces that the Cynon tin plate works have resumed after a suspension of three months. There has been a general resumption in the Swansea, Morriston, and Llanelly districts, resulting from extensive American orders.

IGNORANT TRADING.

There is an old saying that "where ignorance is bliss, 'tis folly to be wise," but no man whose head is screwed on the right way would think for one moment of acting on so fallacious a system where business is concerned. In business knowledge is power, and ignorance is not only weakness, it is danger. And by knowledge we do not mean a mere superficial acquaintance with the principles and methods of business. Knowledge to be real power and help must be thorough. Just in so far as a man's knowledge is incomplete and imperfect, his opportunities for possible accomplishments are limited, while the risk of failure or disaster to himself and others is increased. Professional men, doctors, lawyers, and the like, have long since recognized the vital importance of compelling every candidate to duly qualify himself for practice by a long course of study, and his qualifications are tested in a series of severe and searching examinations. But the world has not yet opened its eyes to the importance of establishing a commercial college, neither has it recognized the utility of such an institution. Men are credited, rigthly or wrongly, with the possession of business instincts, and it is argued that the desire to get on and make money more than counterbalances any deficiency in training. But if it be necessary for an artisan to undergo a long period of apprenticeship before he is recognized as a properly qualified and efficient workman, how much more necessary is it that a man whose future prosperity depends upon his knowledge of buying and selling, of banking, of bookkeeping, of management, of methods of extending business, and the thousand and one details of trade, and the innumerable intricacies and problems of commercial life—how much more necessary is it that such a man should prepare himself, and should be prepared by competent instructors, to play his part and perform his duties efficiently, intelligently, and thoroughly.

That a great many storekeepers are utterly unqualified for their present occupation, by reason of their lack of training and experience, is a fact too patent to require proof. Others, again, are as round men in square holes, for their method of thought and action are absolutely unsuited to business pursuits, while a third class consists of men who would do well as employes, but who, in consequence of their lack of the important faculty of organization and the power of control, should never have taken upon their own shoulders the burden and responsibilities of proprietorship. The failures of the class of men who compose these three classes are as numerous as they are pitiable, and in nearly every case their inability to achieve success is directly traceable to what we have termed ignorant trading.

Ignorant trading is of many parts, and it is difficult to say which has been productive of most disaster. With certain aspects of it, viz., over-trading and reckless trading, we have already dealt, but these two subjects do not comprise everything. Without attempting, however, to determine the exact importance of the various evil systems we wish to see remedied, we will give priority of place to the consideration of the necessity for analysis.

Political economy Carlyle not inaptly dubbed the dismal science, and to the study of analysis we would give the name of the wearisome science. But wearisome or refreshing, a man who wishes to succeed and to build up his business on safe, sound and scientific grounds, cannot—dare not ignore its study. He must analyze the expenses incurred in the conduct of his establishment (which we will suppose for the sake of illustration to be a general store, with departments for the sale of drapery, grocery, ironmongery, and produce), in order to ascertain the exact proportion of monetary outlay in connection with each department. By this means he is able to tell whether a department is paying, whether it is paying as well as another branch, or whether it is losing money, and so reducing the profits made in other departments. Having ascertained the facts, he is in possession of information which will guide him in the future and show him where economy is necessary and retrenchment is advisable.

The great majority of storekeepers, however, are satisfied with a very crude and ignorant system. When balancing day comes round, they simply take stock, value it, put down their assets on the one side, their liabilities on the other, strike a balance, and accept the result as the year's profit or loss, as the case may be. Such a primitive method opens the door to troops of errors and petty losses. In a subsequent article we shall put before our readers a system of analysis which if adopted by them will probably open their eyes to many little leaks, and show that they have, to a certain extent, been living in a fool's paradise.

Next to the imperfect application of the value and importance of analysis, we would call particular attention to the need for closer attention being paid to the requirements of the class for which a storekeeper is catering. Goods well bought are goods half sold is a maxim tradesmen should nail to the walls of their memory. It is the extreme of foolishness to cast pearls before swine, and equally absurd to offer for sale goods that are unsuitable to the social status of your customers. However much they may admire them, they are not likely to purchase freely, if at all, and a trader runs the risk of having such stock left on his hands. A trader to be successful must make a special study of the likes and dislikes of the people in his district, and devote his whole attention to the supplying of the requirements in the most satisfactory manner. A man who expects to sell furs to the natives of Central Africa is about as big an idiot as the man who hopes to do a thriving trade in mosquito nets with the Esquimaux. Requirements differ according to locality and the pursuits of the residents. An agricultural district will differ in its demands from those of a mining centre, and town residents will also have their particular fancies. Trivial as this matter may appear on the face of it, there is no doubt that it has not received the attention it merits at the hands of the trade. Again, goods must be adapted in price to the pockets of customers, and an article that would sell readily and leave a handsome margin of profit to a retailer in George street would find no purchasers in a bush township.

Bookkeeping is another subject every storekeeper would do well to study. A learned judge once said that his experience, which was considerable, pointed to the fact that more insolvencies were caused by ignorance of bookkeeping than by any other cause, and his opinion will be fully borne out by every business man. In a large commercial house no position is more important than that of the accountant or head bookkeeper, for it is not only necessary that the ledgers should be models of accuracy, but that the principles should be able to ascertain at the shortest possible notice the exact state of their finances. This information an accountant makes his chief concern, and, if it is not at his fingers' ends, it is not far off. But in a country store it is not always possible for the proprietor to secure the services of a duly qualified accountant, even if his profits permitted such outlay, though, in this particular, the money would be well spent, and a clear employe would often prove the cheapest in the end. It will, therefore, be obvious that the storekeeper should acquaint himself with the principles of bookkeeping, and should not hesitate to incur the expense of engaging an able accountant to open his books on a proper basis, and initiate the system best adapted to his style of business. Once the books are opened, they should be written up regularly and kept up to date. To be behindhand with your books is to leave the door open for fraud, error, and loss.

One other point closely associated with the proper and successful conduct of business is not intelligently understood. We refer to local advertising. The art of advertising is not learned in a day; and storekeepers would be well to study it more thoroughly than they have done. From glancing through the columns of our country exchanges it is evident to us that so far as effective advertising is concerned—and unless advertising is effective the money spent upon it is absolute waste—retailers have much to learn. Many are satisfied with a bold announcement, giving their name and address. This is not sufficient. You must catch the public eye. Bold head lines are not enough; you must let the consumers know what you are selling, and that you will sell it at a lower price than anybody else. But take care that you are as good as your word, otherwise your customers once bitten will be twice shy. Thousands of pounds must be spent every year by country storekeepers on ineffective advertisements. Advertising is so essential to business that every retailer feels he must advertise, but in many cases he would be money in pocket if he made no public announcement whatever, rather than insert the bald statements in the public press. It is simply throwing money away.

It is not our intention to deal at length with the many points which it is necessary for every trader to note and understand, for we can offer no better counsel than to insist on the importance of thoroughness and accuracy, and constant, close investigation and frequent comparisons of results. Storekeepers, like other men, must learn and profit by experience. At the same time, however, we have attempted to play the part of a finger-post, and point out the route which should be followed by those who desire to succeed.—Sydney Storekeeper.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."



These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

BEST ENGLISH BRANDS.

Keene's Coarse, Parian and Superfine Cements.

SEWER PIPES 4 in. to 24 in. diameter. Flue Linings. Chimney Taps.

FIRE BRICKS. Flue Covers, Fire Clay, Cupola Paubing Mixture, Kaolin.

CALCINED PLASTER. Enamelled Sinks, Wheelbarrows, Scotch Derricks.

Large stocks at lowest market prices.

Wm. McNally & Co
MONTREAL.

Thos. Firth & Sons, Ld.,

Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,

Bessemer Steel,
Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.

Miller Bros. & Toms

(Successors to Miller Bros. & Mitchell. Established 1869.)

Machinists, Millwrights and Engineers.

MAKERS OF

ELEVATORS

For all purposes, of any capacity, and operated by Electricity, Water, Steam or Hand Power.

Builder's Derricks--Hand or Steam, 1, 1½, 2, 3, 5, and 8 Tons.

Foundry and Machine Shop Cranes, Any Swing, Any Capacity.

GENERAL MACHINE WORK.

Works: 89 to 120 King, - - - - MONTREAL.
Office: 122 King St, - - - - -

WIRE

Coppered Steel Spring. Tinned Mattress Wire. Broom and Brush Wire. Hay Baleing Wire. Flat Wires. Soft Coppered Wires

Write for Catalogue. We guarantee the quality of all our Wires.

Manufacturd by

The B. GREENING WIRE CO., Ltd.,
HAMILTON, ONTARIO.

TRADE CHAT

One evening last week burglars entered Dalton & Strange's hardware store, Kingston, Ont. They only got $30 altogether.

The Wrought Iron Range Company are hard at work getting the Barnum factory buildings in Toronto Junction in shape and moving the old machinery out. It wil be several weeks before they are in running order.

The Montreal Board of Trade has concluded to write to the Grand Trunk and Canadian Pacific railway companies to protest against the cartage charges which are uow collected, and to ask them to revert to the old system.

The Department of Public Works, Ottawa, advertises for sealed tenders for the construction of a hot water heating apparatus at the Orillia public building. Tenders will be received up to the 12th inst. Information can be obtained either at the Department, or from the Clerk of the Public Works Office at Orillia.

The St. Thomas Pipe Foundry Co. are trying to dispose of their works there, which have been closed for the past year, and are at the present time in communication with a well known firm, a representative of which was in that city a few days ago, and stated if the deal is consummated the new firm will make several alterations in the works and commence running at once.

The firm of E. & C. Gurney, limited, are seeking incorporation by letters patent as the Gurney Foundry Company, limited, to purchase the Toronto business of the first named concern, the capital stock being placed at $40,000. The proposed incorporators are Edward Gurney, W H. Carrick, F. F. Skinner and T B. Alcock, of Toronto, and Fred. Massey, of Montreal.

Messrs. McKelvey & Birch, Kingston, who asked for a plumber's license in Brockville to do work secured by tender, were refused because they had no place of business in town. Then they were brought before the Police Court for doing work without a license. The Magistrate dismissed the action, holding the by-law to be ultra vires because it placed restraint upon trade.

The Standard Drain Pipe company, of St. John's, Que., has resolved to increase its capital from $150,000 to $500,000. A new lime kiln and an extension to the factory covering 40x210 feet are to be put forthwith, while next spring a more comprehensive enlargement will be effected. At present the Standard company gives employment to over 100 artisans and laborers.

Ald. C. H. Waterous, of the Waterous Engine Works Company, has arrived home from a business trip to the North-West. It is understood that the Company has been approached by some gentleman in Toronto with a view to having it take over the Doty Engine works in Toronto. The scheme is to amalgamate the two concerns and to have the Waterous Company remove to Toronto. The company employs about three hundred hands in Brantford.

The mayor of Toronto has received a requisition signed by many prominent citizens asking that a public meeting be called to discuss the question of establishing a manufacturers' and commercial exchange, which shall, by disseminating information regarding established industries and others that may be projected, and by advertising the advantages of Toronto as an industrial centre, promote the prosperity of the city.

At a recent meeting of the Winnipeg Board of Trade the matter of petitioning the Government to insure money packets sent by registered post was remitted to the council to take direct action with the government in conjunction with the boards of trade of Montreal and Toronto. The council were also requested to take up with the government the matter of the reduction of postage on city drop letters from two cents to one cent. It is understood that other boards are moving in this direction.

At a meeting of the Executive Committee of the Toronto City Council, it was decided that in January the people shall be asked to answer the following question: Are you in favor of the City Council asking the Legislature for power to reduce or abolish taxation on personalty, income, merchandise, as well as machinery, and, if necessary, on buildings? The voters who will have permission to answer this question are only those entitled to vote for the election of aldermen. It was decided to ask for power to abolish exemptions on land within the city.

The New Glasgow N. S., Enterprise says: The closing of the glass factory is a serious loss to Trenton and New Glasgow. It is said the moulds which cost $22,000 were sold for $8,000. We certainly think the directors should have made bigger efforts to retain these and keep the factory open this winter. Two hundred men thrown out of employment means a serious thing for us. Merchants will feel the stoppage keenly, as $4 a day was a common wage for a glass blower. The directors should certainly have tried to keep the factory going and so help to build up the place.

The other morning a slick-looking individual went into the post-office at Hamilton, Ont., to buy some stamps. He presented a $10 bill in payment and received a lot of silver in change, and after gathering it up he asked Miss Baine if she would give him a $5 bill for it. She handed out the bill, and then the stranger changed his mind again and asked her to give him the $10 and he would pay for the stamps in smaller change. During the confusing interchange that resulted the stranger evidently got the best of the redistribution of finances, for when he had been gone a minute or two Miss Baine discovered that she was minus $5.

A place of interest to hardware men is undoubtedly the large elegant retail store of the Simmons Hardware Company of St. Louis, Mo. Here the representative of HARDWARE found arranged in excellent order everything in the hardware line that a person could desire. They have over a thousand small drawers on each of which is fastened a sample of the contents. Unlike most houses when stock is taken these samples are never entered, as they are looked upon as part of the furniture. An idea can be gained of the amount of business they do in the wholesale line when you think that they have on the road regularly a staff of over one hundred and thirty travellers.

At the last meeting of the London (Ont.) Board of Trade, Mr. Hobbs reported that the railway committee had met and considered the advance of 1¼ cents made in the cartage rates of the railway companies, and the committee had concluded that it would be better to embody the advance in their regular freight rates, and he moved that the Secretary take the matter up in conjunction with Toronto and Hamilton, and interview the railway authorities on the matter. Mr. John Bowman said the advance made was a covert one of from 5 to 10 per cent. If the railway companies had to do this to give some of their managers palatial residences in the Old Country, then they had better do it in a straight way. He further suggested that steps be taken to form a cartage company in London if the Boards of Trade were not successful. The motion carried.

Of all the new goods that have been placed on the market of late none are of more importance to the fine hardware trade than the large number of fine mechanical tools, which have been invented and brought out by L. S. Stanett of Athol, Mass. Among his latest tools can be found his numbers four and five screw pitch gauges. The former was made in response to many inquiries for a gauge with coarser pitches than those already on the market, and the latter is made to answer the demand, also made for one with finer pitcher. Another good thing

THE ONTARIO TACK CO
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton, Ontario.
SP

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

Wanted--Foundry Men

To give Aluminum Alloy Composite a trial. 2% in ordinary Cupola will give you soft sound and solid semi-wrought iron castings. Price, $5.00 per 100 pounds F. O. B.

Book of information with Government report and other indisputable testimonials for foundry men—FREE. The Hartsfeld Furnace and Refining Co., Newport, Ky.



BROWN & CO.,

Manufacturers of

Square and Hexagon

HOT PRESSED NUTS.

PARIS, ONT.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST

E.R.C.Clarkson, F.C.A.
W. H. Cross, F. C. A.
Edward Still.
John F. Helliwell.

TORONTO, ONT.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST W., TORONTO.

Telephone 1112.



HAPPY are the PAINTERS

WHO USE THE

GREEN SEAL BRAND OF

White Lead, Paint and Varnish.

They are pure and always reliable.
It will pay you to keep such goods.

Walter H. Cottingham & Co.

Proprietors Green Seal Registered Trade Mark,

MONTREAL.

J. L. GOODHUE & CO.,

Leather Belting, Lace Leather, etc.

DANVILLE, QUE.

Ontario Office :

74 York St., Toronto,

H. D. SIMMONS, Agent.

A full stock of "Standard No. 1," and "Trade" Leather Belting, also Lace Leather and Cut Laces, kept in stock at our Ontario Office. Orders and Shipments attended to with prompt despatch.

NOW READY

The newest thing in Varnish. Put up in the neatest and handiest tin ever known. Easily opened. Easily sealed. No corks and no waste.

Unicorn Furniture Varnish

In tins of assorted sizes. Packed in handy cases for the trade. Handsome show card in each case.

A. RAMSAY & SON,

MONTREAL.

Manufacturers of Leads, Colors, Varnishes, etc.

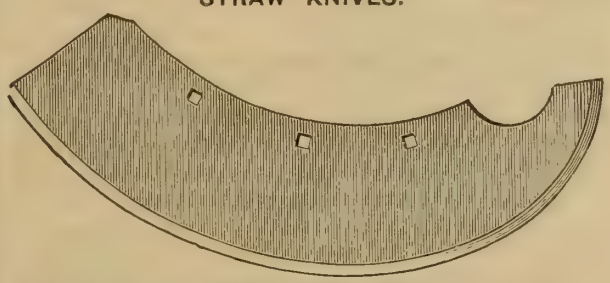
Robertson's Invincible



EACH SAW GUARANTEED PERFECT.

Made from Best Quality Silver Steel. Fastest Cutting Saw in the Market. If your dealers' cannot supply, send your orders to us direct.

STRAW KNIVES.



ROOT CUTTERS.



We make a specialty of Straw Knives and Root Cutters. Quality guaranteed. Prices low. Send for quotations before placing your orders.

JAMES ROBERTSON & CO., - TORONTO.

The Whitman & Barnes Mfg. Co.



Canadian Branch :

ST. CATHARINES, ONT.

MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES :

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

is a new line of speed indicators which are made in such a way that they will be bound to take the lead. The Canadian trade will shortly have the opportunity afforded them of inspecting there tools for themselves, as Mr. Stanett intends sending his representative across the line after the first of the year.

Tenders for heating by hot water the public buildings at Petrolea and Port Arthur are being called for by the Public Works Department of Canada. Both contracts will be open to tender up till the 15th inst.

A. Kellough, stove and tinware dealer, Arnprior, Ont., has sold out to Hiram Yake.

John Cameron representing several of McLean's trades journals, was here yesterday.—Sutton Herald.

M.W.Rubice has been unanimously elected president of the North-west Commercial Travellers' Association.

At the annual meeting of the Western Ontario Commercial Travellers' Association on Saturday night all the officers were re-elected.

F. F. Dalley & Co. Hamilton, have purchased the J. M. Williams foundry, and will have it enlarged and improved for their business.

The matter of addressing the Government on the question of introducing at next session the Insolvency Bill, agreed upon by the joint Boards, was left in the hands of the President and Mr. J. W. Little, with discretionary powets, at the last meeting of the London (Ont.) Board of Trade.

The Retail Coal Oil Dealers' Association, of Toronto, met in Richmond hall, Toronto, on Friday night. President S. Paulton occupied the chair. The advisability of taking out a license as an association, instead of under the pedlars' by-law, was discussed. The question will be decided at the next meeting.

On Friday a deputation of King St. merchants in this city urged upon the mayor that every North Toronto car should run past St. Lawrence market, passing down George street, along Front, up York, and along King back to Yonge street. They also called upon Engineer Keating, and stated their views with reference to this "T" belt line. The engineer promised to lay the matter before the street railway company.

The finishing shop of the Otterville Manufacturing Company, Otterville, Ont., was discovered on fire about 5 o'clock on Tuesday morning. The flames had made too great headway to be extinguished, and the whole building and all the contents were burned to the ground. As the factory and storehouse were not injured it will cause only a temporary delay to their operations. Loss about $2,000.

The Iron Age says a perforated metallic street-crossing is now being tested at a street intersection in Chicago. The sections of the crossing are 3 feet long by 17 inches wide, and are laid as stone slabs are laid on crossings. The idea is to keep crossings clean, the mud and slush dropping through the perforations into a trough beneath, from which they are drained into a sewer. It is claimed that this description of crossing can be put down more cheaply than a stone one. The Perforated Metallic Street Crossing Co. will begin their manufacture in Chicago from rolled steel.

The following resolution was passed by the board of works of Vancouver regarding the Jute Company: That this Committee recommend the exemption of taxes for a period of the B. C. Jute Company on the following conditions; 1st. That the said Company erect a two-storey building 90x100 feet with wharf on the north side of C. P. R. track. 2nd. That said building be used for the manufacture of barrels, kegs, hogsheads, and cisterns. 3rd. That said building be used also for the manufacture of jute and cotton bags of all descriptions. 4th. That said Company keep steadily employed at least twenty men per annum. The property is to be exempted from taxation from the date on which the said building is complete and the machinery running. Should the above mentioned manufacturers cease operation or any of the said conditions be broken the taxes are to be levied regularly thereafter.

PAPER MAKERS ORGANIZING.

Several of the paper manufacturers have formed an association called the Straw Board, Wrapping and Building Paper Manufacturers' Association. Of the proceedings, the most important to the hardware trade were the following resolutions:

That all sheeting and building papers, except tarred felt, be sold by the roll of 400 square feet in place of by weight, provided that any member may sell straw board at not less than $27 per ton, scale weight, until February 1, 1893.

That Montreal, Toronto, Ottawa, Quebec, and the mills of the members of the association shall be considered distributing points, and freights beyond these points shall be paid by the purchaser.

That the following scale of prices be adopted: Plain strawboard, 60 cents per roll, tarred strawboard, 70 cents per roll; fibre paper not less than above prices; O.K. or I.X.L paper, 70 cents per roll; tarred felt, $30 per ton. Terms, four months, 3 per cent. off cash 30 days.

That on orders from outside delivery points in less than carload lots 5 cents per roll on sheathing and $2 per ton on tarred felt shall be added to the fixed price. This was carried.

The price of strawboard to members was fixed at $24 per ton.

The price of plain felt to outsiders was fixed at $42 per ton; carpet felt $45 per ton.

A matter which was warmly discussed was the report that mill board was being entered under valuation from the United States, so as to escape the duty and compete with the Canadian board. It is claimed that a price of $20 a ton is quoted on the American side, when it is a well-known fact that it cannot be made for less than $30 a ton. Messrs. Burk and Miller were appointed a committee to go to Ottawa and look into the matter. Agents will be put on the watch at Suspension Bridge to watch for these imports. It was decided to leave the prices on box board as at present until Messrs. Burk and Miller return from Ottawa.

Thus far two meetings have taken place. The next will be at Ottawa, when efforts will probably be made at a permanent organization. There is no intention of advancing the price of paper, but each province will take care of its own trade. The make of paper will be regulated. For instance, the Napanee mills are fitted up for print paper, yet the company is running off manilla now and then. Each mill will run just what the mill was made to run. The next meeting will be held in December.

There were present at the organizing meeting, which occupied two days, E. G. Burk, of the Northumberland Company; Noah Phelps, representing the Lincoln paper mills; J. Fisher & Sons and J. Stutt & Sons; John Ford, representing J. Ford & Co. and the Portneuf Paper Company; J. C. Bissett, representing the Montreal Paper Co. and the St. Bazile Paper Co.; J. Reid, representing Reid, Craig & Co.; J. W. Paterson, representing J. W. Paterson & Co. and J. W. Paterson & Bro.; Alexander McArthur, representing A. McArthur & Co.; W. Miller, representing Miller Bros. & Co.; C. T. Williams, representing George W. Reid; and J. R. Walker and W. B. Gifford, representing the Dominion Leather Board Co.

DIVIDING THE GURNEY BUSINESS.

There is to be a division of interests in the foundry business of the E. & C. Gurney Company, Limited, which at present has establishments in Hamilton, Toronto, Winnipeg and Montreal.

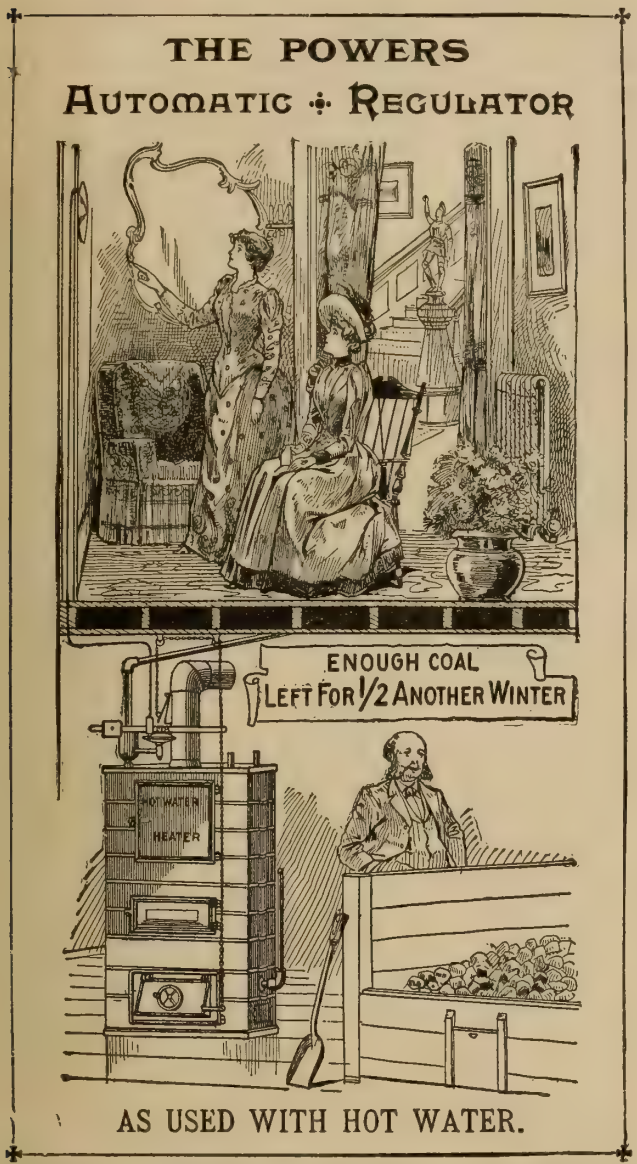
The Hamilton business will be distinct from Toronto and other branches hereafter. For the purpose of purchasing the Hamilton foundry letters of incorporation have been applied for. The new firm is to be styled Gurney, Tilden & Co., Limited, and in the application for letters patent the capital stock is placed at $350,000.

The new firm will be solely a Hamilton firm. The applicants for incorporation are Charles Gurney, John H. Tilden, Charles Gurney, jr., George Gurney, O. G. Carscallen, George Haskins. The new company will also acquire the scale works of that city.

The present Gurney firm, which controls all the Gurney foundries, consists of Edward Gurney, Charles Gurney, John H. Tilden, George Gurney, W. H. Carrick.

The Toronto branch of the Gurney foundry business is to be purchased by the Gurney Foundry Company, which consists of Edward Gurney, W. H. Carrick, F. F. Skinner, T. B. Alcock, Toronto, and Fred. Massey, Montreal.

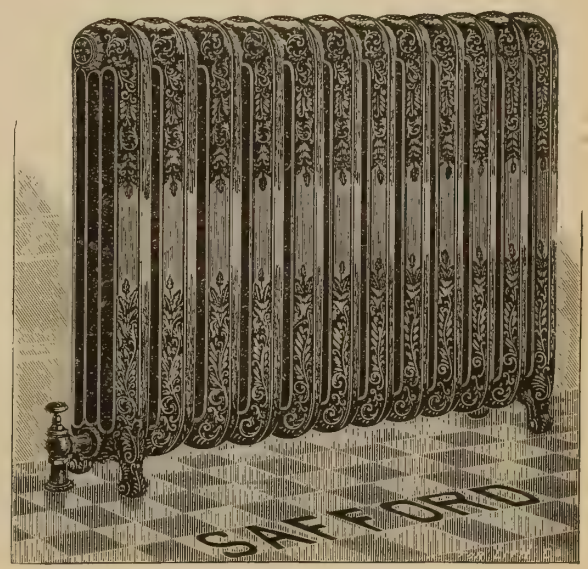
LATEST INVENTIONS.



Powers' Automatic Temperature Regulator
As used with hot water.

This cut shows the Powers' Temperature Regulator connected and in use. We guarantee these machines to control "automatically," the Temperature of any dwelling. To any reliable party we send them on approbation for 30 days. Catalogues sent on application.

If you want 60, 65, or 70 degrees of heat in your rooms, this machine is guaranteed to do the work. You buy, it does the rest!



When You Build

A Factory, a Warehouse, or a Dwelling, see that your architect stipulates for the Celebrated

Safford Patent Radiator

FOR HOT WATER AND STEAM HEATING.

You will then enjoy the ACME OF COMFORT.

They are to be found in the largest and best buildings in Canada.

MANUFACTURED ONLY BY

THE TORONTO RADIATOR MFG. CO., LTD., TORONTO, ONT.

St. John, N. B., Montreal, Hamilton, Quebec, Winnipeg, Victoria, B. C.

MARKETS

MONTREAL MARKETS.

MONTREAL, Dec. 9, 1892.

HARDWARE.

Business in hardware has settled down into the regular dulness normal to the period about the holidays, and most of the houses have already commenced to consider the question of stock taking, which is likely to occupy their time for a period now. In any event no activity is noted for the sorting up business. This fall has been better than the average and dealers had imagined that their customers have now sufficient to supply their wants until after the turn of the year, except in special cases, and the business likely to occur on this account may be set down in advance as small. About future prospects it is yet rather early to speak, but it may be interesting to know that makers report fair orders for cut nails, wire nails, horse shoes and other staple lines of hardware, which may be taken as an indication that jobbers anticipate the ordinary run of business. With regard to other lines there are no features nor is it to be expected that lines of shelf goods would show any in the face of the prevailing quietness reported by the jobbing houses. Crude and heavy materials continue as quiet as ever here, there being absolutely no business to note, but considering the conservative manner in which manufacturers have purchased throughout the summer and fall dealers here are reasonably enough expecting a good movement after the turn of the year, when their customers are advanced far enough into their work on account of spring orders to realize definitely that they do require some fresh supplies. With regard to the tendency of values in this connection reports speak of ease and quiteness at primary markets, but this is the usual thing during December, and is no reliable indication to go by of the actual business prospects of the future. In fact as HARDWARE has already pointed out conservative judges arguing from the peculiar position of supplies and the low range of values anticipate improvements, as the one will tend to induce demand, while the other will conduce toward steadiness.

PIG IRON.

Business in pig iron, with exception of a small sale of Summerlee, 25 tons that we noted at $20.50 has been absolutely nil. This price is rather below the range but is due to the fact that the holder wanted to close out the lot. In a regular way $21 is the figure and holders are inclined to be firm at that. We quote as follows: Summerlee, $21; Longloom, $21; Carnbroe, $10, and Eglinton, $19.50; Nova Scotia Siemens, $19 to $19.50.

BAR IRON.

Regular jobbing business in bar iron is small and unimportant. Values are steady at $1.90.

SCRAP IRON.

There is no change in scrap and we quote values unchanged, wrought $15 to $16 and cast $13 to $14 per ton as to quality.

TIN PLATES.

There is no business doing in tin plate and prices are nominally quoted at $3.35 to $3.50 for coke and $4 to $4.25 for charcoal.

CANADA PLATES.

Canada plates are firm and unchanged on the basis of $2.55 to $2 60.

TERNE PLATES.

Ternes are firm and some modification in our quotation is necessitated by the fact that stocks are now quoted ex store. We therefore give a range of $7.25 to $7 75.

COPPER, ETC.,

Copper is the only line to show any life, and prices are quoted firmer this week at 13½ to 14c. Tin, speiter, antimony etc., are dull and unchanged.

NAILS.

Makers report fair orders for nails for future delivery, but jobbing business is dull like everything else at present.

STEEL WIRE NAILS.

60 dy to 60 dy	per keg	$3.00
49 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

CHEMICALS.

There is no further change in chemicals and business is dull and uninteresting.

Bleaching powder,	$3.25	to	$4.00
Bicarb soda,	2.20	to	2.25
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.35	to	1.50
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2 75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

Glass is quiet and unchanged. We quote prices steady on the basis of $1.35 for first breaks.

OILS AND PAINTS.

Business in paints has been moderate, and despite the reports about cutting from the west there is no change to note. The following are the quotations: — Choice brands of paints, Government standard, $5 25; do. No. 1, $4.75; do. No. 2, $4.25; do. No. 3, $3 75; dry white lead, 5c.; red lead, pure, 4¼c.; do. No. 1, 4c.

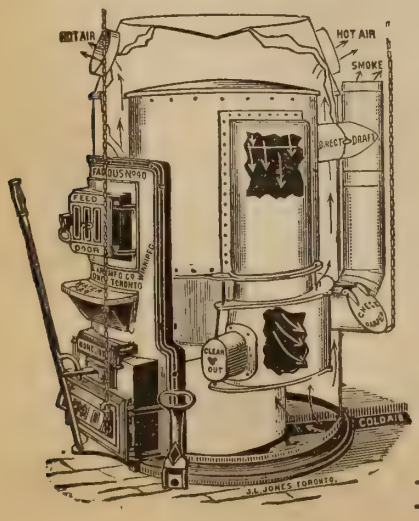
Oils are steady and unchanged. We quote the following:—Cod Newfoundland 42½c. steam refined 40 to 42½c.; linseed raw 56c.; linseed, boiled 59c.; castor oil 8 to 10c.; cod liver oil, Newfoundland 80 to 90c.; cod liver oil Norway $1.05 to $1.20; turpentine, 50 to 51c. Less 3 per cent. 30 days.

NAVAL STORES.

The demand for naval stores is very small and the market is without particular change. We quote:—Turpentine, 49 to 51c.; rosins, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored and 7c. to 10c. for white; oakum, 5½ to 7½c. and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure Manilla, 12c. for 7-16 and upwards for smaller sizes.

CEMENT.

Business in cement is quiet but stocks are small and strongly held with prices very firm. Belgian and native are quoted at $2.10 to $2.20 and English brands $2 40 to $2.50. There is a steady demand for fire bricks and



FURNACES-Coal or Wood.

CAST IRON OR STEEL.

57 VARIETIES.

Our Steel Dome low radiator Coal Furnace (shown in cut) has given the utmost satisfaction to dealers and users.

It Will Pay to Investigate Its Merits.

Write our Nearest House.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MONTREAL Markets continued

business in this line is fair with values firm. We quote Scotch brands $18 to $22 and English $18.50 $22 per 1000 ex yard.

PETROLEUM.

The demand for petroleum has fallen off considerably since the closing of navigation and business is dull and uninteresting. We quote as follows: — Canadian, 12¼c. to 12½c. at shed in Montreal for round lots and 13½ to 14¼c. for small quantities. Benzine is quoted at 11c. Petrolea, and 13 to 14c. Montreal. American petroleum, 19⅝c. in car lots, 20c in 10-barrel lots, 20¼c. in 5 barrel lots, and 20¾. for single barrels, 2 per cent. off for cash; American benzine, 23 to 25c.; Canadian benzine, 10¾c Petrola; 12¾c. Montreal.

TORONTO MARKETS.

TORONTO, Dec. 9, 1892.

HARDWARE.

The season is unfavorable to the appearance of new features, when the trade is about exhausted for the whole year. The orders that now come to hand are as urgent as if they were large ones, approaching holidays beginning to exercise a pressure, that makes early delivery an important consideration. This of course will be a more marked condition of trade in the last week of the year, when small parcels will be numerous and telegraph orders will play a part in the trade. The demand is at present quite versatile, going from one thing to another irregularly. The steadying and defining influence of really winter weather is lacking, or we should have trade running in fewer channels and probably running stronger. For the time, not usually an active one in the hardware trade, the volume of the business done is considerable, but it is a matter of diffuseness and of small parcels. No big bills are bought. The market is in no state of excitement in anything to stimulate buying, and every merchant wants to have his stock in good shape for the inventory. Collections are described by the majority of the trade as very satisfactory. The new wire prices and the discount are given in another column.

METALS

A rather quiet market is to be reported. The sales have kept down to a low limit in magnitude and have not been numerous. Bar iron and steel continue in moderately good demand at steady prices. Tin has weakened several points in London and New York, copper is very strong and is advancing fast.

PIG IRON—A few sales have been reported, others are in negotiation, a deal or two for Carnbroe iron being among the week's transactions. The price is easier in Britain, and the United States market is also declining.

Rogers, Brown & Co., Buffalo, N. Y., thus report the Toronto pig iron market: As the season for inventory draws nearer the market becomes more quiet. Shipments still continue very heavy, but all new orders are for car lots or 50 tons. Foundries appear to be exceptionally busy with every indication that they will run full time after the holidays. Prices are inclined toward weakness, owing to some irons being forced on the market with slack demand. We quote on cash basis f.o.b. cars, Toronto, in bond: IX Foundry Strong Coke Iron, Lake Superior ore, $16.20; 2X Foundry Strong Coke Iron Lake Superior ore, $15.20; 2 Foundry Strong Coke Iron Lake Superior ore, $14.70; Jackson County Silvery 1, $18.30; Jackson County Silvery 2, $17.80; Lake Superior Charcoal, $18 20; Tennessee Charcoal, $18.20; Southern Soft 1, $14.60; Southern Soft 2, $14.10.

FINISHED IRON AND STEEL—Bar iron is steady at 2c. This price is for domestic, but a lot of British bar was sold at this price. Cast steel appears to be in excellent demand. The price ranges from 10c. to 25c. Open hearth steel is quiet at from 3c.

ANTIMONY—There is no change either in prices or volume of trade, Cookson's quoting at 13¼c. and other brands at 12¾c.

CANADA PLATES—A fair movement continues in these, the time of year being considered. The range from dull to bright is $2.65 to $2.90.

COPPER—The market has taken a very strong turn in the United States, prices have advanced and are firm in New York. On spot the price is 13½ to 14c.

GALVANIZED IRON—The trade in this metal has been good up to the present, and even now is not bad. The price is unchanged at 5¼c. upward.

INGOT TIN—In New York the market is down to 19¾c. for delivery this month. That market is over-stocked. The price asked here is 22¼ to 22½c.

LEAD—The price is 3¼c. and trade is quiet.

ZINC—Casks of sheets are 6¼c., broken lots 6½c. Spelter is 5c.

TIN PLATES—The local trade is of small proportions. Prices are steady. Cokes are

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co.
MANUFACTURERS TORONTO

$3 65, I. C. charcoal $4.25, with $1 additional for each cross.

OLD MATERIAL.

The market is unchanged. Delivery continues free, We quote: No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

PAINTS, OILS AND COLORS.

The low price at which white lead is selling still occupies the foreground of market interest. It is exceptional for the price to reach so low a point as that noted last week, namely, 4c. The inside quotation is probably 4⅜c., but 4½c, is the best that can be done in ordinary purchases. Linseed oil is unchanged and quiet, as is also spirits of turpentine. The following are the prices:— 1 to 3 barrel lots 57½c. freight allowed to delivery station; 4 to 9 barrel lots, 56½c. delivered; 15 barrel lots and over, 51½c. at point of shipment. Three cents added to these prices gives the quotation for boiled in the respective lots. Turpentine is 50c. in 1 to 3 barrel lots and 60c. in broken packages.

PETROLEUM.

The price of refined remains steady on a basis of 14 to 14½c. for Canadian with the volume of business done increasing.

HIDES, SKINS, WOOL, TALLOW.

HIDES.—No. 1 green cows' are still quoted at 4½c. Cured are moving out at 5c. in car lots.

SKINS—Sheepskins are 90c. Calfskins are quiet at 5 to 7c.

WOOL—Combing fleeces are 17c., clothing fleeces 19 to 20c. The market is very dull. In pulled wool prices remain at 22c. for super and 26c. for extra.

TALLOW—Is quiet at 5¾c. for rendered and 2c. for rough.

MILK CAN TRIMMINGS



Send for new lists, now ready.

We will furnish this year, the best quality of Can Trimmings ever offered in Canada. Orders solicited for early shipment.



Thos. Davidson & Co., Montreal.

AMERICAN MARKET.

New York, Dec. 9.—Nothing has occurred in the way of new business or demand tending to improve the condition of the market for heavy finished iron or steel, nor does there appear to be any change for the better on the lighter productions. Hesitancy characterizes the movements of all classes of buyers, and, besides that, there is a degree of sharpness to competition for business that has a more or less depressing influence. In short, values are rather weak in departments where combination of manufacturers or some sort of pooling arrangement or understanding does not stand in the way of the natural workings of the law of supply and demand. It is a matter of record that business is as slow in one department as in another, however, and that productive capacity is considerably in excess of the present outlet.

Similar conditions prevail in the pig iron trade. Some favorite brands are bringing former prices, and others are being sold with guarantees intended to protect the buyers in case of any radical downward turn in the general market, but consumers are, nevertheless, uncommonly slow about placing orders, and rarely engage more than two or three months' supply. The nominal prices for the various grades remain without change. Northern brands are quoted at $15.00 for No. I X foundry, $13.75 a $14.00 for No. 2 X foundry, and $13.25 a $13.50 for grey forge. Southern brands are quoted at $14.25 a $15.00 for No. 1, $13.50 a $14.00 for No. 2 foundry and No. 1 soft, $13.00 a $13.50 for No. 2 soft, $12.50 a $13.00 for grey forge.

The demand for old material is without improvement, and prices are barely steady, with No. 1 wrought scrap iron quoted at $16.00 a $16.50 f.o.b. Jersey City, iron tee rails at $18.00 a $18.50, and steel rails at $14.50 a $15.00 same delivery.

The combine price for heavy section steel rails is kept at $30 f.o.b. mill, but light sections are still selling at $29 a $30, and business continues slow. Billets, rods, etc., continue unsettled and rather weak. In the lighter form of manufactured goods prices are easy and business moderate.

With old "short" accounts about all covered, and nothing left for the manipulators to play upon except a rather unfavorable relation of supply and demand, the pig tin market has weakened in sympathy with the further break in prices in London. Sales were made at as low as 19 3-4 for prompt and current month delivery, which price seemed to have been full value at the close for large lots. In London there has been a fall to £91 5s for prompt and £91 2s 6d for future de-

The copper market has been quiet and devoid of new feature. Home consumers are indifferent, and new export orders are few and far between. Prices are well supported here, however, although somewhat lower in London. Producers, as a rule, quote 12 1-2c for Lake Superior ingot, but outside parcels may yet be secured at about 12 1-4c. Common casting copper is held at 11 1-2c. Last London cable quotations on merchant bars were £47 10s for prompt and £48 for future delivery.

In pig lead and spelter business has continued slow, and the market for both metals remains in a rather weak condition. Common lead was offered at 3 3-4c for western spelter and 4 3-8 a 4.40c in wholesale lots.

Tin plate is without change. Spot business is chiefly in small lots, and operations in futures are practically at a standstill for the moment.

STRIVE TO KEEP ALIVE.

Not so many years ago a gentleman from the east went out into the new western country to find a home, leaving his wife behind. He was not a man of the greatest energy and so he plodded along on his new claim without making any great headway. He did not seem to thrive and he felt that he was playing in hard luck. This went on for some time, and at last he found himself at the end of his rope and in a dying condition.

The note he wrote to his wife was expressive as well as pathetic. It read: "Luck's agin me. I've thrown up my hand fur a new deal." The woman divined the meaning and went out to claim the property. It was found on investigation that the man had been living for years over a veritable gold mine, and his wife now got the benefit from it by showing more generalship than had her lord. As the story goes she worked the mine and married a live man.

This just illustrates the condition of some men in business. They plod along from day to day carrying the same old stock that their fathers did before them, and bemoaning their hard luck. The proverb says, "All things come to him who waits," but it don't mean those who are too lazy to do anything at all.

There are men in business who could not make money on a farm covered with gold nuggets, because they would not have the energy to pick them up. They are dead so far as business life is concerned.

It is only justice to say that this does not apply to the majority of merchants, but still it will doubtless be conceded that there is room for improvement all along the line. Men to do business properly must be alive They must not only see the opportunities right at their doors and take advantage of them, but they must be always on the alert for something further away. They may have gold mines in their stores, but if they don't work them what good will the mines do?

New ideas are springing up all about us. We must grasp them at once and make use of them in business. The newer a thing is the better. The American people like anything that has an air of newness about it. They are not living in the middle ages and don't want the articles used in those times. It is a constant rush after something new, and the business man must anticipate the wishes of the people to attain the greatest success. If he is not ever on the alert he may find some youngster in the business who will make life a burden to him by always getting the start of his competitor.

What is worth doing at all is worth doing well, and the sooner a business man comes to that conclusion the better it will be for him. He does notwant to keep any poor stock on hand and if he chances to be left with something that is out of date he should sell it as soon as possible—at a sacrifice if necessary.

The only way to get gold out of the mines is to keep digging for it, and the only way to get money out of business is to keep digging for it. It wants a man who has experience as a business miner, we might say, and one who has the right kind of tools to work with. A great deal of prospecting has to be done, but it should be done scientifically. That is the only way to find gold at any time.

But above all things else don't dig just for the gold there is to be found, or, at least, distinguish between the qualities of the gold. The finest quality is the honor and respect of the people with whom the business man comes in contact. If that is the most sought after the other kind of gold will come with it. Be alive to the interests of the people and they will keep you alive with their trade.—Stoves and Hardware Reporter.

CLERKS' DEPARTMENT.

The question of whether there is a chance for those who have merit and deserve success cannot better be illustrated than in the life of "Mint" Tompkins, as he was called, whose death took place last week in this city. Below will be found the story of "Mint's" success, as told in the columns of The New York Sun. My first introduction to Mr. Tompkins was about ten years ago, and at that time his principal store was in Spring street. He was unquestionably one of the most straightforward men it has been my lot to meet, and was a thorough grocer from head to foot.

He told me his story of early life and how long he had to work when a clerk, but he always tried to do his work to the satisfaction of his employer. Never would he shirk work, and always made it a point to try to be the quickest clerk in the store in which he worked. He was a great worker ,and, no doubt, to this one fact he owes much of his success. He was always at it early and late, and never deputed to others what he could do himself. He had the greatest contempt for sluggards, and would not tolerate a clerk who could not get a move on him. His business grew and grew, and while it was only a retail business, he was a very large buyer. At times he would buy a large line of canned goods or any other article at low figures for cash, and would sell them at a small profit. He often sold retail at lower figures than were quoted for the same goods in the wholesale price lists. He did a very large business, taking in cash sales as much as $1,500 to $2,000 in a single day in one store. He ultimately decided to go into the wholesale trade, and he took a large building for that purpose. He sold at a small profit and was successful. Taken all in all, he was a unique figure in the grocery business of this city, and is an example of what can be done by a young man friendless in a big city.—National Grocer.

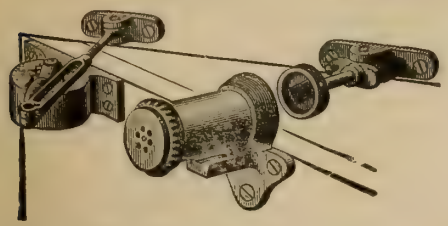
Hugh Wallace, hardware merchant, Galt, Ont., has sold out to J. H. Buchanan.

Thos Black & Son, hardware merchants, Elora, Ont., have sold out to J. L. Drainie of Fergus.

L. T. Bungay, hardware and stove dealer, and proprietor of the Norwich Iron Works, Norwich, Ont., advertises his foundry business for sale.

SITUATIONS VACANT.

WANTED—HARDWARE TRAVELLERS with good connections in Lower Provinces and in Ontario. None but first-class men need apply. H. S., GAZETTE Office, Montreal.



The Eclipse Spring

Shuts the door Everytime.

The Eclipse Check

Stops the Slamming.

Recommended by Architects.
Extensively used by Builders.

WHOLESALE—MONTREAL: CAVERHILL, LEARMONT & CO.; FROTHINGHAM & WORKMAN,; LEWIS BROS. & CO.
TORONTO: RICE LEWIS & SON, Ltd.
HAMILTON: BOWMAN HARDWARE CO.
CANADIAN AGENTS:
T. A. MORRISON & CO.,
118 St. Peter Street, MONTREAL.

THE OAKVILLE BASKET COMPANY,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

OAKVILLE, ONTARIO.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

Stable Brushes and Brooms

HIGHEST QUALITY AND FINISH.

The Most Saleable Goods in the Market.

MANUFACTURED BY

CHAS. BOECKH & SONS,

TORONTO.

Send for Special Illustrated Price List.

W. J. REID & CO.

IMPORTERS AND DECORATORS OF

Crockery China and Glass.

LAMPS A SPECIALTY.

All glass, Vase, and Library Lamps, in every hue and design.
Our travellers will call upon you shortly with samples.
LONDON AND BELLEVILLE.



ELECTRICAL

HOUSE -:- FURNISHINGS.

Bells,
Batteries,
Push Buttons.

The largest and best assorted stock in Canada.
Send business cards for discounts.

T. W. NESS,

749 Craig St., MONTREAL.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

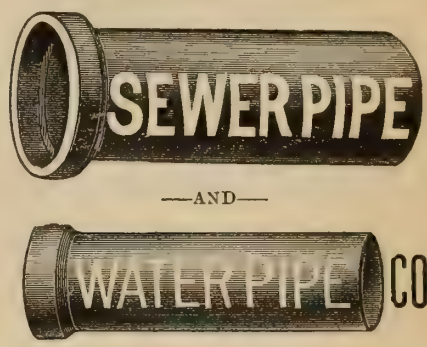
MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

Hamilton and Toronto



HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts.

THE BEST English Sporting Gunpowder

USE THE

"ALLIANCE"

PRIZE POWDER.

—Made only by—

Pigou, Wilks & Laurence, L'd., 11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.
John Barnsley & Co., Victoria, B. C.

TO CARRIAGE HARDWAREMEN



The season for Horse Shoe Vises is at hand. It will pay you to get samples now.

A. B. JARDINE & CO.,

HESPELER, ONT

MONTREAL TRADE NOTES.

The Fox Cutlery Co. have placed quite a lot of their butchers' knives with the trade.

The Safford radiators of the Toronto Radiator Co. have been a big item in relation to supplies for the new buildings that have been completed here this fall.

The agents of the Eclipse spring continue to report good sales, and are sending goods over a pretty big territory. Orders came in from Maine and some of the border sections of the New England States this week.

Electricity is the universal idea nowadays, and T. W. Ness & Co.'s electric bells are not neglected in the general demand that is experienced for electrical contrivances.

The Canada Iron Furnace Co. are placing quite a lot of their C. I. F. brand of charcoal iron in the west. It has got a hold with the trade for certain purposes, and is likely to retain it.

A new contrivance that is being offered to the trade here is a patent damper for use in stove pipes. It is called the Economy Deflector, and its agent, Charles A. Couch, claims many advantages for it.

The provisional committee in the Wilson & Frost case is still engaged on the affairs of the estate. The signatures of some of the western creditors have not yet been obtained to the extension agreement.

There is no report yet in the H. R. Ives matter, as the committee are making a complete and thorough investigation. Owing to the extensive business which the firm carry on this is a lengthy operation.

ALUMINUM COOKING UTENSILS.

It is a great surprise to many people that the metal aluminum, the cost of which has been reduced so very much during recent years, has not found more general application in the arts and manufactures. One of the first suggestions made about it was its usefulness for cooking utensils, but for one reason or another, through the difficulty of joining, its expense, or fears of its durability, it has not yet been extensively introduced for the purpose. We are glad to note, however, a recent circular which relates to a line of aluminum cooking utensils that are now being put on the market. The advantages of the material are summed up as follows: Freedom from poison; light weight; great heat conductivity; cleanliness; absence of all solder—all of which are very important qualities for utensils for use in the kitchen. The freedom from corrosion is an especially valuable qualification, as it reduces the labor of keeping the utensil clean, and is an absolute safeguard against poisoning, which is a danger that always accompanies the use of copper and other articles in which lead enters. It is said that aluminum is almost equal to silver in its heat conductivity, and for this reason its use will prove a source of economy in the kitchen. Perhaps from a practical point of view, however, the extreme lightness of the metal is its greatest claim to favor, for it will very largely reduce the labor of cooking, and, for that matter, all the work of the kitchen.—Metal Worker.

ADVERTISING AS AN ART.

There is only one adjective in the English language which fitly describes the progress made in the art of advertising within the last 20 or 30 years, and that is the one used with such good effect by our old friend Dr. Pangloss—"prodigious." Advertising has become not only an aid to business, but an imperative necessity, as necessary in fact to the successful conduct of business as a stock of goods. It has grown from meagre beginnings, which can scarcely be traced with certainty, to be all encompassing in its scope and all-powerful in its influences. The individual engaged in any of the present day activities who affects to ignore its value, or who in his management of the affairs committed to his care hopes for success without availing himself of the advantages which printers' ink affords, at once confesses himself out of touch with the times, and, therefore, his failure to reap a full, or even partial measure of success is a foregone conclusion.

In seeking for the birth of the art which has now grown to such proportions as to make it a special department of every well-conducted business we have to go a long way into antiquity. Signs were probably the first methods adopted by enterprising individuals to direct the attention of possible customers to their establishments. Several of these concrete advertisements were brought to light in the ruins of Pompeii and Herculaneum, a fact which goes to prove that the inhabitants of those ill-fated cities had well-developed business faculties and deserved a better fate than that which overtook them. Some of these signs represented merely the line in which the occupants of the houses or shops over which they swung were engaged, and made no other appeal to the observer's sympathies.

Thus we learn that a citizen of Pompeii, whose calling was a dairyman, indicated as much to the populace by swinging out a sign upon which a goat was painted; Bacchus engaged in the, to him, pleasant task of pressing a bunch of grapes, was a common indication that wine could be bought within the building so decorated; a mule driving a mill served to identify a bakery, and a boy being flogged was proof positive that a knowledge of the "three R's," with possibly some other accomplishment thrown in, could be acquired by the youngsters who, probably in those days as in a later period, "crept like snails unwillingly" to receive instruction from the local pedagogue, who chose the expressive method described to indicate his vocation. Some of these signs have been handed down to the present generation; the Red Lion, the Green Dragon, the Dog and Gridiron and other unconventional quadrupeds are still used, particularly the two first named, upon the signs of hostelries in the old countries. They are, although mine host of the present day may be unaware of the fact, survivals of a long past time when, coats of arms being used for signs, the necessity for original ideas became so pressing with the growth of the advertising idea that new and grotesque combinations came into vogue. Natural history was drawn upon to such an extent that the animals of the forest, were they capable of understanding the liberties taken with them, would in all probability have united in a scheme for revenge. The Blue Boar, Black Swan and Flying pigs were favorite signs with the old-time innkeepers; the Fox and Seven Stars, and the Three Nuns and Hare pressed them very closely. Much money was spent in painting and carving these figures, the rivalry in this direction, indeed, being almost as keen as that which animates the enterprising advertisers to-day who outbid each other for choice positions in their favorite advertising mediums.

Looking backward to these primitive beginnings we are able to judge the magnitude of the advance made in advertising as an art. It was then the faint expression of a possible requirement; it is now the life, marrow, and soul of the commercial body.—American Artisan.

TRAITS OF THE TRUE MERCHANT.

A little boy once defined "salt" as A" the stuff that makes potatoes taste bad when you don't put any of it on!" This delightful definition suggests that what not to do is as important a question in developing success as the question of what to do; and suggests also, that the negative qualities in a merchant's equipment may be as necessary to consider as his positive acquirements.

Let us name, then, some of these valuable negative methods of the proper merchant, confining ourselves to mental characteristics, and ignoring, for the present, practical details:

He does not pretend to know everything; he conveys the impression to his customer that he absorbs wisdom from that customer on all subjects outside his vocation.

He does not dispute with the customer; for he knows that "to win the argument is to lose the sale."

He is not brusque to strangers. He cannot fathom the stranger's business in advance, and may possibly close the door to a good buyer.

He does not boast of his extravagancies. There are more men of economical habits in the world than spendthrift fools, and it is always well to "tie to" the good opinion of the good housekeeper.

He does not interrupt; does not look bored.

He does not call people "cranks" who disagree with him; for he knows that everybody, including himself, is a crank to some degree.

He is not fussy and demonstrative in his forms of politeness; and therein shows that he is well-bred.

He is not ungenerous in his comments on competitors. He recognizes the wit of "damning with faint praise"; possibly he goes even further, and praises to the point that carries a conviction to the mind of the listener that such generous mention of a rival could only issue from assured prosperity.

He is not insensible to the advantage of "keeping in" with society leaders, especially of the gentler sex. He knows the value of this potent medium of advertising.

He is not—so many things, that it would be safe to state, comprehensively, in describing the true merchant; he is not unlike the true man.—Keystone.

Have You Ever Bought Our Razor Strops?

They Are Better And Cheaper Than Imported Goods.

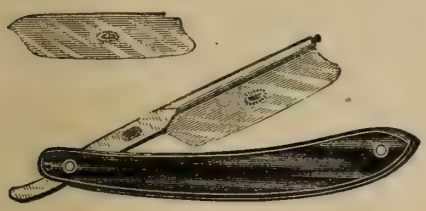
Send Us A Trial Order.

The Hemming Bros. Co., Ltd.,
76 York Street,
TORONTO.

SABATIER.



Manufacturer of
COOKS' KNIVES,
Table Knives and Carvers, Pruning Knives, and



Interchangeable Blade Razors.
PAINCHAUD, SQUIRE & CO.,
Sole Agents for Canada. 50 Montreal.



Dumoulin Freres
LIEGE, BELGIUM.
Manufacturers of
Guns, Rifles and Revolvers
The Trade, Only, supplied by
PAINCHAUD, SQUIRE & CO.,
Sole Agents for Canada,
Temple Building, - MONTREAL.
Illustrated Price List Ready in a few days.
50

We have fine line of Axes and Axe Handles, best makes, Also Cross cut Saws, Canadian, American and English manufacture, English Cow Ties, Hand and Machine made Rope Halters, Genuine Acme Skates, Snow Shovels, wood and steel.

Enquiries for quotations or general information will receive prompt attention.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN,
164 Fenchurch St., London, E.C.

HINTS TO ASSISTANTS APPLYING FOR SITUATIONS.

It has agreeably fallen to my lot during the past 20 years to find situations for managers, travellers, assistants, bookkeepers, cashiers, apprentices, etc., and it affords me pleasure to say that I am still occupied in such work. In my time I have perused and dealt with some hundreds of letters, from all parts of the United Kingdom addressed to me by assistants and others seeking situations, so I may claim to be fairly acquainted with the conditions of success or failure of an assistant's letter of application.

Now, a varied experience tells me that the qualities which go far to contribute to the success of a letter of the nature referred to, may be briefly summed up as follows:

The applicant's position should be made as clearly as possible to the one addressed, and should be brief yet explicit; for, believe me, this class of letter has an infinitely better chance of being entertained than a too prosy one, which I have seen thrown aside. If possible, let your choice of words and mode of expression show fresh and original thought. By doing this you will undoubtedly arrest the attention of the advertiser, who may have received by the same post as that which your letter arrived forty or fifty others, the bulk of which, I undertake to say, would be composed in the hackneyed style. State your age, if married or single, your experience, whether you have a knowledge of drawing or shorthand, the initial salary required, when at liberty.

Write on good paper, and enclose a good modern carte-de-visite if you have one at hand; cartes play a most important part nowadays. But do not, from motives of economy, send a bad picture. I have seen some cartes that might have been taken from the dead instead of the living, the facial expression being so meaningless. Such are a shock to anyone of artistic feeling, and create unfavorable impression on the mind of the employer.

Suggest an interview at the advertiser's convenience, and distinctly bear in mind not to use your employer's note paper to make your application on, as that suggests your not only using his time but his property. Of course you may be on such mutual terms with your employer that you are privileged to use his stationery, and you may do the correspondence in your meal times. Yet the receiver of your letter is unacquainted with these facts, and may draw a wrong inference, and you lose a chance. I have seen a loss of this kind.

Well, I will assume that your letter has been entertained and that you are invited to do that trying ordeal—an interview. At this stage my advice is—Do not lose from view that first impressions are the most lasting, and also bear in mind that dress indicates character more than is commonly supposed. And take care to arrive with a sweet breath, and not over fatigued. These items may, to the uninitiated, appear to be a trifle fussy, but I speak as a practical man who is well acquainted with the side-lights. To qualify the importance of a sweet breath I will instance the following:

Some eight years ago I was invited by a large firm of high class furnishing ironmongers to find them a suitable man to take entire charge of their furnishing department, one with good artistic perceptions. Now it happened that just then I had a very suitable gentleman on my list. One of reliable character and high-class training, who was leaving his situation owing to the principal's son being old enough and sufficiently qualified to take his place. I wrote and put all matters into comfortable shape for him, and it only remained for him to interview the firm. He duly called upon them according to appointment, but, owing to his having used his pipe so freely during the railway journey of three and a half hours, and not partaking of food on the way, his breath was so strong of the weed that it cost him the situation, which was an excellent one. He had no idea of the cause of his failure till I quietly told him some months after. I had seen, meantime, the partners of the firm mentioned, who told me that they were afraid if he was such an inveterate smoker his breath would be most offensive to their aristocratic lady customers. I am not a total abstainer neither am I a non-smoker, still I should consider it an offence against the canons of good taste on my part to call upon strangers with a Bacchic-nicotine breath—independent of the want of tact displayed.

Touching the advisability of appearing at the interview with a bright and cheerful manner: Some five years back, I sent a gentleman to interview a most substantial and considerate firm who had written me about a department vacancy they had. The journey was a long and tedious one, which, I regret to say, increased rather than reduced my friend's already naturally careworn expression. His appearance, when he arrived, caused the firm to think that he was physically weak, consequently his strength would not be equal to the wear and tear of the department. Had I been on the spot I could probably have put matters right, as I knew my friend to have good staying power. And, had it flashed across his mind to have had a wash and brush up, and a little refreshment at the railway station, he might at the present hour have been enjoying an enviable position in one of the best firms in the United Kingdom.

I may avail myself of this opportunity to suggest to the assistant the desirability of seeking the advice of some friend qualified to judge, before replying to an advertisement. An experienced, tried, and conscientious traveller is the best one to aid you. There are those on the road who are ever anxious to assist those who wish to realize an honest ambition. The true man will tell you not to change unless you have a real cause, and he will ask you to carefully compare the prospects of the position you are about to apply for with the one you are in, prospectively speaking. When if, after closely comparing notes from all standpoints, you are satisfied the change would be beneficial, why, of course, do not stand still. Sometimes one is desirous of a change merely to gain further experience, and so broaden and strengthen his views. Another most salient point is your having something to hope for, and work up to. To ensure success in this direction means that every change you make should be a progressive one. Work on these lines, and I have no hesitation in saying that you will realize your ideal.

In going about I notice one feature in the trade at the present day, viz., the tendency to sectionalize the branches of the trade. This movement is most noticeable in big centres, where may be seen special establishments who do exclusively in stove grates and mantels, or stable fittings, or hot water apparatus, or baths and sanitary appliances, or chandeliers, lamps, electrical fittings, and so on. To a thoughtful assistant this should cause food for reflection, and waken him up to find his strong points in the trade. If instinctively and pleasurably he feels a leaning to one branch more than another, why, I advise him to cultivate it, which could be done side by side with the general trade, which will always stand him in good stead even if he resolves to become a specialist.

Among the points I suggested being put in a letter of application I mentioned drawing and shorthand. With regard to drawing I am bound to say that in these days it is a highly desirable acquisition. Picture to yourself the amount of correspondence the draughtsman is able to dispense with who is able to send a rough sketch to the manufacturer of an article deviating from the stock pattern. The maker does not necessarily require a worked up or finished drawing. Again how materially it assists in dealing with a customer whose ideas of what he or she requires are vague, but from whose remarks you get an idea, and roughly show it on paper. This gains the customer's confidence at once, puts all at ease, and time and worry are spared. The facilities for learning freehand and model drawing at the technical schools just now are so unfettered that I sincerely urge juniors who wish to cope with the future to attend the classes. Again a knowledge of drawing would prove invaluable in buying, because your eye having been trained to minutely examine the object you have had to copy, you will at once detect any defect in the manufacturer's pattern, either from the balance of proportion, point of view, defects of outline, or the genuineness of the period the patterns are supposed to represent. Touching shorthand: For the ironmongers' corresponding clerk it is exceedingly useful, but for counterwork I would give the preference to drawing. The same time spent in acquiring a knowledge of shorthand to gain a certificate, if spent in drawing would be more useful and remunerative to the shop assistant. If he could devote time to the two studies all the better.

Just a seasonable whisper about employers. How many assistants there are who have impulsively decided to make a change owing to their employer having during the day shown signs of irritation. Let me kindly tell such that I have met with gentlemen of the sweetest natures, ill tempered at times. And, really, when we come to think of the worry and cares of business in these painful competitive times, when a generous allowance should be made for exhibitions of temper, providing it does not interfere with your self-respect. If it does, why wait for a favorable opportunity to speak on the matter, taking care to show no signs of temper. Personally speaking, I would far sooner see a man in a temper than sullen; the

former you can understand, the latter is unwholesome. I have known one with a fitful temper to call me aside and anxiously ask me to find a good situation for one of his assistants, as he could not advance the young fellow's salary sufficient to do justice to his abilities, owing to his working expenses being at the maximum. The sullen man chuckles when he gets a good man at a low rate, through, perhaps, the poor fellow not being able to remain out of a situation owing to home claims pressing upon him.

Doubtless there are many assistants yearning to go abroad, and have in their mental eyes the earlier visions of colonial successes of friends in whose footsteps they are anxious to follow. I have chatted with those who have returned from the colonies, and gathered that success there as at home mainly depends upon a man's own exertions. The colonists are now well acquainted with the intricacies of the ironmongery trade, consequently they are not so dependent upon us as they were in the past. A reliable friend told me that in some instances they almost resent the arrival of a new comer. The colonial managers, having sons of their own are naturally anxious to place them well. It behooves an assistant to carefully think the matter out before he applies to go abroad where he may lose, say, five years of the vital part of his commercial life. Granting he may be well paid for the term he agrees to go out for, what does he intend doing after the expiry of his engagement? —Ironmongery.

EXPANDED METAL.

Two years ago expanded metal was a produce comparatiely unknowvn, but as indicative of how rapidly anything meritorious finds place in our country, a few notes on the extensive use made in various constructive schemes at the Columbian Exposition alone may not only be suggestive, but possibly interesting from the applications made.

The great buildings have galleries extending about their interiors, furnishing not only elegant promenades, but restful and convenient forms of observation. The sundry miles of protective railings on these are made from that form of expanded metal used for fencing. This, though amply strong, does not obtrude itself architecturally, and is practically no obstruction to the view either way. The effect as noticed on the late dedicatory occasion was dainty and pleasing.

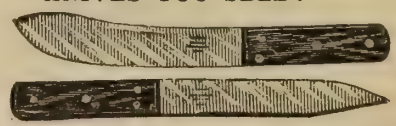
The economy of guarding these great stretches by simply stapling the neatly painted sheets or panels into light wood posts and railings is manifest. Its adaptability is further indicated from the fact that 12,000 linear feet used for temporarily dividing up spaces at the dedication, now being placed elsewhere in the building, can eventually be sold for almost undiminished value at the close of the exposition for general fencing purposes. The great amphitheatre building will require a further stretch of 16,000 linear feet of guards, railings, etc. These figures seem large, but will not be surprising to those who have personally surveyed the vast spaces treated.

By long odds the most original construction, and one that will command most patriotic attention is an embodiment of the form if not substance of a member of our new navy lying in the lake just off the grounds. This trim and formidable looking craft has its simulation of armor and plating executed in Portland cement applied to some 5,000 yards of expanded metal lathing as a binding and support. The lathing was first stapled or wired to the framing, and the armor simply trowelled on in a plastic state, a somewhat easier operation than would be the forming and attachment of the real thing from Homestead or Bethlehem.

Electricity is to fill a large place in actual work throughout the exposition. To provide for its distribution miles of underground conduit are being laid. To have it dry, secure and safe the bottom of this is of concrete, while its wooden walls, first sheathed with water-proof paper, are afterwards plastered in cement applied to some lathing as in the other case of the ship. Some 20,000 square yards will go into this construction. Large use of a usual nature was made of it elsewhere, as in the office building (exterior), electric office, general stables, dairy barns, and it is arranged for many other buildings.

A singular and new application was found for it in supplementing the framings as skeletons of allegorial figures and other statuary, as a strong foundation and binding for the rather fragile material composing them. Moreover, as a sheet of expanded metal may be molded like so much thin lead, while retaining its peculiar character of tight netting, it permitted a rough modeling into a sort of tissue and this formed and laid close to the sculptor's final surface of figure or drapery, greatly economized labor and from its function and location the largest share of this new steel fabric will be out of sight of the visitor next year, but as he roams over the great show such visible miles will be met with as to sustain our remark that quick appreciation is a leading characteristic of the American.—Iron Age.

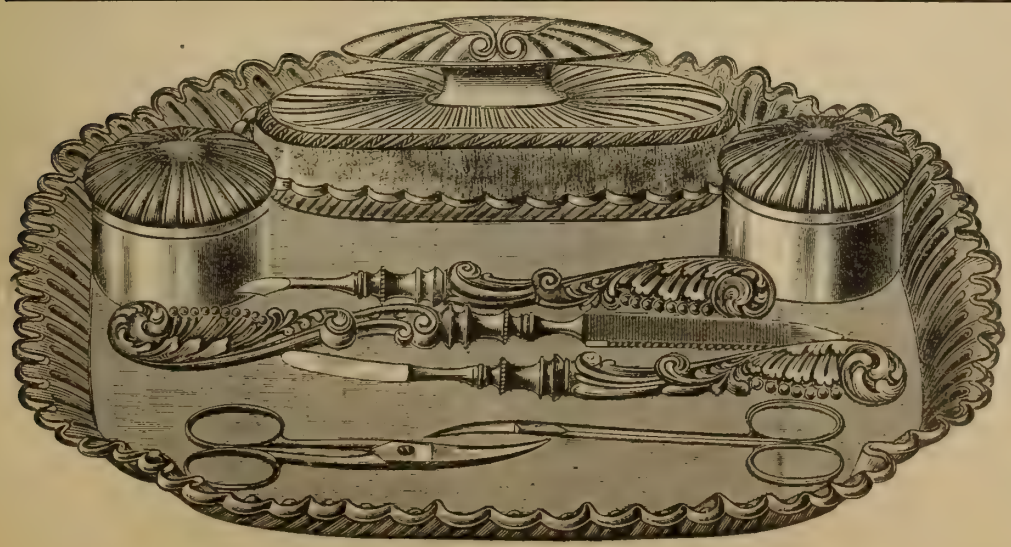
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FULLY SATISFIED WITH THE KNIVES YOU SELL?



We do not trade on reputation but make Butchers' Knives without regard to cost of production and fully guarantee every one.
Samples cheerfully submitted.

FOX CUTLERY M'F'G. CO.,
49C Temple Building, MONTREAL.





Specialties Suitable for
CHRISTMAS PRESENTS
—IN—
Sterling Silver and Electro Silver Plate

The Toronto Silver Plate Co.,
Factories and Salesrooms:
Toronto, Canada.

E. G. Gooderham, Manager. Jno. C. Copp, Sec.-Treas.

Business Changes

SALES MADE OR PENDING.

Munro & Co., hardware merchants, Westville, N. S., have sold out.

The estate of McDonald & Clark, hardware merchants, Ridgetown, Ont., is sold.

R. Dunsmuir & Sons, general merchants, Union Mines, B. C., have been succeeded by Alex. Grant.

The estate of C. L. Ingraham, general merchant, Sydney, N. B., is advertised for sale by tender.

The stock of house furnishings, stoves and hardware, of A. W. E. Hancock, Toronto, is advertised for sale.

The creditors of the estate of J. B. Armstrong & Co., Toronto, met at Mr. Clarkson's office. The business will be sold without reserve.

Nearly all the stock of J. M. Williams' estate, Hamilton, stove founders, has been sold, and the assignee, Mr. Clarkson, expects to close the matter up soon.

PARTNERSHIPS FORMED AND DISSOLVED.

Rainville & Chabot, general merchants, Ste. Madeline, Que., have dissolved.

FIRES.

Walker & Company's general store at Macleod, N. W. T., was burned on Friday night. There was no insurance.

Roy & Roy's general store, at Priest's Mills, Que., was destroyed by fire. Partially insured.

DEATHS.

James A. Younie, miller, Embro, Ont., is dead.

L. J. Reddin, general merchant, Buctouche, N.B., has assigned.

C. Laurin, general merchant, Douglasburg, Que., has assigned.

Alfred Limoges, general merchant, St. Eustache, Que., has assigned.

Gustave Paturel, general merchant, St. Pierre et Miquelon, N. S., has suspended.

James Malcolm, general merchant, Whitevale, Ont., has assigned to Henry Barber.

The creditors of Daugherty & Eede, of Leamington, have decided to accept the offer of 10 cents on the dollar.

J. A. Allison & Co., grocers and hardware merchants, Dunbar, Ont., are offering to compromise at 50c. on the dollar.

Hagerman & Co. have come to an arrangement with their creditors whereby the latter will receive 100 cents on the dollar.

The Charles Stark Company (limited) are making arrangements to settle with their creditors. This was announced at a meeting of the latter held the other day in the office of Mr. E. R. C. Clarkson and in the meantime the business will be carried on as usual.

The creditors of the Caverly Bros. met at Madoc on Friday, when A. W. Coe was confirmed as assignee, and E. D. O'Flynn and N. B. Falkiner were appointed inspectors. The assets are $25,000 and the liabilities $31,000. An offer of 20 cents on the dollar at three six and nine months without interest, was refused, and the inspectors were directed to wind up the estate.

THE VALUE OF A GOOD FRONT.

How many people one hears nawadays estimate a man's worth by "his front." And are those estimates more or less accurate? The man who presents a good front or to use the pure English of it, a good appearance, is generally the man who is capable of drawing to himself friends, customers, business, anything he is anxious to secure. Good appearances, while not always the index of a man's character and worth, are surely very magnetic in their power to get along well in the world. A good front is the best stock in trade the merchant, the professional man or the clerk can possess. From a purely mercenary standpoint a good front will make a man many dollars that any other quality might not be able to do. The value of a good front is inestimable. It makes a man popular, it makes him agreeable, it makes him sought after. A good front is the most potent, powerful and mighty advertisement any business man can procure. Experience has taught the world that a good front should be sought after by everybody.

And what is a good front? Ah, to be sure, what is a good front? Well, in the first place, it is the art or science or trick or whatever you call it, of making the very best appearance and impression on the world you can, and of telling humanity with whom you come into contact that you are doing well. This is no deception on your part, you are false to no one, but you carry the weight of confidence and security and well do-ness about you, and this makes those you meet involuntarily feel that you are succeeding in what you are undertaking.

First and foremost of all, there is the good front that a neat and tidy personal appearance carries with it. There is no excuse in this day of cheap soap and towelling and brushes and sharp razors and scissors and needles and thread, for a man to wear hair long unkept and uncut, his face unshaven and a seedy growth of underbrush all over it, his teeth unclean, his finger nails long, sharp and in deep mourning for some friend, his shoes unblacked, his collar dirty, his clothes bespattered with mud and grease, and his skin soiled and his whole appearance (or front) betraying a general run down-at the-heel condition of affairs. The articles referred to above as being cheap to-day, applied in judicious and liberal quantities will prevent this and will bring dollars and despoil dirt. A man's clothes need not be elegant or costly, but there is absolutely no excuse for any one of this enlightened age to be aught but clean and tidy in appearance. The merchant, or any body for that matter, "who doesn't think it worth while" to keep himself tidy and neat is not worthy of success and should be tabooed to teach him a lesson. Of course it is not expected that a sewer digger is to be the pink of neatness when he is at work or the iron moulder fit to enter the drawing room in his work harness, no more than it is expected that my satined begowned lady will scrub her kitchen floor in her reception gown. Sensibility in all things. We make the point that those who can be neat if they exert themselves a bit should do so, and that there is no excuse for not doing so, that's the idea.

Then there is the good front of a trim and tidy store or office. What a wonderful power there is in a clean office with not a speck of dust visible anywhere, and in a store whose floors and shelves and counters are models of tidiness. The cleanliness draws trade of itself. Everybody with an honest heart loves purity in everything, and in such a detail as an office or store or shop it can be observed as well as in the parlor or library.

And then there is the good front of a pleasant and kindly address. A cheery voice, a sunny smile, a kind word, these are more dollars in the coffers of the merchant, looking at them only from the dollar view again. Lay aside that crusty voice and snappish way forever, and cultivate the sunny side of life for all you are worth and it will pay you.

And then, last of all, let the world know you are prospering, in your manner and actions. Don't boast, but take the rosy side of life, let the people know you are an optimist and not a pessimist, that the world is growing better instead of worse, and that you are doing business at the old stand and propose to do it on the best business principles obtainable.

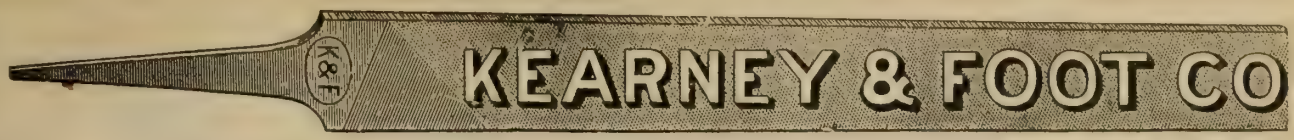
Now, brethren, remember the three points of this little sermon and see if you need to adopt any of them: One—a good personal front; 2—a good front of manner; three—a good business front. If you haven't all three of them and if you look a little too often on the blue side of things, what's the matter with adopting them?—Commercial Bulletin.

DIRECT IMPORTERS AND DEALERS IN
SCOTCH
FIRE CLAY-BRICK



DRAIN AND WATER PIPES.
Double strength for railway culverts, etc.
Sewer Bottoms or Invert Blocks, Cement.
NOTE.—Only pure SCOTCH unglazed Fire Clay Linings and pipes are kept in stock; any other quality is worthless for resisting heat and frost. Correspondence invited. Quotations promptly furnished.
OFFICE: 31 Wellington St., Montreal.

OFFICES: 100-102 Reade St., New York, U.S.A.



WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11:

'Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern; so that we have the somewhat singular sight of a combine reducing prices."

THE E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.
MAMMOTH WORKS AT HULL, CANADA.

Jessop's Steel.

This brand which has earned the title of the "Standard Tool Steel of the world," can always be relied upon by consumers. A full assortment of best and medium qualities kept in stock, at lowest prices.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees :

McRAE & Co.,

Ottawa and Toronto.

MUNN'S LIQUID GLUE.

The Strongest, Cheapest and Best.

Put up in all sizes. Circular and price list on application. KENNEDY BROS., Agents, 101 Bay St., Toronto.

For sale by the following wholesale houses in Toronto :—

H. S. HOWLAND, SONS & CO.
THE HEMMING BROS. CO.
THE ART METROPOLE.
WILLIAM BROWN, Carriage Hardware.

SAY !

If your Jobber can't supply

Kearney and Foot's Files

Write

W. S. McGREGOR, Agents,

11 and 13 Front St., Toronto.

Excellent Quality ! Reasonable Price !



ADAMS-MARS BEST.

GALVANIZED SHEET IRON. SP

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X.	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "	....	2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
16 "	2 35
¼ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright 2 65 2 70
Abercarne	2 65 2 70
Lion	2 65 2 85

Iron Pipe.

Wrought 62½ per cent.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5¼
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4⅛ 4¾
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15 ....
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths abou 9fteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 06½ 0 06¾
Domestic "	0 06½ 0 06¾

Zinc Sheet.

5 cwt casks	0 06 0 06½
Part casks	0 06½ 0 06¾

Lead.

Imported Pig, per lb	0 03½ 0 03¾
Domestic "	0 03¼
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	0 04¾ 0 05
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04⅝ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	4½ 5
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56½ 0 57½
Boiled "	0 59½ 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 50

Castor Oil.

Best, per lb	0 07½ 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, on shipment 17½ per cent.

Wads.—Baldwin's.

	per 1b
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50,50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, discount 45 per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... ..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 25

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per lb 0 01½ 0 01½
Red..... .. .. 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—Socket, Framing and Firmer

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb . 0 25 0 3

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc Prices Low Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 10 to 60 & 10 & 7½

Horse Shoes,

Per keg 3 65

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.

Bronze, Berlin, per doz ..	2 75	3 25
Bronze, Gem, "	6 00	9 00
Lava "	8 75	10 00
Shutter, porcelain, F & L screw, per gross	$1 30	4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass "	4 00	4 50
All glass, "	1 20	1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz	50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz	1 25	1 50
Carp't'rs', hickory "	1 25	3 75
Lignum Vitæ, "	3 85	5 00
Caulking, each	1 60	2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy.....	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon	3 38 4 00
Diamond.....	12 00 15 00

Oil.

Canada Refined Oil (Toronto)	14 15
Carbon Safety "	0 17 0 18
Canada W.W. "	0 20 0 22
American W.W. "	.... 0 25
S. R Seal .....per gal	0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross	1 65	3 00
Brass Head, "	40	1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz.....	55	1 00
Axle.	22	33
Screw	27	1 00
Awning.....	35	2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz.....	1 00	1 85
Conductors' "	9 00	15 00
Tinner's solid, per set....	....	72
" hollow, per inch	....	1 00

Putty

Bladder, per 100 lbs	2 00	2 25
Tins, lbs	2 50	2 75

Rail.

Barn Door, per foot....	.3	3½
Sliding Door, "	3½	3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz	7 50	11 00
Wade & Butcher's "	3 60	10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10 1½	11 11½
¼, 5-16, ⅜ in.....	10½ 10¾	11½ 11¾
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set	0 70	0 75
" N P. "	1 00	1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each.... 1 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz	2 10	4 50
Foot, "	40	3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.

Bench, wood, per doz....	3 25	4 00
Bench iron per doz.....	4 25	5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz	1 15	1 35
" tinned,	1 35	1 60
Tin Rim, " "	2 30	2 45
" black, "	1 80	2 25

Snaps

Harness, German, p. gro.	1 65	5 50
Acme, "	3 00	5 00
Lock, Andrew's "	4 50	11 50

Soap

Sapolia ½ gross boxes.....	3 25
" ¼ and ⅛ gross boxes per gross net cash.....	12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

Spoons and Forks.

Tea Spoons.....per gross	7 50	12 00
Dessert " ..... "	21 00	.....
Table " ..... "	30 00	30 00
Dessert Forks.... "	24 00	.....
Medium " .... "	27 00	.....
Table " ... "	36 00	.....

Squares.

Iron, per doz	1 65	2 90
Steel, dis. 75 and 10 to 80 p.c.		
Try and bevel, dis. 50 to 52½ per cent		

Staples.

Fence, galvanized, per lb	4½ 4¾
Wrought Iron, dis. 75, 75 and 10 per cent.	

Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz	1 75
No 1, Stove Paste, per gross	9 00
" 2, " " " "	4 80

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....		0 06
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$5 50
English Pat. Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each .	0 80	8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz ..... 1 [illegible]

Tinner's Shears and Snips

P.S.&W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.

Mouse, per doz.....	0 35	1 50
Rat "	2 00	4 50

Trowels.

Disston's, discount 10 p.c.

German, per doz.....	4 75	9 00
Brade's "	00	10 50

S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9

Twines.

Bag, per lb	0 12½	0 20
Wrapp'g, mottl'd, pr. pack.	0 50	0 60
" cotton, per lb ..	0 18	0 20
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, flax, per lb	....	.....
" jute "	....	.....
" Blue ribbon	.....	0 12½
" Red cap.....	.....	0 11½
" Crown.....	.....	0 10½
" Silver Composite	0 09	

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50½
Coach, each.....	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.....	6 50	13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
15 per cent. f.o.b Montreal, off revised list, Dec. 1, '92.
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4 " 4 & 6 " }	4½ 4¾
" Plain twist, 2&3 wires	
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.... 0 04½
Ditto Glidden 2 point	.... 0 04½
Galvanized Barb, "Lyman," 2 to 4 points.....	..... 0 04½
Steel staples	0 04½ 0 04¾

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.

Tower's Engineer, each ..	2 00	3 00
" S., per doz.....	5 80	7 50
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

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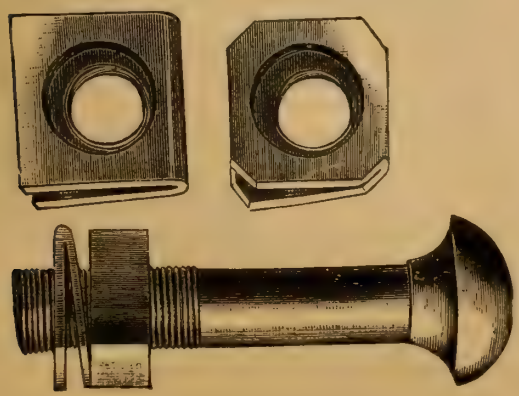
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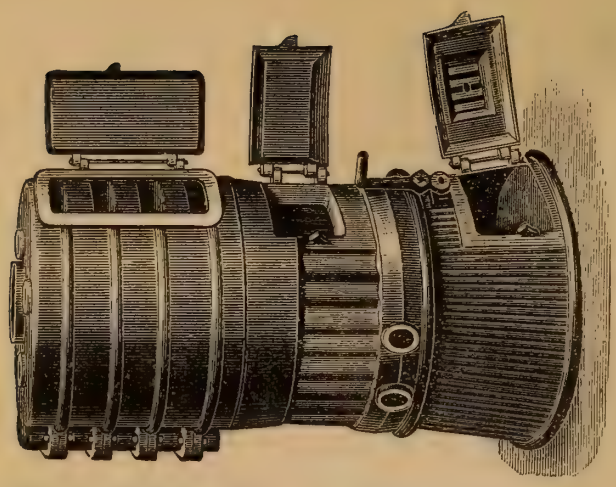
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Of the merits of the "PITTSBURGH" Lamp. If you do not know that

IT DAZZLES ALL COMPETITORS



ALL KINDS

ALL SIZES

Or, if you have not seen

OUR BARGAINS

In assorted Lamps, sold in Job Lots,

Write for Catalogue and Prices at once.

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Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalled Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during this season.

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Five o'clock Tea Kettles.

All goods are manufactured from the best material and workmanship and are therefor strong and durable, possessing a superior finish and handsome appearance. No kitchen should be without them.

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VOL. IV. TORONTO, DECEMBER 17, 1892. No. 51.

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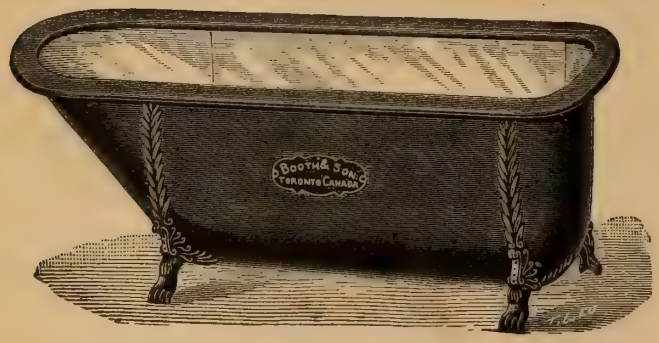
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IMPROVED SANITARY BATH



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Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

GALVANIZED STEEL BUCKETS.

IMPROVED PATTERN.



IMPROVED PATTERN.

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They are superior to the ordinary Flaring English Bucket, being of greater capacity.

They are stronger in shape, consequently more durable.

They will not slop over or tip over, owing to the wide bottom.

They nest very close and firm, which protects them in shipping.

The rim is in one piece with the body, consequently cannot get knocked off.

They are galvanized and not lead coated.

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ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, DECEMBER 17, 1892 No. 51

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

The strong position of copper is well supported by favoring conditions in both production and consumption. The output of the mines is limited by an understanding among the owners, while extensions of the use of copper are being pushed farther every year. We have now an increasing demand with a steady rate of supply. For some time previously, one increased about as fast as the other, the supply keeping pace with the enlarging demand, and the market stood at equilibrium at a low point in the scale of value. With production limited and consumption expanding, prices have moved up, and it is not certain that they have got to the end of the movement. The present state of the market warrants the view that prices will be still higher. There is now a very large quantity of copper being used in all civilized parts of the world. Electricity has given a great impetus to consumption. The different electric systems have consumed hundreds of tons recently. The telephone companies have changed from iron to copper wire, though in many country districts the change has not been completed. The application of electricity to furnish power to manufacturing plants has likewise widened the demand for copper wire very greatly. Many who formerly could not afford to go into manufacturing, because of the cost of obtaining power can do so now simply by obtaining a current from some system within easy connection. Electric power is now doing work in some very small factories where hand labor might have continued to be the sole means of production for many years. By its extension of manufacturing plants electricity has also extended the use of copper. Electricity has likewise displaced steam to a great extent in many large factories, it has led to the starting of short railroads that would never have been started probably if steam had to be depended on to furnish the power, it has displaced horse power in the street car service of most of the towns and cities, it has displaced gas very largely for the lighting of towns and cities. All this is to the benefit of the copper market. The Dominion Wire Co. is now doing a big business in drawing trolley wire in mile lengths. One or two other iron mills are putting in wire-drawing machinery and will soon be drawing copper. The consumption of copper is vastly greater than ever it was, and cannot fail to tell favorably upon prices whenever there is any check to production.

* * *

The test at the United States Arsenal, Watertown, Mass., of the comparative holding power of cut and wire nails was begun on the 30th ult. and prosecuted according to announcement, but no report has yet been issued as to the result. The government testing machine, constructed by Major Emery, and said to be the largest and finest of its kind in the world, was the tribunal before which the case for each class of nails was tried. James E. Howard, under whose direction have been carried out the government tests of metals of which the reports are looked upon as authorities by the mechanical engineers of the United States, supervised the tests between cut and wire nails. There were no wire nail representatives present. The tests were pursued through a period of several days and had to be adjourned. Though no deliverance has yet been issued by the officials in charge of the tests, it is said that the superiority in holding power of the cut nail over the wire nail was demonstrated in every instance.

* * *

At a meeting in Montreal last week of the Miners' Association of Quebec, the indignation of members was freely expressed at the provincial government's imposition of a tax of $150 on powder magazines. Cases were brought up in which the government threatened immediate execution of the law if the tax was not paid. It was shown that the tax on powder alone would amount to several hundred dollars in the case of mine owners who had three or four magazines. The tax is certainly an oppressive one. The original purpose of a powder tax was undoubtedly to prevent the storage of dangerously large quantities by merchants, who might seize an opportunity favorable to speculation to load up with a quantity of stock sufficient to blow a city up if once ignited. It is well that such danger should be provided against, and the province of Quebec made it a remote and unlikely contingency by passing the law making such quantities as constitute a magazine taxable at $150. But the financial straits of the province have given an unusually wide application to the scope of this tax, and are now including in it the magazines of mining companies. The effect of so heavy a tax on one of the materials necessary for mineral development cannot but tend to check that development. The Mining Association passed the following resolution at the meeting referred to: That a deputation be appointed by the chairman to wait upon the Quebec Government and lay

before it the feeling of this meeting regarding the imposition of the powder tax as applied to mines, with a view of inducing the Lieutenant-Governor-in-council to exercise his right to exempt the mines of this province, as provided for in the Powder act; that as an alternative the Government be requested to grant a case to test the legality of the act.

* * *

The questions to which the answers below are affixed were forwarded by a subscriber :

1. How many years is it since the Patrons of Industry were started ?

It is about four years since they got a footing in this country.

2. Is it a very flourishing order ?

So far, it has accomplished little. It has undertaken some considerable objects, but none of importance has been realized. Lodges in several parts of the country have died out. The main inducement to farmers to join the order is the prospect held out by organizers that the Patrons will be able to buy at much lower prices than people outside of the order. Since that prospect has not been very generally realized, the members of Patron lodges have lost a good deal of their enthusiasm in many parts of the country. The Patrons have been unable to effect any of the political objects they aimed at, failing to elect a single member to the House of Commons, to secure any change they agitated in the duty, to abolish the Senate, to enlarge the powers of county councils, to bring about a purely revenue tariff, or any other professed or attempted change. Their commercial success has been likewise limited. Their special salt contract did not go through, as the Company they made it with was obliged by a decision of the courts to remain in the Association which forbid its lowering the price. From a consideration of these and other facts it must be concluded that the order is not a flourishing one.

3. Does the order exist yet in the place it parted in ?

It does, but not in great prosperity. It was started in Minnesota. The Populists, or People's Party, have attracted the attention of the farmers who believe in the underlying principle of such movements. Even before the name "People's Party" was heard of, the Farmers' Alliance overshadowed the the Patrons in the United States. In that country the Patrons are now but little heard of.

4. Can they have in the order as much for one dollar as for three dollars outside of it ?

The fourth question was not written very distinctly, and we are not sure that it is correctly given above. Of course the answer to the above is No.

5. Does the order carry on any manufacture at headquarters ?

No. It would need to be chartered as a manufacturing and trading body, and it is not so incorporated. It has a charter of incorporation under an Ontario statute, but not one conferring any authority to trade.

7. Has the order a large capital ?

No. It does not profess to raise money for any commercial purpose, except in the case of persons within the order who desire to organize for some trading or manufacturing purpose. Such an organization has to be incorporated as a separate body, if it wishes to do a business as an individual in the same way as any joint stock company. There are such companies formed in the order, for example that at Brantford to make agricultural implements and binding twine. We do not know whether or not this is incorporated, but it would need to be to make the contraction or collection of debts easy, or to assure confidence in it on the part of people it aims to deal with.

8. Which has the greater benefit : the farmers or the organizers, who get $13 for opening lodges and instructing the members ?

The organizers appear to have the surest thing.

9. How many years will it take the Patrons of Industry to close the doors of the manufacturers and wholesale merchants of the country ?

It would take so long a time that the order will not live to see that object accomplished.

* * *

The Boards of Trade are getting into line to suppert their petition to the Government to take in hand the insolvency bill drafted last winter. It will be remembered that the Boards were disappointed in their intention of having the measure voted on in the last session of Parliament, Sir John Abbott refusing to entertain it as a Government measure at so late and busy a stage in the work of the session. The bill was not submitted early enough to receive Government consideration, and it was not deemed desirable that it should be introduced to Parliament through any other medium. In addition to the better chances of success the bill would have if introduced as a Government measure, its support by the head of that Government, Sir John Abbott, would be a special advantage in its course through Parliament, as he was the author of the measure of 1876. It may be that his retirement from politics may be a loss to the cause of reform in the direction contemplated in this bill. It is important, however, that they should have it up for Government consideration in good time, that it may not be laid over again or too hastily disposed of. The joint committee of the Boards of Trade which has the handling of this matter is meeting in Ottawa this week.

* * *

It would materially increase the usefulness of our postal service to business men if it afforded some security for registered parcels. There is a freer use made of our mails for the carriage of money letters than there would be if it were generally known that such letters are carried at the sender's risk. The majority of people believe they are protected from loss when they take the precaution to register a letter. All that registration does is to afford a clue to the tracing of a letter through its course in the mails so far as it has proceeded in that course. If it cannot trace a lost letter to recovery, the sender has to suffer the loss of its contents. Registration probably exposes the contents of a letter to mischance quite as much as it protects them, for the dishonest postal servant is thus enabled to distinguish between packages of value and letters that would be worthless to him. The government can well afford to insure registered letters, because its revenue from registered letters since the registration fee was raised to 5c. is over half a million dollars, while losses in that time have amounted to only $10,702. The Post Master General is reported to be giving consideration to the recomendations of the Winnipeg Board of Trade on this matter.

SALES ROOM TOPICS.

In our editorial reference last week to the changes made in the wire list, that list was erroneously spoken of in one place as the "wire nail list." Many of our readers would perceive the mistake, but as it occurred in the first line of the article many might not.

M. & L. Samuel Benjamin & Co. are making a specialty of Paris green. They are booking numerous order already. They are receiving a new shipment of glass and will now be able to fill all back orders.

The McClary Manufacturing Co. are now the exclusive holders of the syphon five gallon oil cans of the Toronto Can Co.,

whose stock of 180 dozen they bought at a very low price. The benefit of that close purchase they now offering their customers.

Bertram & Co. report the demand for their files to be exceptionally good. In many of the sizes they are oversold, while repeat orders continue to come forward.

H. S. Howland, Sons & Co. have just opened out a line of carvers called the "Perfection" that may be depended on to give a good account of itself before the holiday trade is over. It is rather too much to say of anything that to be sold it needs but to be seen and quoted, but the appearance and price of this line will save labor in salesmanship that can be expended on something else. They are hand-forged, and the difference in appearance between them and machine-forged goods is decidedly in their favor. In the knife one face of the blade is a perfect plane, parallel from edge to back with the cut. The steel is a very common-sense instrument, the sharpening surface being separated from the handle by a swell that is intended to act as a guard. The handles are of stag horn and of celluloid. The line is a very attractive one.

Stewart, Wood & Co. have received their last shipment of this season's glass, and have now an unusually full stock.

The Doty Engine Works Co. is filled up with orders, and is very busy now upon marine engines and boilers and machinery. The amalgamation of this company with the Waterous Engine Co. is a probable event.

M. & L. Samuel, Benjamin & Co. control the sale of the Maple Leaf line of pocket cutlery, which is a leading line in the current demand for Christmas goods.

It is expected that lead of Canadian refining will be on the market next spring.

A line of Potosi silver goods, including tea, dessert and table spoons and forks, specially manufactured for the trade of H. S. Howland, Sons & Co., is now being offered by that firm. The plain surface is relieved by a maple leaf stamp that improves the appearance.

A MEETING OF BAR IRON MEN.

An event that attracted considerable interest among the iron trade in Montreal was the visit of two of the leading bar iron manufacturers of the Maritime Provinces, and the report that they had come up to confer with the Montreal makers in reference to the prospects on bar iron, and the possibility of better prices being made. The two gentlemen in question were E. R. Burpee, Coldbrook Rolling Mills, and J. C. Robinson, of the Portland Rolling mills, of St. John, N. B. On Friday last they and Mr. McMaster, of the Montreal Rolling Mills, met at the Windsor, and an appointment was made for them to meet the other members of the trade later on. Subsequently a conference was had with Mr. Peck, of Peck Benny & Co., Mr. Abbott, of Abbott Bros., and Mr. McMaster; but the fact was recognized that it was useless to enter into any discussion of an advance in price without a representative of the Ontario Rolling Mills being present. Accordingly, President Doolittle of that company was wired and asked if he would be willing to attend a conference in Montreal on Monday. A reply was received that Mr. Doolittle was away, and that until he could be consulted the officials of the Ontario Rolling Mills Co. could give no answer. Accordingly nothing was done, but it is understood that an effort will be made again to have a general conference including the Ontario Mills people, who are as every one knows, the largest manufacturers of iron in Canada. As to the question of an advance in bar iron the jobbing trade do not have much to say on the matter. One leading jobber remarked, however, that if the price was advanced to any material extent they would have English bar to compete with, despite the duty. Whether this is a bluff or not only actual development can decide, but in the meantime there is no change in price.

A FAMOUS CUTLERY MAN.

There was a famous hardware man in Montreal last week, and perhaps HARDWARE'S readers would like to hear what he had to say, so we give an interview that was had with him at the Windsor Hotel in that city. The gentleman was Joseph Rodgers, of the celebrated cutlery firm of Joseph Rodgers & Sons, known the wide world over, wherever an urchin whittles a chip or an adult scrapes his chin of a morning.

Mr. Rodgers has come to this country to place himself anew in touch with the trade in Canada. The firm has a big business on this side, and Mr. Rodgers wished to see his patrons and talk over business personally with them. Referring to the McKinley bill, he said it had not wrought such havoc in England as its framers had wished. Before the bill became law the ad valorem duty upon certain classes of razors and desk knives, of which the firm sold hundreds of dozens, was 35 per cent. The bill raised the duty to 180 per cent., but Mr. Rodgers claimed that his firm sold just as many of these two lines as ever. The people paid the difference, that was all.

He did not expect too much from the election of Mr. Cleveland. The whole world was against England now, and he was beginning to think and a great many others felt the same way, that there ought to be more reciprocity.

Speaking of how the firm sustained their reputation, Mr. Rodgers said that they had all the advantage of heredity, of long years of experience, raising trained operatives from the cradle, cheap coal and iron, the best of grindstones and the best of raw material of every kind. These were some of the advantages, and although the Americans had imported some of their most skilful men, the proof that better work was done in England lay in the fact that they still did a great business there, despite the tariff.

THE H. R. IVES MATTER.

After a lengthy investigation, the provisional committee in the H. R. Ives matter submitted their final report on Friday last, and the substance of this was rather of a surprise to the trade, as the general expectation leaned to the idea that the investigation would result in an extension of time and the business being arrived on as usual. It transpired, however, that the bulk of the assets of the firm were locked up a little too tight, and it was therefore concluded that the best thing to do was to ask for a formal abandonment of the estate and wind the business up before deciding on anything further. The statement showed that there was only about 18,000 of the assets susceptible of prompt realization, whereas on the other hand there were direct liabilities of $80,000.

At the general meeting of creditors there were present: James Phymister, of the Londonderry Iron Co.; Messrs. King and Gregg, of Warden King & Co.; Col. F. E. Massey, of the E. & C. Gurney Co.; J. N. Campbell, of J. Macdougall & Co.; J. E. Lewis, of Crathern & Caverhill, and Mr. Towle, representing in all about 70 per cent. of the liabilities. The committee reported that the estate showed a large surplus, but that to avoid any complications they deemed it best that Mr. Ives should make a legal abandonment of his estate, the following statement of the affairs of the firm being submitted:

ASSETS.

Cash	$ 534
Bills receivable	364
Real estate and cold storage	110,227
Longueuil estate and foundry	49,773
Machinery and plant	44,627
Canada Wire Co.	10,002
Stock investments	410
Inventory	50,670
Accounts considered good	24,993
Contracts	12,418
Total	$304,008

LIABILITIES.

Mortgages	$ 73,800
Bills payable	72,733
Privileged claims.....B.	6 886
Bank of Montreal	2,958
Total	$156,377
Surplus	$147,631

Mr. Ives did not make any offer, and on Saturday last on the demand of James Reid Wilson of Thos. Robertson & Co., made a legal abandonment in favor of Chas. E. Sanderson of B. & S. H. Thompson & Co., as curator, and H. V. Meredith of the Montreal Bank, F. Fairman of the Dominion Wire Co., and Jas. R. Wilson of Thos. Robertson & Co., as inspectors. In iron circles the belief is expressed that all the creditors will be paid in full, and that a handsome surplus will be left over for Mr. Ives when the estate is settled up.

OUR LONDON LETTER.

London, December 3, 1892.

STATE OF THE METAL MARKET.

It would be very much pleasanter to be able to report favorably on the condition, or even the chances of an improvement in the state of our metal trades, than falls to my duty of steadily recording the depression which exists in nearly all our industries. The return which Mr. Waterhouse, of the North of England Conciliation Board, has just made in connection with prices and wages in the northern manufactured iron trade shows increasing depression, the production of rails, bars, plates and angles for September and October (33,000 tons) not much exceeding half the output during brisk trade three years since. The net average price of £5 6s 9d is 8d decline, the reduction this year being 4s per ton. Ironworkers' wages were reduced 2 1-2 per cent. two months ago, but remained unchanged for the next two months by arrangement arrived at under the sliding scale.

In Birmingham, now orders, both for home and export, are very scarce, and the business done is very backward for the time of year. It is hardly likely that any revival will occur this side of 1892, and the paucity for orders does not look encouraging for the coming year. The masters in the iron plate trades have given notice of a 10 per cent. reduction in wages, and it is expected that the men will strike next week. There is not much doing in any department on foreign account. The nail trade is dull, and makers of jewellery and fancy goods have only enough work to keep them on full time, occasionally not that. There is a little more doing in chains and cables, steel wire nails, cabinet and builders' hardware, kitchen utensils, and furnishing hardware. There is no improvement in prices of galvanized sheets. As regards pig iron, we are not likely to see any permanent improvement in prices as the season is at hand when requirements fall off and stocks increase; indeed, there was an addition last week in this direction to Connal's warrants stock of 997 tons. The manufactured iron trade in Middlesborough is very dull indeed.

SHEFFIELD AND THE AMERICAN TRADE.

The trade press are discussing the bearing which Mr. Cleveland's return to power will have on the Sheffield trade. It is argued that no town in England is more deeply interested in a modification of the McKinley tariff than the cutlery exporters of that district. At one time, however, America was the key to the Sheffield trade, and while this is so no longer, there still remains an important section of it which tariff relief will very considerably assist. As I pointed out in a recent letter, manufacturers themselves in the town greatly differ in their views as to the effect of a tariff reduction. Some believe that the immediate result will be prejudicial. The return of Mr. Cleveland, they say, will cause American storekeepers to hold their hands. They will deal cautiously until they see whether the new President is in earnest about tariff reform. Houses which can afford to stock gods heavily and who have faith in the free trade proclivities of the Democrats, may lay in a good stock of goods in the expectation of a heavy call next autumn. Very little enthusiasm is entertained, however, in the direction of obtaining such a great boom as the repeal of the McKinley tariff. The helplessness of such a hope is keenly felt. The new American industries which that Act was the means of bringing into existence, would all be up in arms, and the millionaires who have flourished under its protection and the protection of previous Acts of the same nature, would not allow such chances to slip through their fingers without a great struggle.

GOOD AND BAD PACKING.

Although Canadian manufacturers are not primarily concerned in the question of packing for export, yet reference to a controversy which is going on in this country concerning deficiencies of the English exporter in this respect, may be interesting to your readers. Messrs. J. Birch & Co., well known in the export engineering trade of this city, state that an English engineer lately returned from abroad found that a firm there could afford to undertake the erection of some bridge work at so much less if the bridges were made by certain continental firms instead of in England, owing, he said, to the fact that the continental makers sent out their work so well matched, so carefully packed, and with such complete instructions, that a very considerable saving could be effected in the erection of a bridge. One of Messrs. Birch's staff, who has examined some large structural work being carried out for them by another continental maker, reports that there is an amount of care being exercised in the putting together of all parts and in elaborate matching, so as to facilitate the erection of the bridge, which is superior to anything of the kind he has seen in England. Another correspondent of the same firm writes that a certain continental firm send out their goods so well packed in strong cases, and so well wedged to prevent accident in transit, in comparison with English goods, that it secures them a strong preference. English bar iron makers, states the firm, are now losing the trade of India and other eastern countries, which are being supplied in ever increasing quantities from Germany. Basic steel bars of very fair quality are being sold f.o.b. at Hamburg at £5 a ton, which is considerably less than the cost of the commonest English bar. The reluctance of English makers to furnish estimates and other information to would-be purchasers is, in this firm's opinion, another serious drawback, and is certainly far behind what our foreign rivals practice. On the other hand, it is contended that firms engaged in the export business fully recognize the vast importance of good packing and furnishing all the details necessary for shipping routine work. Such firms, it is true, have an experienced staff alive to the necessities of the trade, and such firms naturally contend that packing is done as well here as it is ever prepared in Germany or in other countries. Packing, of course, costs money, and the packing materials cost money, and is as legitimate a charge as for any other work done. Many merchant firms either don't see this, or they won't recognize its truth, and very often place their orders with manufacturers who have neither the experience nor a staff able to cope with such work. They are ignorant of packing work and are ignorant of shipping requirements; while, as to rendering a careful specification of goods with shipping marks, weight, net and gross, contents of casts, plain references, etc., they are ignorant of the first rules of such matters. It seems to resolve itself into this: That we have firms who execute export orders in a slipshod way, not having the proper facilities and experience. Orders are given to such firms because the merchant or buyer will not go to the expense of packing which proper export houses always include in their expenses. Undoubtedly we have also many excellent firms who can execute export orders as well as any foreign house. As regards insufficient estimates, our manufacturers have found that plans and estimates prepared at great labor and expense are used against them, and their very plans are sometimes adopted to secure rival quotations, resulting in loss of orders. Manufacturers ask for more fair play. At the present time they seem to stand between the devil and the deep sea. Higher wages and heavier expenses on the one hand, and keener competition every day from all sides on the other.

THE CANADIAN MARKET.

Sheffield.

Our United States competitors have not for years been able to provide their customers with all the goods they need in electro plate goods, and have contented themselves with taking such articles from this country. They are now bidding for the Canadian trade, and Sheffield houses find themselves hard pushed in some instances to keep their grip of the market, even by sending out tempting wares at tempting prices. In the file trade the depression is as marked as in the cutlery branches, many men being out of employment and others on short time.

STRIKE IN THE IRON TRADE.

As I write intelligence reaches me that the Iron Trade Workers' Association have just decided to come out on strike next Saturday in consequence of the notice given by employers to discontinue the advance of 10 per cent. which was granted in 1889 after a long struggle. About 400 men will be affected in Birmingham and neighborhood. The masters say that the very depressed state of trade renders the reduction imperative if business is to be kept going at all. At the same time another telegram reaches me from Wales stating that a considerable revival has taken place in the Welsh coal, iron, steel, and tin plate trades since Mr. Cleveland's return, and yesterday work was resumed after a long cessation at the large iron and steel works at Dowlais and Cyfarthfa. Several thousand men, it states, who were previously out of work are again being employed.

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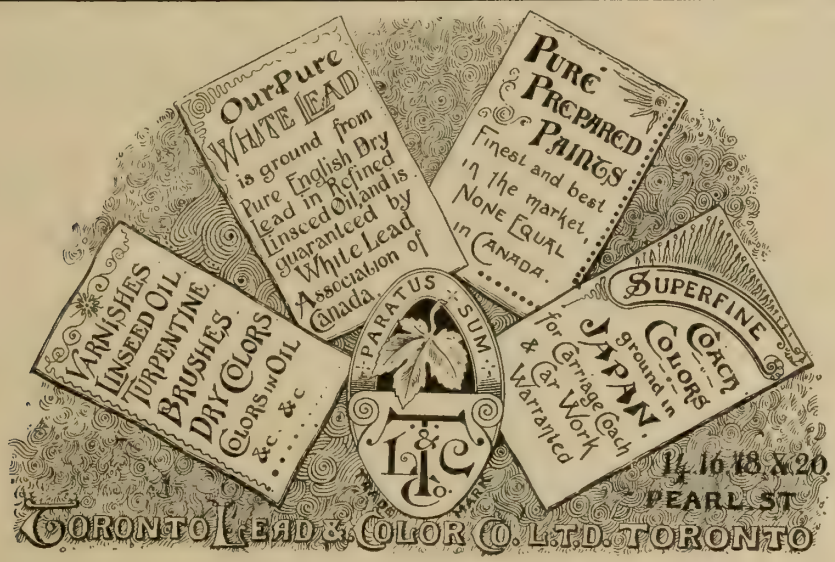
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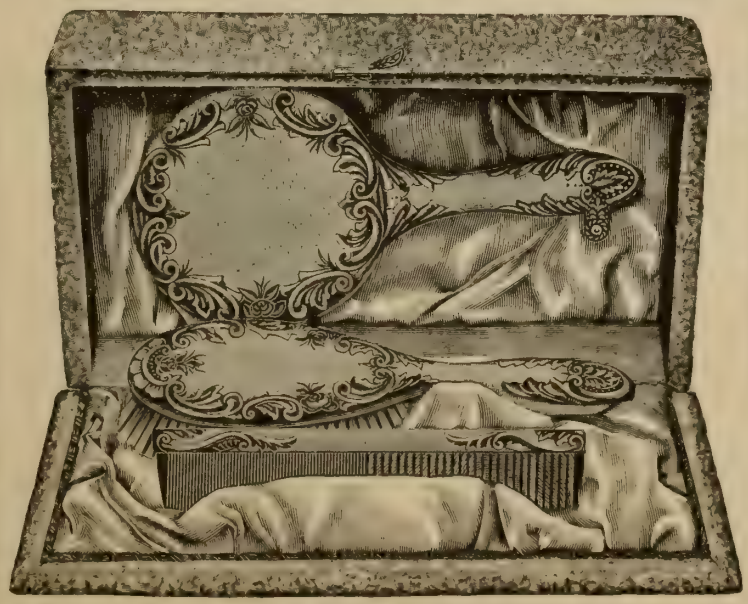
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DOES IT PAY TO RE-CUT FILES.

I have given attention to this question for a few years past, and I am convinced by my experience that it pays well to have files re-cut, provided that an economical grade of file be bought in the beginning. Economy, to be consistent, must commence by purchasing that file which yields the largest return for the outlay, and it does pay to re-cut this grade of file; but it is a waste of money, in myexperience, to buy cheap, common files; and this is the grade which does not stand re-cutting.

I can make my meaning clearer by relating the practical illustration which opened my eyes to the difference in the efficiency of files. A little flat block of tempered steel had been worn slightly concave, and was sent to me to be filed flat. We had promised to finish it by the following evening. The work was begun at seven in the morning, and when I came to my office my foreman reported that the first file, a new one, had given out. A second file followed, and before noon my foreman again reported that no progress had been made, and that the third file was dull. All three files were of the same size and cut, but of different well-known makes.

At noon time a high-priced file of a celebrated make was procured, and the workman began to use it at 1 o'clock. The job was finished before six; and this file was in first rate condition, and was used for long afterward.

This experience led me to buy a few files, paying for them about double the price I had been used to; and I found that, besides performing from 20 to 30 per cent. more work in a time unit, they outlasted from two to three files. It appeared clear to me that this increased efficiency of the man's labor would warrant the use of the dearer file, leaving the other file as clear profit.

A good file must be made of good steel; it must be cut carefully with a sharp chisel, and it must be carefully hardened and tempered. Cheap files are made necessarily of cheap, common steel. A blunt chisel will cut more files than a correctly whetted, sharp chisel, for the sharp chisel gives out sooner; but the blunt chisel forces up the metal, injuring the steel, and making a short, stubby tooth, with incorrect clearance angles. The steel has been weakened by the hammer-like blow and is in no condition for service. In addition, cheap files are made by unskilled, cheap labor, which does not know whether it is making good files or bad ones.

Finally, cheap files are tempered by methods which give a large product at the cost of quality; frequently the files are too soft, frequently the teeth are burnt, and often the surface is warped, so that it bears in spots only, and not over the whole surface.

The chief argument advanced against re-cutting is that the low price of new files does not warrant it.

It is my belief that this grade of file is the dearest kind which you can buy. Of course, this cheap file will not stand re-cutting. I have brought here two files which cracked in hardening. You will notice that the teeth are still soft, although the steel was heated high enough to crack it.

Files made of good material may be re-cut twice, sometimes oftener, and they are the more adapted for this, as I have found that the high-priced files are from 12 to 20 per cent. heavier than the others.

Files of excellent quality can be had at about 50 per cent. off the American list, and they cost about 35 per cent. ff re-cutting list for recutting. I can find no important difference between the new and the re-cut file, and, at these prices, there is a saving of about 30 per cent. in favor of re-cutting.—H. Binsse.

THE DECLINE IN COST OF PRODUCTION.

No statement is more frequently heard in times of low prices like these than that product is being marketed below cost of production. It is a statement so frequently reitterated by sellers, who still go on meeting a further drop, that buyers have become very skeptical and pay very little attention to such arguments. It may be admitted that there are times when a manufacturer will sell at loss. He may do it to keep his organization together, or to retain a real or fancied hold upon his trade. It does happen, too, that sometimes sales must be made to procure funds to meet maturing obligations, or that goods are slaughtered because it is the best way out of unfortunate purchases of raw material. It is true also that a certain price is below the cost of a poorly located, antiquated, or inefficiently managed plant. But all these special circumstances put together will not account for more than a fraction of the number of cases in which a plea of selling below cost is urged as an argument to effect sales, or in which the assertion that rivals are ruining themselves in this particular way is made in order to give the buyer some confidence in values.

In the staple products at least consumers try to obtain as close an estimate of the capacity to produce cheaply as they can, and generally they are too high because their figures are not the latest obtainable. They observe how producers go on selling close to or below the limits which are dangerous according to the data which are in their possession, and yet seem to prosper, with enough confidence in the future to extend and improve their plants.

We believe on the whole that those who are active in the commercial side of manufacturing enterprises fail to take into account that the technical management is slowly but steadily cutting down the elements of cost, and that every achievement thus attained is a permanent gain. An increase in the product from a given part of the plant reduces labor cost and general expenses, a lowering in the fuel account per unit of production is never lost, a reduction in the waste or its utilization, is a permanent gain. Materials in course of manufacture are handled more efficiently, selling expenses are lowered and quality is improved. All these gains are cumulative and are permanent. Singly and for short periods they do not make an imposing show, but we venture to say that no manufacturer who has behind him the record of ten or fifteen years' achievements will fail to be surprised at the effect of these economies in a cost sheet of 1891 as compared with a similar document dating say 1880. Let him figure out how many tons of fuel per unit of product, how many days of common and of skilled labor, what his percentage of waste and of rejected or second-grade product was. Let him study the question of how much his unit of machinery turned out then and now. We venture to say that there will be found few lines of manufacturing in this country in which some wonderful gains have not been achieved.

A retrospect of this character, in its startling results, will serve to emphasize the fact, which is only too often lost sight of, that in a progressive industry cost is being whittled down incessantly. There may be temporary advances in the unit price of labor or of raw materials, but the quantity is being lessened steadily and permanently, and is incessantly crowding down cost. The days of a plant, and, for that matter, or a whole industry, are numbered when this quiet and slow progress is arrested and small and permanent improvements cease to have their effect upon the elements which go to make up that most precious document of the manufacturer—his cost sheet.—Iron Age.

WIRE NAIL VS. CUT NAIL.

The wire nail people, it is thought, will pay no attention to the tests to be made at Watertown as to the relative holding power of the wire and cut nail. Four companies have agreed to this line of action. It is understood that they claim that they have succeeded in placing the nail on the market at a much higher price than the cut, and have made it extremely popular everywhere. Now a time has come when they can sell the wire nail at a price really as cheap as the cut, if not, nail for nail, cheaper, and they can hardly see where a retrograde movement can set in. By the new improvements in the wire nail machine two hundred and thirty revolutions can be made in a minute, but the speed is at present held down to 190 revolutions, which gives an output of from 40 to 60 per cent. more than could be done before. The cost of making a keg of nails which includes the keg is about 18 cents. They claim that "the tests before were conclusive, the reresults variable, showing the superiority of their nail in many sizes, and possibly an inferiority in one or two.

The cut nail people claim that the tests before were not conclusive. The nail was driven through two planks, but not fully, a portion being left exposed, so as to be clinched by the testing apparatus. This they claim made a wide difference as to results, and to remedy this they have obtained the sanction of the Government for new tests. The point with them is the holding power, the claim being that is what the nail is for, and that the rough sides and edges of the nail separate the fibres at first, which come back, making a strong hold. They think that the tests "will show the public that the popularity of the wire nail is not founded on true merit, and that if they take a little pains to inform the public, the cut nail can be restored to its former position in the trade"—N..Y. Hardware.

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TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

—Twenty million cans were used to pack the corn pack in Maine this season.

Lowe & Farrell, London, Ont., have got the contract for wiring 2,000 electric lights at Brantford.

Tenders for the purchase of ninety tons of horse street railway steel rails in good condition are invited by the town clerk of Chatham, Ont.

The Nova Scotia Mining Association has invited the American Institute of Mining Engineers to hold their next autumn session at Halifax.

The Northey Manufacturing Company is about to expend $18,000 in the erection of a factory on the south side of King street, Toronto, at the subway.

The County Council of Hastings, Ont., have awarded the contract for a new iron bridge at Tweed to the Peterboro' Bridge Company, whose tender was $2,325.

The new hardware store of Falconer & Martin, Deloraine, Man., is now finished, and has been opened for business. The new building is a fine structure, 150 by 40.

English manufacturers are fashioning their furnishing articles by the introduction of white and gold metal work. This ornamentation is applied to fenders, lamps, electric fittings, etc.

The Ontario Malleable Iron company of Oshawa, capital $100,000, has been incorporated with W. F. Cowan, John Cowan, R. J. Cowan, Frederick W. Cowan and Susan Cowan as incorporators.

Alonza W. Spooner, of the Queen City Oil Co., Port Hope, and Sam. Bennet, Manager for Spooner's Copperine, went north last Tuesday for a few days pleasure, before settling down to hard winter work.

The Albion Iron Works, Victoria, B. C., are making big improvements in their buildings and plant. It is proposed to get the best and most complete machinery, so as to compete with San Francisco. It is not intended to sell out to an English company.

Charles Comer, formerly with Muckleston & Co., Kingston, and son of G. W. H. Comer, of the customs department, is home on a visit. He is engaged in the hardware business at Calgary, N. W. T., and is also connected with the fire brigade of that place.

Quebec mining men are raising a lively row over the imposition of the $150 provincial tax on powder magazines, They consider it a grave injustice that a small company with a stock of say 25 pounds of powder only on hand should have to pay this impost.

A pair of shears for barbers is a late invention. The pivot between the blades is extended to carry a comb, which is parallel with the scissors. By the aid of a nut the distance between the shears and the comb can be varied and the hair cut at any desired length.

At a special meeting of the Montreal Board of Trade power was given to the council to raise the capital from $500,000 to $550,000. The new building, which is now roofed in, is an elegant and massive structure, and will be ready for occupancy on the 1st of May next.

E. A. Wills, secretary of the Toronto Board of Trade, while in Ottawa on Saturday, arranged that the deputations from the Toronto, Montreal, and Hamilton Boards of Trade on the question of insolvency legislation would be heard by a committee of the Privy Council this week.

The Leamington Business Men's Association have elected the following officers : President, G. F. Cronk ; vice-president, James S. Greenhill ; secretary, James Fell ; treasurer, G. W. Jackson ; directors, Thos. Fuller, W. F. McKenzie, P. Phillips, Wm. Smith, F. E. Sherer and J. A. McDonnel.

A steel steamer for the Dominion Government is to be built at New Glasgow, N S., this winter by I. Matheson & Co. The steel plates for the purpose are to be imported from Britain, and the rivets, about thirty tons, can be got in Halifax and St. John. The steamer will probably cost $60,000, and is intended for ferry service of the Northumberland Straits.

The clerks in a Princess street hardware store were startled the other morning, says the Kingston Whig, by hearing a bell ring in the shop. It was naturally supposed that some one had opened the till, but after looking all over found something had fallen down and struck a bell in the window. The clerks claim it must have been Jay Gould's ghost, as it occurred at exactly 9 20 o'clock.

The Central Early Closing association of Montreal held a meeting at the dry goods clerks' hall, St. Denis street, a few days ago. Very encouraging reports were received. One hundred and fifty more retail grocers have signed the petition asking the Legislature to adopt Mr. Auge's Early Closing bill. The association will hold another meeting before the meeting of the Legislature.

With regard to the reform of bills of lading, the following resolution was carried at the congress of Boards of Trade held in London, England, last summer. "That in default of a conference being secured between merchants, ship-owners and underwriters, for the purpose of settling bills of lading reform to the satisfaction and convenience of all concerned, steps be at once taken by the Chambers of Commerce of the empire to approach the Imperial Board of Trade, with the view of having the question determined by Act of Parliament."

C. Evans and F. Mellish, two employes of the Waterous Engine Works, both had fingers taken off the other morning. The Mellishes have had a hard run of luck lately. On Sunday night a lamp exploded in the house and nearly set the place on fire, and then a runaway horse threw Mr. Marshall, of Burford, head first through a plate glass window in Mr. Mellish's lock store, wrecking a quantity of Christmas goods.

The Bowman Hardware Company Hamilton, has applied for permission to place a boiler-plate, fire-proof box on the edge of the sidewalk on Catharine street, adjoining their premises at the corner of King street, in which to store the quantity of powder that, as dealers the firm is permitted to keep in stock. It was explained that this is the system now most in favor in the leading American cities, as involving the least danger to the public in the case of fire. The members of the Board thought it well to act cautiously, and referred the matter to the chairman, with instructions to consult the chief of the fire brigade, and if he is favorable to the plan, to reccommend the Council to grant the request. Permission was subsiquently granted.

The asbestos deposits of Italy and Canada have been known longer than those of other parts, and have been, perhaps, worked with greater skill, but the same may be said of petroleum. The United States had the monopoly of petroleum for some time, but now there is hardly a single part of the world where it is not to be found. The same will be true of asbestos in a short time to come. The short life of the asbestos industry has been one of great activity and progress, and its future seems to be on a par with that of electricity. There is no doubt that adulteration has had a tendency to retard the adoption of asbestos for many purposes, as the bad material used resulted in failure, and users preferred to stick to the old methods than to trust to what they knew very little about. Now, however, the ease with which material of inferior quality can be de-

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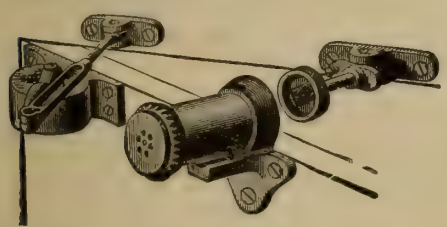
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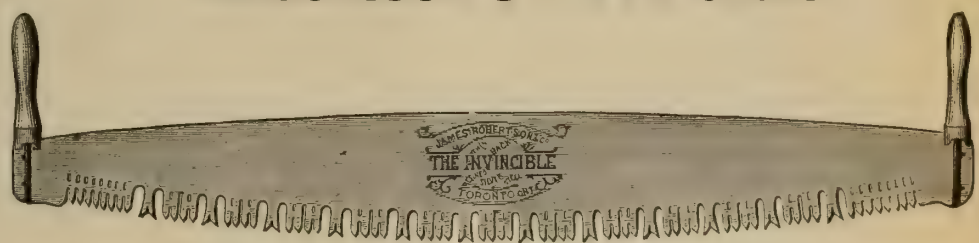
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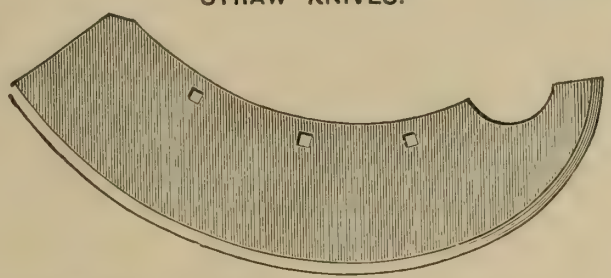
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Spring Keys, and Cotters.

Goods the best. Prices moderate
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tected enables one to decide for himself without relying upon the specious advice of those interested in particular brands.—Iron and Steel Trades Journal.

The publishers of the House Furnishing Review issue a charming holiday number of that journal. Though but seven months old, the Review shows none of the crudity of youth in its matter or appearance.

John Mitchell, traveller for Bertram & Co., is, we are sorry to learn, still on a sick bed at the St. Paul's Hotel, in Meaford. Six weeks ago Mr. Mitchell was taken down with a cold and has not been able to leave his room since.

The dissolution of the firm Benny, Macpherson & Co., wholesale hardware merchants, Montreal, leaves Robert Benny sole proprietor of the business formerly carried on by that company. A. Macpherson, the retiring partner, has entered into partnership with his son, A. Gordon Macpherson, under the style Alexander Macpherson & Son, and they will do business as general merchants at 378 St. Paul street, Montreal.

The Pike Manufacturing Co., Pike Station, New Hampshire, send us a copy of their new Illustrated Catalogue, which we have looked through and consider a most useful one to the trade. The merchant will find it abounding in information relative to the extensive line of polishing and sharpening stones manufactured by this old company. Their business has been in existence steadily since 1820, when it was founded by Isaac Pike. The Catalogue is liberally illustrated, its contents are well classified and the price list is very complete.

A mining convention is to be held in Montreal in February, at which it is expected that some 600 persons will be present. It will be held whilst the American Institute of Mining engineers are in session there, and it will be taken part in by the Mining Society of Nova Scotia, the Asbestos club, the Provincial Mining association of Ontario, the General Mining association of Quebec, the Canadian Society of Civil engineers, etc. In addition to showing the visitors Conadian winter sports and works and plases of interest, from a professional point of view, an excursion is contemplated on to the colleries and iron works of Pictou, N.S., the Dominion Government being asked to transport the party free. A grant towards the cost of the convention will also be asked from the Quebec Legislature. It is expected that it will be the largest gathering of engineers ever held in the country.

A new joint stock company has just been incorporated in London, England, under the above name, to acquire the real estate, buildings, machinery, water rights, trade marks, good will and the business of William Johnson, at Mill street, Montreal, for the purpose of introducing further capital, with a view to the consolidation, extension and development of the business. The capital of the company is fixed at £50,000 sterling. Although registered in England, and having the support of English capital, among the directors are the following well-known gentlemen in Montreal, namely, Frederick Fairman (Dominion Wire Company), F. O. Lewis (Lewis Bros. & Co.), and Mr. Johnson. T. H. Rothwell, for many years connected with the paint business in Canada, is the secretary. The registered office of the company in England is 40 Chancery Lane, W. C. London, and in Montreal, 31 Mill street.

A few weeks ago C. Willis McAllister arrived in Hamilton and opened a legal and collecting agency in sumptuous apartments in King street east. He employed a couple of clerks and received his clients in a handsomely appointed office, floored with pile carpet, the walls covered with maroon paper, electric light in artistic globes hung promiscuously about and some of the finest furniture decorating the foreground. His business consisted principally of getting $10 subscriptions to his agency from people in Hamilton and in Dundas. He got quite a number. Two weeks ago he went away to Quebec, he said. After a week's absence, his creditors got impatient and cleaned out all the furniture.

The business of M. A. Hopkins, Kinmount, Ont., is a very extensive one. Since the fire which destroyed his old premises three very commodious shops have been built, one which contains the dry goods and grocery department ; alongside of this is a store in which he keeps his flour and feed, pork and other articles ; in the third store is kept a full stock of hardware, paints, tinware, stoves, furniture, etc. He also buys grain, pork and all kinds of farm produce, and during the winter months goes extensively into the lumbering business, buying wood, ties, posts and everything the farmer has to sell. The business is steadily growing,and at present the sales amount to fifty thousand dollars a year. The G. T. R. siding runs alongside his store-houses, making his shipping very convenient.

The test of new bending kilns, the largest in the world, was made at the Diamond plate glass works Monday and proved highly successful, as has every experiment in this thoroughly equipped and excellently managed establishment since the first cast was drawn nearly three years ago. Plate glass in smaller sizes has been successfully bent in this factory for several months, but Monday's experiment was on a new scale and one of hitherto untried magnitude. The new kiln will bend a glass of 180x115 inches, and the first effort on glass of this size has brought highly satisfactory results. In the construction of corner windows bent glass of large dimensions is in great demand, but it has not been possible to furnish it in the past save in sizes far below the limit of the Diamond kiln. It is one more feather in the cap of Kokomo glass, which already has the call over all manufacturers of its kind in America.—Kokomo Dispatch.

MONTREAL TRADE NOTES.

H. McLaren, the agent of the Stafford Radiator Co., and other hardware specialties, is down in New York this week on business.

Joseph Crathern, the well known wholesale hardware merchant, has recovered from a slight indisposition, and is down on St. Peter street again as usual.

Albert Stone, formerly with Caverhill, Learmont & Co., on the road up west, has transferred his services to Painchaud, Souire & Co. E. K. Watson is also on the road with the same firm.

There is a handsome sample of Booth's steel clad bath on St. Francis Xavier street just now. Its nickel plated refulgence is dazzling to behold.

Walter Cottingham & Co. are among the largest importers of glass, and during the last year they had not a single complaint against the quality of Green seal brand. Their aim is to supply good quality, sound packages, careful packing, and this is what makes the brand so popular.

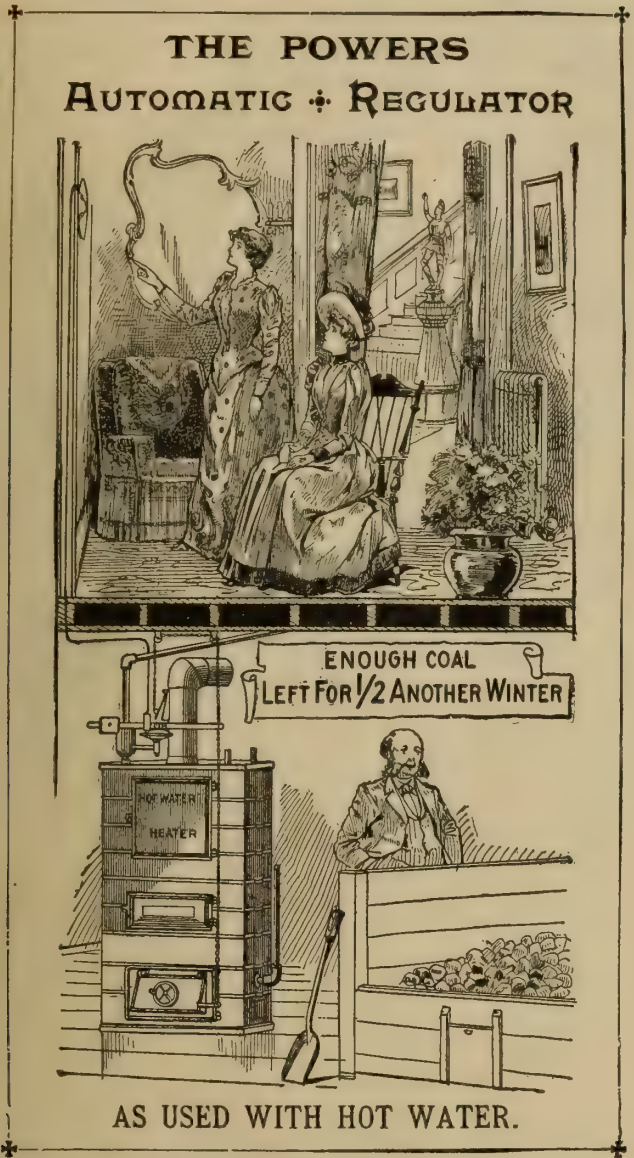
SILVERING GLASS.

The following method of silvering glass is said to be eminently successful, and is largely adoopted in many manufactories : "There are two solutions used in the process, known respectively as the reducing and silvering solutions. To prepare the first, dissolve 12 grains of Rochelle salts in 12 ounces of water, and boil ; then add, while boiling, 16 grains of nitrate of silver dissolved in an ounce of water, and continue the boiling for 10 minutes more, after which add sufficient to make 12 ounces. To prepare the second, dissolve 1 ounce of nitrate of silver in ten ounces of water ; then add liquid ammonia until the brown precipitate is nearly, but not quite, all dissolved ; then add one ounce of alcohol and sufficient water to make 12 ounces. Distilled water should be used in making these solutions. When both preparations are ready, take equal parts of both solutions and mix them thoroughly ; then lay the glass face down on the top of the mixture while still wet, the glass being carefully cleaned with soda and well rinsed with clean water. About 2 drachms of each solution will be sufficient to silver a plate 2 inches square. The dish in which the silvering is done should only be a little larger than the plate. It is better to let the solution stand and settle two or three days before being used."

NEW FACTS ABOUT THE DAKOTAS

is the title of the latest illustrated pamphlet issued by the Chicago, Milwaukee & St. Paul R'y. regarding those growing states, whose wonderful crops the past season have attracted the attention of the whole country. It is full of facts of special interest for all not satisfied with their present location. Send to A. J. Taylor, Canadian Passenger Agent, No. 4 Palmer House Block, Toronto, Ont., for a copy free of expense. 51

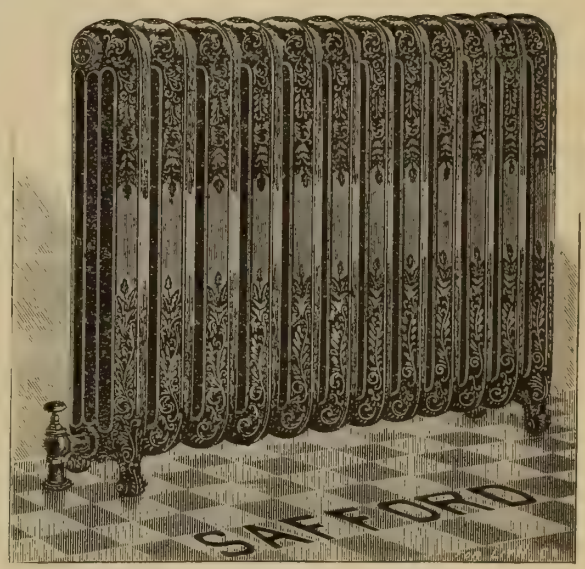
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As used with hot water.

This cut shows the Powers' Temperature Regulator connected and in use. We guarantee these machines to control "automatically," the Temperature of any dwelling. To any reliable party we send them on approbation for 30 days. Catalogues sent on application.

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A Factory, a Warehouse, or a Dwelling, see that your architect stipulates for the Celebrated

Safford Patent Radiator

FOR HOT WATER AND STEAM HEATING.

You will then enjoy the ACME OF COMFORT.

They are to be found in the largest and best buildings in Canada.

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MARKETS

MONTREAL MARKETS.

MONTREAL, Dec. 16, 1892.

HARDWARE.

The week has not shown any new features and the actual movement is small and confined to small parcels of goods required immediately. But even in this connection business shows a shrinkage, as dealers have pretty well anticipated by this time what they will require on account of their holiday demand. Nothing special is to note, therefore, and the various houses are devoting their attention to stock taking, while as to the actual situation remarks of last week could be repeated with perfect safety as describing it. There was a gathering of some of the bar iron men, the circumstances of which are referred to elsewhere, but as the largest manufacturers in the Dominion were not represented nothing definite was the outcome. It is admitted however that the matter will come up for future discussion, and the mere fact in itself is a sign that the makers are desirous of some understanding in the matter of values similar to the agreements on other lines, which so far have worked very well. Payments are not referred to, which may be taken as an indication that dealers do not have much to complain of.

PIG IRON.

Business in pig iron has been an absolute blank during the week and values are unchanged. Advices from Great Britain rule unsettled, but this is usually the case at this season of the year and no reliable criterion on which to base calculations as to the future course of the market. We quote: Summerlee, $21; Longloom, $21; Carnbroe, $19, and Eglinton, $19.50; Nova Scotia Siemens, $19 to $19 50.

BAR IRON.

Makers report business quiet and jobbers are not doing anything in particular. As noted elsewhere there was a gathering of the makers last week, but nothing resulted from causes referred to elsewhere. We quote the old basis of $1.90. The mills report some orders for horseshoes on western account but business in these also is on the quiet side both jobbing and otherwise.

SCRAP IRON.

Receipts of scrap are on the light side and the market rules very quiet. A lot of wrought changed hands at $15 which is about the only important transaction for a fortnight. We quote wrought $15 to $16 and cast $13 to $14.

TIN PLATES.

Tin plate is quiet with the market nominally the same at $3.25 to $3.50 for coke and $4 to $4.25 for charcoal.

TERNE PLATES.

Ternes are firm and quiet at $7.25 $7.75 according to quality.

CANADA PLATES.

Quotations on Canada Plates are unchanged and there have been no sales during the week. We quote $2.55 $2.60.

COPPER, ETC.,

Copper is steady, and tin and lead are dull and unchanged. We quote ingot copper 13½ to 14c., tin 22½ to 23c., lead $3 to $3.25 for pig and $4 to $4.25.

METALS

Antimony is steady at 12 to 13c.; sheet zinc is $5.75 to $6, and spelter $5.25 to $5.75.

NAILS.

Business, both with makers and jobbers, is quiet in cut nails.

STEEL WIRE NAILS.

60 dy to 60 dy	per keg	$3.00
49 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

CHEMICALS.

The chemical market is quiet, and there is little or no change to note. Importers are doing something in the matter of supplies for next spring, but so far nothing very important.

Bleaching powder,	$3.25	to	$4.00
Bicarb soda,	2.20	to	2.25
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.35	to	1.50
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2.75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

There is no change in glass, which we quote on the old basis of $1.35.

OILS AND PAINTS.

The position of paints and colors is unchanged. We quote as follows:—Choice brands of paints, Government standard, $5.25; do. No. 1, $4.75; do. No. 2, $4.25; do. No. 3, $3.75; dry white lead, 5c.; red lead, pure, 4¼c.; do. No. 1, 4c.

The tendency is firmer on some of the fish oils, but business is small so that no active changes have been developed in jobbing prices. We quote as follows: Cod Newfoundland 42½c. steam refined 40 to 42½c.; linseed raw 56c.; linseed, boiled 59c.; castor oil 8 to 10c.; cod liver oil, Newfoundland 80 to 90c.; cod liver oil Norway $1.05 to $1.20; turpentine, 50 to 51c. Less 3 per cent. 30 days.

NAVAL STORES.

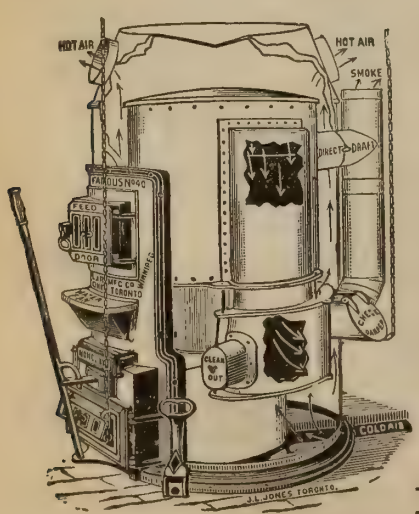
The market for naval stores is dull, but although stocks of some lines are considered rather heavy, there is no change to note. We quote:—Turpentine, 49 to 51c.; rosins, $2.50 to $5, as to brand; coal tar, $3.75 to $4; cotton waste, 5½c. for colored and 7c. to 10c. for white; oakum, 5½ to 7½c. and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure Manilla, 12c. for 7-16 and upwards and 13c. for smaller sizes.

CEMENT, ETC.

Business in cement is dull, only a few moderate sized lots being moved, but the range of values is firmly maintained. We quote: English brands at $2.40 to $2.50, and Belgian at $2 15 to $2.20 per cask, ex store. There is a steady jobbing business in firebricks, and prices are firm at $19 to $22.50 per 1,000 for English, and $18.50 to $23 for Scotch brands, ex-yard.

PETROLEUM.

Petroleum business has fallen off materially, and the market rules dull, with prices unchanged. We quote:—Canadian, 12¼c. to 12½c. at shed in Montreal for round lots and 13½ to 14¼c. for small quantities. Benzine is quoted at 11c. Petrolea, and 13 to 14c.



FURNACES-Coal or Wood.

CAST IRON OR STEEL.

57 VARIETIES.

Our Steel Dome low radiator Coal Furnace (shown in cut) has given the utmost satisfaction to dealers and users.

It Will Pay to Investigate Its Merits.

Write our Nearest House.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MONTREAL Markets Continued.

Montreal. American petroleum, 19⅝c. in car lots, 20c in 10-barrel lots, 20¼c. in 5 barrel lots, and 20¾. for single barrels, 2 per cent. off for cash ; American benzine, 23 to 25c. ; Canadian benzine, 10¾c Petrola ; 12¾c. Montreal.

TORONTO MARKETS.

TORONTO, Dec. 16, 1892.

HARDWARE.

The state of trade furnishes little ground for a dilated market report. The buying that is done now is irregular, now brisk now slow, running now in this line then in that. The weather is not lending its influence to the trade to awaken up interest in lines that frost and snow specially call for. There is a considerable radius, of perhaps over seventy miles, of the country about this city that has not yet had any snowfall, and such territory as has been covered in the better settled parts of the province had good sleighing for but a short time. Hence snow shovels, sleigh bells, skates and the like are not free-selling goods. The want of cold weather takes a good deal of the snap out of the demand for the more strictly holiday goods. Irrespective of the state of money circulation the weather has always some effect upon trade on Christmas account. There are no features of importance to note this week. Preparations for stock-taking proceed, and have a very good chance just now in the absence of more directly money-making business. It is expected that next week will call for a free movement of small parcels sent for in urgency for Christmas customers. The wholesalers have some very nice lines this year and are evidently able to put them in at prices lower than those ruling for such goods at this season. As to collections the report is not changed in any respect from last week's version.

METALS

The metal trade has declined even from the small matter it was last week. Buying is restricted to wants of present and immediate urgency, unless in cases where traders are sanguine of the tendency of copper to go higher. The tendency of this metal is plainly upward at the moment. Tin has also surprised everybody by taking another upward turn. Lead is very dull. No business of any moment in pig iron has been transacted. Bar iron and steel are fairly active.

PIG IRON—Trade is slackening, not only at this point but also at the furnaces, and prices have lost some of the strong tone they had a few weeks ago. There is therefore no strong impulse to buying, and consumers are withholding orders until need or advantage urges them.

Rogers, Brown & Co, Buffalo, N. Y, report the Toronto pig iron market as follows: The recent activity in buying has given place to the customary December quiet, so that very little new business is being booked. The consumption of iron is going on at a heavy rate, and the activity of foundries at this usually dull season is one of those healthy indications which promise well for the future. We quote below on the cash basis f.o.b. cars, Toronto, in bond : IX Foundry Strong Coke Iron, Lake Superior ore, $16.20; 2X Foundry Strong Coke Iron Lake Superior ore, $15.20 ; 2 Foundry Strong Coke Iron Lake Superior ore, $14.70 ; Jackson County Silvery 1, $18.30 ; Jackson County Silvery 2, $17.80 ; Lake Superior Charcoal, $18 20 ; Tennessee Charcoal, $18.20 ; Southern Soft 1, $14.60 ; Southern Soft 2, $14.10.

FINISHED IRON AND STEEL—Bar iron is steady at from 2c. A conference among some of the manufacturers the other day sather favors the probability that a higher price may be in their purpose. Cast steel is fairly active at from 10 to 25c. Open hearth steel is quiet at 3c.

ANTIMONY—Cookson's is 13¼c., other brands are 12¾c.

CANADA PLATES—The trade is small, the prices are unchanged at $2.65 to $2.90.

COPPER—The price has stiffened further. The price is 13¾ to 14¼c. Lake ingots are probably not obtainable below an advance of ½c. on this price. The market is s strong in the United States.

GALVANIZED IRON—The demand is declining. The price is 5¼c. upwards.

INGOT TIN—In New York and in London the tin market has made another rally, and the price promises to be steady and slightly above 20c. there. Here prices are unchanged at 22¼ to 22½c.

LEAD—There is no sign of change in the dull lead market. A few sales at 3¼c. are reported.

ZINC—Sheets are 6¼c. in casks, 6½c. in broken lots. Spelter is 5c.

TIN PLATES—No sales of any consequence have been made this week. Cokes are $2.65, I C charcoal is $4.25, with $1 added for each cross.

OLD MATERIAL.

The market continues steady and unchanged. We quote : No. 1 heavy cast scrap 65 to 70c. per 100 ; stove cast scrap 40 to 45c. ; No. 1 wrought scrap 60 to 65c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new light scrap copper, 8 1-2c. ; heavy scrap copper 9½c. ; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c. ; heavy red scrap brass 8¼ to 8½c. ; scrap lead 2c. ; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c ; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

SHEET STEEL BRICK
ABSOLUTELY FIRE PROOF.
METALLIC ROOFING Co
CATALOGUE FREE M'F'RS TORONTO

PAINTS, OILS AND COLORS

In the paint market there is no new feature or symptom discernible. The trade of the year is almost completely done now. White lead continues to be kept in the bad eminence it held as a line sold below cost, and prices are 4½c. in a regular way, with sometimes 4c. in a special way. Linseed oil is unchanged and quiet, as is also spirits of turpentine. We quote as follows : 1 to 3 barrel lots 57½c. freight allowed to delivery station ; 4 to 9 barrel lots, 56½c. delivered ; 15 barrel lots and over, 51½c. at point of shipment. Three cents added to these prices gives the quotation for boiled in the respective lots. Turpentine is 50c. in 1 to 3 barrel lots and 60c. in broken packages.

PETROLEUM.

In this market there is nothing to report, trade continues actively at unchanged prices, the basis remaining at 14 to 14½c. for Canadian refined.

The Petrolia Advertiser reports : Petrolia crude $1.18 per barrel : Oil Springs crude $1.19 per barrel. The speculative market for crude certificates has presented few features of interest during the week under review, and trading has continued light throughout, there being nothing apparently sufficiently encouraging to induce buyers to take more than passing interest in affairs on Change. The price has taken a slight drop, In the producing field no new wells have been struck of any moment. Anyway the weather and bad roads have interfered a great deal with moving of rigs and drillers' movement in general. Refined remains about the same price, 10¾c. to 11c. car lots, f.o.b. here

"The Seamless Flanged Drip Pan."

MADE OF THE BEST QUALITY OF SIEMENS-MARTIN PICKLED AND COLD ROLLED STEEL.



THIS PAN is drawn by means of dies and is finished with a flanged edge as shown in the cut. This flanged edge enables the housewife or cook to lift the pan easily and safely from the oven.

The superiority of this seamless pan over the old style pan made of common stove pipe iron is apparent at first glance. Its advantages, briefly enumerated, are :—

1. The absence of lapped edge, seams and wire bead which collect and retain grease and filth of all kinds.
2. The superior quality of metal and the shape of the pan which prevents it from warping and twisting, which is the case invariably with the old style lapped edge pan.
3. The pan retains its shape, thereby insuring an even bake.
4. It is much cheaper as it will outlast several of the old style pans.

Made in the following sizes: 8x10 in., 8x14 in., 10x15 in., 12x17 in.

THOS. DAVIDSON & CO., Sole Manufacturers for Canada. MONTREAL, QUE.

MARKETS—Continued

GLASS.

Receipts of glass are now about all in. The price is firm at from $1.35, but some houses who bought favorably quote down to $1.20.

HIDES, SKINS, WOOL, TALLOW.

HIDES.—No. 1 green cows' are still quoted at 4½c. Cured are moving out at 5c. in car lots.

SKINS—Sheepskins are now 95c. Calfskins are quiet at 5 to 7c.

WOOL—Combing fleeces are 17c., clothing fleeces 19 to 20c. The market is very dull. In pulled wool prices remain at 22c. for super and 26c. for extra.

TALLOW—Is quiet at 5¾c. for rendered and 2c. for rough.

AMERICAN MARKET.

New York, Dec. 16.—The general condition of trade is irregular. A slight tendency exists towards weakness in pig, undoubtedly produced by the approach of stock taking season. Buyers are hesitating to learn if no greater weakness exists than that related. If there is, it has not come to the surface. Copper is less active, but sellers are still firm in their demands, although the foreign situation is said to be decidedly weaker. A Denver despatch says silver mines are daily closing, that hundreds of small mines unable to earn anything at present quotations, have stopped within the past year or so. At Carson City the stamps in operation when silver was at par have been reduced in numbers to one-fifth.

The opinion prevails at Chicago that the railways, particularly east of that point, are now being overworked, and that more rolling stock is required at once. The Burlington line says it cannot supply the cars necessary to do its own work. The rush of traffic into Chicago is phenomenal, consequently the railways greatly lean towards heavy orders for more material in the immediate future. Another despatch from the same point says that the iron and steel industries are in first-class shape, in all neighboring sections of the country. Crude iron is lessening in quantities, and prices are being maintained all round. Bessemer is active, and steel billets are in active demand at the larger mills. In everything except rails, western distributors show a brisk movement in iron and steel supplies. Bridge material is in demand, but competition has reduced prices to pretty low points. Several new steel works are promised for this vicinity at an early day, and some of the older concerns are adding new steel making capacity. In the anxiety to get a full winter's business, for large orders some concessions are being made. This tendency has given rise to suspicions that prices would be reduced all around. Sheet mills are crowded, and general machinery is in good demand.

Report of internal commerce just published says that increase of steel ships on the great lakes is unprecedented. In 1886 there were 937 steam vessels of all kinds; 1891 there were 1,237. During the same period the tonnage increased from 324,885 to 560,388. The valuation of these ships increased from $22,047,200 to $49,543,750. The valuation of steel steamers on these lakes is now $14,502,500, with a registered tonnage of 127,624.

Nickel steel is being proposed for making boilers, steamer shafts, etc., and it is said that a reduction in thickness if possible because of increased strength. Baldwins have a long string of locomotives on their tracks about ready for the Mexican Central Railway. The Legislature of Georgia is being condemned by railway people on account of its listening too much to impracticable schemes from the Farmers' Alliance members. The railways say it is frightening railway capital and all such construction out of the state. Steel rail makers are closing down rather than break their prices. The railways buy no more in this line than they are obliged to. Eastern mills are complaining of dull trade, and two or three are asking their hands to reduce wages or stop work. In case of reduction in duty of pig, which is now $6.72 per ton, and the present price of pig in England 50s., which at present rate of exchange is $12.20, it must be remembered that freights from England are now unusually low, in consequence of the preponderance of our exports. Freight is now 25 cents. This puts English iron in New York at $12.-45 plus duties.

A Philadelphia despatch says: Iron works are running on orders booked some time ago, so the consumption of pig is still undiminished. But pressures to sell have lately reduced the price 25 cents, and there is a slackening of orders for plates, structural iron and steel ; and bar iron is weak, but activity is again expected after the holidays. The Pratt & Whitney Co., of Hartford, announced Saturday that their reorganization, which we recently alluded to, is now in progress. As their advertisement says, they are not dependent upon the duties, for their trade, they ship large quantities of material abroad at prices which make European manufacturers stare, for they are from two to three times as high as the highest in England, plus a costly freight; quality of work does it. This reorganization is calculated to have quite an influence upon similar industries in this country, and we are very likely to have a good deal more of it in the early future. Navigation on the great lakes is about over for this season. Money is slightly easier, but will probably be as hard as ever by the time these words reach the press.

A COMMERCIAL EDUCATION WANTED.

Commerce is king, very truthfully remarked Thomas Carlyle, and his saying will apply even more fully to our time and nation than to his. To commerce England owes all that she confessedly possesses—wealth, power, dominions, influence. There needs no ghost to come from the grave to foretell for us a similar destiny.

The world's history can produce no instance of so young and inexperienced a nation embarking in a commercial career with such a hot and eager haste, and pressing it with such determination, and even engrossing persistence.

The close and steadfast prosecution of our material national interests which unquestionably stamps our character, has already rendered us, in the world's estimation, open to reproach, and we are everywhere termed worshippers of the almighty dollar.

The United States is but one extended country from Maine to Texas. But we would not have it otherwise. The glaring faults which are now—it may be even offensively—patent to the world will bring with advancing age their own correction. They are but the accident of our anomalous condition, and are engendered by the remarkable combination of circumstances which have thus far environed us; they are but the bounding pulse and elastic spirits of an impetuous and exuberant boyhood.

The more carefully you prepare business men, with whom in a great measure the future of the country rests, the lives they are to pursue, the more you enlarge their views, moderate their desires, rectify their aims and insure their reasonable success.

The dangerous proclivity exhibited by American youth, to rush too rashly and without due preparation into the hazardous walks of commerce, is one of the crying evils of the day. It has become in most quarters an absolute epidemic. Agriculture, manufacturers, and the mechanical arts have been too much and too long neglected.

The tendency with us now it to congregate in towns and cities, and to throng the avenues to wealth and honor, which are already too overcrowded. This propensity is far from healthful, and leads to widespread distress and great disappointment.

Gross ignorance and inexperience are every day yielding terrible, bitter and expensive lessons, and most of the lamentable failures which attend American mercantile life, and which careful statistics have computed to be equal to 90 per cent. of those who embarked in business, are directly attributable to shameful mismanagement and ignorance of business, as well as to the absence of commercial experience and discipline.

A faulty, or rather no, system of bookkeeping has absolutely ruined a larger proportion of our industrious painstaking merchants than would be generally credited by those having no access to reliable records. Of slovenly business habits, they neither know what they themselves are doing, nor what those with whom their nearest interests are entrusted may be doing.

The disheartening results arising from causes so palpable demand radical reform. They are sad, but very significant, commentary on the deficient commercial education of the times, and plead potently for correction.

It may be esteemed a truth, and one which both individual experience and trustworthy statistics will confirm, that there is no royal road to success in business life. There as in all other departments of industry, the most ample and enduring rewards are to the industrious, the methodical, and the persevering.—Ex.

DOMINION TRAVELLERS' ASSOCIATION'S ANNUAL MEETING.

The annual meeting of the Dominion Commercial Travellers' Association took place on Saturday evening in Montreal. The retiring president, Fred Hughes, occupied the chair and the attendance was very large. The first business was the reading of the report. The report says:

"Three hundred and forty-five new members have been admitted, while 247 old mem-

bers have dropped, leaving a net gain of 98, and making our present membership 2,349. The total income for the year, it will be observed, amounts to $29,557.19, and the expenditure $19,680.80 which with $248.05 written off, leaves a net gain of $9,628.34 carried to capital account, which now reaches the sum of $117,641.16. Sixteen members have been removed by death during the year. While this is about the average number, it will be noticed that the amount paid in death benefits is much above the average. This is accounted for by the fact that many of the deceased were members of long standing and three of the deaths being the result of accident. In the last annual report mention was made of an important meeting with the railways early in December last, when deputations from the various associations, with many of our leading merchants, waited upon the railway representatives and pressed for further concessions. Their reply was received early in the year, granting only a very small concession, viz., the extension of the week end ticket; while the more important matters of a two-cent rate and further excess baggage privileges were not granted. An important joint letter from the railways has just been received with reference to the admission of applicants for membership, whereby the "four months" clause is to be more rigidly enforced, and which will necessitate many of our present members, in renewing their subscription, to become associate members, who will be entitled to all the privileges of the association except railway concessions. The report also referred to the establishment of a benevolent fund and other matters, after which the treasurer's report was read. A cash balance of $15,456.46 is on hand and carried to the next fiscal year. The natural death claims paid during the year amounted to $11,000; the accidental death claims settled reached $3,400, besides the sum of $1,064.72 being paid on accident weekly account. The association has $13,500 invested in first mortgage real estate and $5,000 in second mortgage bonds. The names of the members who died during the year are: D. Dobbie, A. G. Hill, Thomas Kearney, Charles Lowe, D. Robertson, J. S. McArthur, J. F. Gregoire, Samuel Austin, William Clarke, G. T. Beard, Alfred Labbe, J. E. Doyle, Alfred Lang, J. W. Taylor, E. W. Heffer and G. A. Pontfriand.

When the report had been adopted the result of the polling was announced by the chairman of the scrutineers, Thomas L. Paton. He said that Mr. Cains had received 1,121 votes for the presidency, while 662 had been given to his rival, Mr. Wilson. This shows that an unprecedentedly heavy vote had been thrown, as but 1,443 ballots were marked last year.

The next contest was for vice-president, the result showing that Joseph H. Morin had received 1,077 votes, while 640 had been recorded for his opponent, George Forbes.

The following are the votes polled for the five gentlemen composing the board of directors: David Watson, 844; James Armstrong, 819; Max Murdoch, 674; F. X. de Grandpre, 661; and Maurice E. Davis, 562.

The educational report showed that three children were now being educated by the association, and that there are five vacancies.

It was decided that the annual dinner of the association be held at the Windsor hotel on the evening of the 29th December.

SHOVELS--Fenerty's.

Users are rapidly learning that it pays to buy Shovels, etc., that can be so readily rehandled.

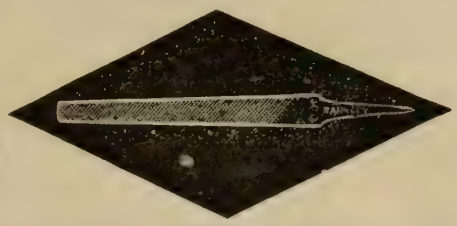
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TIN PLATE DEFINITIONS.

Tin plate, or speaking more accurately, tinned plate, or tinned sheets, is thin sheets or plates of iron or steel coated with tin.

Terne plate is sheet or plate of iron or steel, covered with an alloy of tin and lead, usually two-thirds lead and one-third tin. It is this union of the three metals, iron, lead and tin, that gave rise to the name terne plate, terne being the French equivalent of the English adjective tern, meaning threefold. The oft-repeated statement that terne is from a French word meaning dull is incorrect. Terne plate, because of the presence of lead in the coating, is duller than tin plate, which is frequently called bright plate, but it is not this fact that gave rise to the appelation terne, but the union of the two metals.

Taggers tin, is a thin tin plate, 30 wire gauge and lighter. This name is not applied, as is often stated, because the iron out of which the plate is made was at one time, and is even now, used for tags or marks. The term was originally used to designate the very thin sheet iron which run below the gauge—"tagged on"' to the regular gauge—and hence these thin sheets tinned are called "taggers tin."

There is a question as to whether the tin used forms an alloy with the iron or is only a simple coating. It seems to me more firmly attached to the iron than a mere coating would be, rarely, if ever, when the sheet is properly prepared, scaling off, but requiring absolute rubbing away to remove it. It is probable that the tin coating forms an alloy with the iron.

The plates thus coated form the well known tin and terne plates of commerce, the sheets varying greatly in size, from 10x14 to 40x84 ; in gauge of plates from 22 to 30 for tin and terne plate, and 30 to 38 for taggers ; put up in boxes containing 14 to 225 sheets and varying from 7 1-4 pounds to 400 pounds a box. The standard size of tin plate is I C coke plate 10x14, with 225 sheets to a box, and weigh nominally 108 pounds to a box.

Tin plate is thin sheets of iron or steel 22 w.g. to 30 w.g., coated with tin. It is called also bright tin, tinned sheets, tinned plate. The French name is fer blanc or white iron, a name that was at one time used in England.

Taggers tin is very thin tin plate, 30 w.g. and lighter.

Terne plate is sheets or iron or steel coated with tin and lead. The proportions of these two metals and the consequent quality of the terne plates vary greatly ; the more lead the inferior the plate. Roofing plates, from their almost exclusive use for this purpose ; Canada plates, from their extensive use for roofing in that country, are other names for ternes.

Charcoal plates are tin plates, the iron plates of which are made of charcoal iron. But few charcoal plates are now made.

Coke plates are tin or terne plates made from puddled iron plates.

Bessemer plates, Siemens plates, open hearth plates, indicate the kind of steel out of which the plates are made.

A mender or return is an imperfect plate returned to the tin house to be mended or repaired.

Wasters are imperfect plates sold as such.

Black plate is the iron or steel plates or sheets as they come from the rolling mill, having been cut to the proper size. They are termed black pickled plates after the first pickling or immersion in dilute acid. Cold rolled plates, after cold rolling. White pickled plates, after the second pickling and when they are ready for the tin pot. when they are ready for the tin pot.—Joseph D. Weeks in Tin and Tin Plate.

DECORATIVE GLASS.

Ths use of decorative glass in modern building is becoming more and more widespread every day. Stained glass is used not only in transoms and dome lights, but the ordinary clear glass used in windows, doors, and partitions is either embossed by an acid process or etched by a sand blast, creating a new world of decorations. There is the ordinary ground glass on which one can write with a pencil, but this method of decoration has been superseded by the silver embossed process, which renders the glass at once obscure and translucent, and which will not receive pencil marks or finger stains. The decoration consists of scroll, diamond, square and circular repeats, decorated borders, monograms, and numbering and lettering of all kinds for commercial purposes. A panel of chipped glass that seems to be sliced from the irregular face of a crystal rock is a brilliant accompaniment to its decorative surroundings. —Indistrial World.

WHAT TRIFLES AMOUNT TO.

A subject which ought to interest everyone is that of taking care of the little things or trifles in the store. I know a great many merchants who lose a great deal of money every year just because they are careless about trifles. They leave things alone to take care of themselves, and many little articles are lost outright.

Care should always be exercised in cleaning up the store. All small articles that are out of place should be put where they belong. If nails or screws, or like articles of importance, have fallen on the floor, instead of sweeping them out they should be picked up and put in their proper receptacles. This may look like a small item, but I guess dealers who have not been picking up these things should try the plan on awhile, they would find it made some difference.

Dust, as everyone knows, does not add to the beauty or value of articles, and just because an article is seldom called for, there is no reason why it should be left to spoil. A dealer ought to keep the dust off all his wares if it is a possible thing. I have been in many stores which looked as if they had been opened about the time of the revolutionary war, and had not received a thorough dusting since. This is not as it should be.

Then there is another phase of this cleanliness matter. Tools, knives, razors, etc., after they have been handled by prospective purchasers, should be thoroughly wiped, for a dealer don't want all chances of making a future sale ruined. Rust on articles of this sort is worse than dust, and should be guarded against in the strictest manner possible.

Dealers of course do not want to be regarded as "miserly" or "old maidish," but it is better to run the risk of such title than so lose money because of a lack of carefulness in taking care of their own merchandise, and saving articles that would not do anyone any good if thrown out on the ash pile.

I have in mind two pictures of stores which may in some way illustrate what I mean. A friend and myself went into a neighboring country town one day, and while there stepped into a store where hardware and kindred lines were kept. We found ourselves in the midst of a varied assortment of stuff—for that is about what one would call it at first sight. Articles were scattered about with no regard for order or attracting attention. They surely did attract attention, however, though it was not of the flattering kind.

We walked back to the back part of the store and found the stove looking as if it had been through a tobacco war or something of that kind. The iron of which the lower part was supposably composed was "out of sight." One had to take its composition on faith. The floor about the stove was in the same fix as the stove itself. It did not look as if it had been swept for a century, but then, I shouldn't wonder if it had.

The goods, besides not being placed with any attention, were covered over with a coat of dust and made one think the dealer wanted the earth—he certainly had enough real estate on his stock. The store was not overrun with customers and the merchant was kicking about the hard times and the people who would not patronize home industries, but went to the next town to do their trading. I am not at all surprised that they did myself, and the reason there was anyone left to patronize the dealer was because it was too far to walk to the next town, and the people who stayed at home to trade did not own any conveyance.

In another town near here which my friend and I visited we found a store which was a perfect marvel of neatness. It looked as if it had been kept clean and orderly by a woman's hand, but I was told it was the work of a boy of fourteen. He had been working in the store for a year, and been instructed to keep it swept and dusted. He had learned while at home to help about the house, and knew how to go to work in keeping the store neat. He was very careful to pick up everything of value, however little it might be, and keep things in place. The proprietor was careful to see that all tools, knives, etc., were kept dry, and he saw that his clerk and boy used the same care.

Every little thing that would tend to help business was attended to. No chance was left for waste in any way. The dealer said it was surprising what a great amount of difference all this painstaking made in the general result of the year. He said he did not want any slack methods in running his store, and he found customers would come to him just because he made the store pleasant and kept things in order.

I know just how this all works, as I have tried both plans, though I must say I have always been a little more careful than the first dealer I mentioned. It is always best to look out for little leaks and then the big ones will not be so noticeable. There is not such an overwhelming amount of profit in hardware trade to-day that the pennies or dimes should be ignored.—Stoves and Hardware Reporter.

A. ALLAN, Pres. J. O. GRAVEL, Sec.-Treas.
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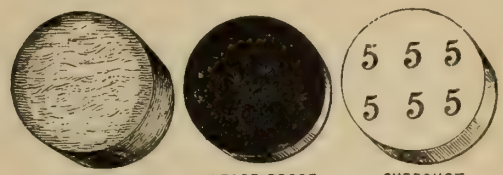
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WORKSHOP ANNUAL RETURNS.

If the question "Does your business pay?" was put to most ironmongers the majority of them would be able to reply in the affirmative, because the fact of being able to meet their financial engagements is sufficient evidence on the point. But if the question was varied to "Does your workshop pay?"" there are comparatively few who could answer correctly. Yet each one ought to have reliable information to satisfy himself that, regarded as a separate department, his workshop contributes its proper share to his income. Is it ignorance in this particular that compels so many ironmongers to take the very longest credit that is obtainable?

Whether any further subdivision of departments is desirable or not, it is certainly necessary to regard the workshop as a separate branch—that is, in so far as its expenditure and receipts are concerned. While it is part and parcel of the general business in all other matters, it ought not so to be regarded with respect to its returns. The reason for this is obvious. There is little correspondence between the percentage of working expenses of a retail business and that of a workshop. The detail connected with the execution of orders in the workshop is ten fold greater than that in the retail business. Consider, for instance, the small amount of labor involved in the execution of an order for £20 worth of goods, and then contrast it with that required for the execution of an order for work to that amount. How simple a matter is the sale of a half-crown kettle when compared with the interminable detail required in the execution of a repair which, when finshed, will cost the same sum. In the one case it is merely a matter of taking the kettle from its place and delivering it, but in the other much more is required. Probably it has to be fetched, special instructions noted, it must pass through many hands, and finally will have to be sent home. The difference in clerical work is enormous. With the new article a single line in the day-book suffices for the entry, but with the repair there are entries in the time sheets, materials' book, and other places, and ultimately in the day-book. At every stage the repair demands far more attention than the new article.

Therefore it is obvious that the percentage of working expenses in the workshop must be greater than that in the other departments. The question, "How much greater?" still remains to be answered. To guess that 5 per cent is sufficient to cover the difference is not a safe course, because, should the estimate prove too low, the proprietor will lose exactly the amount he has under estimated his expenses to be.

It is almost impossible to provide the right margin to cover working expenses, contingencies, and profit unless accurate information is possessed showing the percentage the first of these bears to the annual receipts. True, one may add such an amount as will be certain to more than cover these charges, but to do so is to incur the risk of overcharging, and thus clients will be driven elsewhere. Perhaps there are more, however, who unintentionally fall into the opposite error, and who consequently impoverish themselves by not charging sufficient.

This point is of far greater importance than is generally realized. Not infrequently it is entirely overlooked that the price of work rests chiefly with the tradesman, for—except in competitive tendering—there is not the same direct competition in this line that there is in the retail department, where goods of exactly the same description can be procured elsewhere, and are quoted for in all sorts of catalogues. Suppose, for instance, that the working expenses are 5 per cent. more than the proprietor guesses them to be, and that he makes an annual turnover of £2,000, he will lose exactly £100 a year as the result of his miscalculation. And in return for this loss he will scarcely get even the recompense of a good advertisement, because few people can estimate the value of work to 5 per cent., and those who have been charged a pound instead of a guinea will scarcely be conscious of having received a benefit.

Whatever loss is incurred in this way is nothing less than loss of private income, and therefore it becomes worth while to take some pains to check it. When it is remembered, too, how numerous are the avenues for loss in the workshop it is apparent at once how absolute is the necessity which exists for a thoroughly complete system of bookkeeping, even though some extra trouble and expense are involved thereby.

Of course there are difficulties, and these can only be overcome by a determined effort, especially if affairs have been allowed to take their own course up to the time of reform being resolved upon. The effort, however, can be made, and the result will amply repay whatever has been undergone to produce it.

Not the least of the difficulties lies in the fact that in a general business the expenditure for the workshop is almost inextricably mixed up with that of the retail branches. Of course there are some items which are solely for the workshop, as, for instance, workmen's wages, materials, and so forth; but there are others, such as rent, etc., stationery, clerical and other labor, of which it is difficult to say what proportion belongs to one department and what to the other. To dissect the gross expenditure in this way is not easy at first, but if done systematically soon becomes so, and probably then does not involve any extra labor.

In dividing the workshop expenditure from that of the rest of the business there is some danger of occasionally omitting items, and then it will appear as though more profit is made than is really the case. It is comparatively easy, too, to fall into the opposite error by debiting some of the items twice over, and, if this is done, other departments will benefit at the expense of the workshop.

The system I am about to describe may appear at first sight to be rather complicated, but this is chiefly because it is designed to meet the case of those who require the fullest information with respect to the condition of the business. Many may be content with less, and, if so, these can easily omit these features which they think can be dispensed with.

The desire to economize clerical labor has also caused some small degree of additional complication, as also the arrangement whereby the results of the year's trading are easily ascertainable immediately at its close. This latter point is of special importance, because when the production of the annual returns involves much labor at the end of the year it frequently happens that they are never produced at all.

Those who may consider that there is an undue amount of detail should remember that what is done methodically under the system is only what has to be done, in some form or another, in every business. This being conceded, it will be seen that as soon as the system is in proper working order every detail will fall into its proper place, and then the same expenditure of labor will produce far greater results.

The proprietor ought to know the total amount of the current working expenses in his workshop, and should have this information analyzed so as to be able to see what has been laid out for stock, the amount paid out for workmen's wages, and the expenses on objects other than those enumerated. It is well sometimes to subdivide each of these divisions, so as to be able the more readily to detect the exact source of excesses should such arise. It is also necessary to know the total amount of the receipts. The books also should show, when taken in connection with the annual stock-taking, that everything which ought to have been charged has been duly debited to those on whose behalf it has been expended.

The first step to this end is the provision of a book into which every item of the workshop expenses should be debited, so that at the end of the year one can ascertain the total amount of the outgoings.

To enter these items seriatim, leaving the analysis to be made at the end of the year, is to incur unnecessary waste of time, and—as has already been pointed out—will probably lead to the postponement of the work until some convenient opportunity, which, in matters of this kind, sometimes never occurs at all. The book will therefore be much more useful if columns are provided so that the various items may be classified under their proper heads at the time the entries are made. In this way valuable information is gathered in a form which enables exact comparison with previous years to be easily made.

The specimen which follows is adapted to meet ordinary requirements. There are practically but four divisions: "Stock," "Working Expenses," "Tools and Working Plant," and "Unclassified." The first of these is subdivided into three heads: one to show the expenditure on that class of labor which is directly chargeable to the customers; the second the amount paid to outside tradesmen for work executed for customers; and the other all expenditure for stock which does not fall under the two heads enumerated. Of course, the principal items which appear in the third column are for materials. At first sight the subdivision of stock expenditure in this way appears hardly necessary, but the object of doing so is this. A certain margin over and above the cost price of labor and materials must be provided in order to make the business pay, but it is not always expedient to add quite the same percentage to the cost of labor as to the other items. It is certain that the same percentage cannot



A GREAT LOSS?

If you have any Pipes or Boilers uncovered you are loosing on same at the rate of 80 cents every year on each square foot of surface exposed. By having them covered with our Mineral Wool Sectional Covering you will save 85 per cent. of this loss. The saving thus effected in fuel will in one year more than pay the cost of covering, which we guarantee to last as long as the pipes.

Our covering is the best fuel saver on the market.

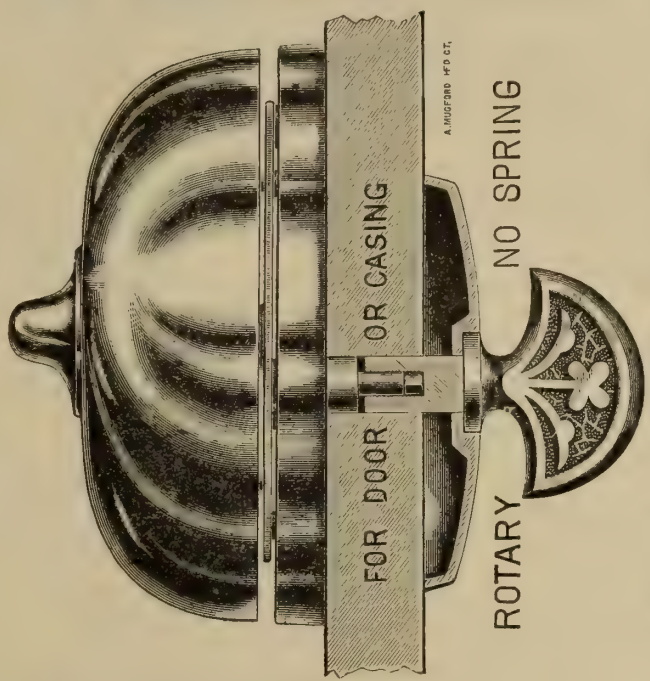
Canadian Mineral Wool Co., Ltd, 122 Bay St., Toronto.

be added to the cost of works executed by outside tradesmen. If, therefore, a man is in this position, it is most important to know the exact proportion of his expenditure under the several heads, because if circumstances render it desirable to add less than its share to the cost of labor it is obvious that the loss must be made up in other ways. If, for example, his annual expenditure for "stock-labor" is £700; for "outside," £200; and for "stock general," £1,300; and he cannot add the percentage of his working expenses by, say 5 per cent. to the first and10 per cent. to the second, he will incur a loss of £55 unless careful to make up for it in his charges for stock general. Knowing the exact proportion of each he can calculate the extra percentage which should be added to the latter in order to raise the average to its proper level.—Ironmonger.

TEST OF NICKEL ARMOUR-PLAES.

The nickel armour adopted by the American Government as the special protection for their ships of war, says The London Times, was tested on Tuesday at Portsmouth. The nickel-steel plate is treated according to the Harvey process, by which extraordinary hardness is communicated to the surface, together with a proportionate amount of toughness, so that the increased brittleness which commonly attends the hardening of steel is prevented. The test consisted in discharging five rounds at the target from a six-inch breech-loader. The charge was 18 pounds of E.X.E. powder, the weight of projectile 100 pounds and the muzzle velocity 1,975 feet per second. The rounds were fired in the following order: (1) Holtzer steel shell at bottom righthand corner; (2) Holtzer at upper left-hand corner; (3) Palliser shell at upper right-hand corner; (4) Palliser at upper left-hand corner; (5) Holtzer in the centre. The result was an astonishing success, and completely verified the accuracy of the reports received from America with rereference to the merits of the Harvey hardening process. Contrary to ordinary experience, the Pallister projectiles appeared to do as much execution as the French shells, for, although they splashed upon the plate on impact, they made indents of about 1 1-2 inches in depth. The Holtzers, on the other hand, appeared to weld their points into the target before bursting into a thousand incandescent fragments. Every one was completely pulverized. The most remarkable feature of the trial, however, was the fact that the plate withstood its punishment so well that not a single crack was produced—a quite unprecedented circumstance in armour-plate experiments. Further trials with thinner plates are to be prosecuted at Portsmouth, and should these prove correspondingly invulnerable, many of our obsolete armour-clads might easily be brought up to date by superseding their thin iron protection by the new armour of equal thickness and weight, but of greatly superior impenetrability. It may be confidently predicted that the splendid result will lead the navies of the world to adopt the nickel armour plate for their future war vessels, thus creating a demand for nickel which will, ere long, provide an outlet for Canada's abundant resources in that metal.

NEW DEPARTURE "ROTARY" DOOR BELLS.



Incomparable!
NO SPRING!
Best Tone,(Sure)
Superior Finish!
Bronze Trimmings!
COMPACT!
CHEAP!

For Circulars,address
THE NEW
Departure Bell Co.,
BRISTOL, CONN.



W. J. REID & CO.

IMPORTERS AND DECORATORS OF

Crockery China and Glass.

LAMPS A SPECIALTY.

All glass, Vase, and Library Lamps, in every hue and design.

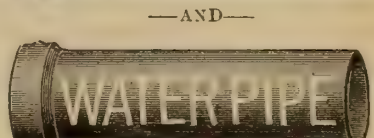
Our travellers will call upon you shortly with samples.

LONDON AND BELLEVILLE.

Hamilton and Toronto



—AND—



HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts



SALES MADE OR PENDING.

Munro & Co., hardware merchants, Westville, N. S., have sold out.

The stock of J. O. Todd, hardware merchant, Waterloo, Ont., is sold.

C. R. Poirier, general merchant, Shediac, N. B., is closing up business.

Henry Blane, trader, Ketowna, B.C., has sold out to Bernard Lequimme.

The general store stock of Henry S. Hummel, Campden, Ont., is advertised for sale.

The crockery stock of F. X. Fafard, Montreal, has been sold at 35c. in the dollar.

The general store stock of John Griffith, Carmel Hill, Que., has been sold at 48c. in the dollar.

The stock in the estate of Joseph Johnson, general merchant, Belwood, Ont., has been sold.

T. C. Power & Co., general merchants, Maple Creek, Man., have sold out to Gourlay & Rankin.

Robert Barfeet, general merchant and tailor, Newcastle, Ont., has sold out to Thomas Miller & Co., and removed to Oshawa.

L. L. Bungay, hardware and stove merchant and proprietor of the Norwich iron works, Norwich, Ont., advertises his foundry for sale.

The estate of Macdonald & Clarke, the insolvent hardware merchants of Ridgetown, Ont., has been sold at 55 cents on the dollar cash.

PARTNERSHIPS FORMED AND DISSOLVED.

The Bostwick Metal Lath Co., Montreal, are applying for incorporation.

McKeen, Moore & Co., hardware merchants, North Sydney, N. S., have dissolved.

Benny, McPherson & Co., wholesale hardware merchants, Montreal, have dissolved.

Louis Lipschitz and Hermon Ellison are registered proprietors in the Kingston Rag and Metal Co., Montreal.

Dame Marie Louise Dussault, wife of Delphis Drolet, is registered proprietess in the firm D. Drolet & Co., merchants, Quebec.

BUSINESS IN WIFE'S NAME.

George Pye, general merchant, Ecam Secum, N. S., has registered consent for his wife, Eliza Ann Pye, to do business in her own name.

FIRES.

The storehouse of Carriere, Laine & Co., founders, Levis, Que., has been destroyed by fire. Insured.

The Otterville Mfg. Co., manufacturers of hardware and house furnishings, Otterville, Ont., are partly burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Macdonald & Williams, dealers in builders' supplies, Hamilton, have dissolved.

Demand of assignment has been made upon H. R. Ives & Co., founders, Montreal.

Thomas Potts, stove and tinware dealer, Brantford, is offering to compromise at 43c. in the dollar.

E. B. Nash & Co., general merchants, Crookstown, Ont., are offering to compromise at 50c. in the dollar.

J. D. Buchanan, general merchant, Lake Megantic, Que., is asking an extension.

Adolphe Dupres, general merchant, Summerside, P.E.I., has assigned.

J. A. Allison & Co., hardware and grocery merchants, Dunbar, Ont., have assigned to Geo. F. Bradfield.

Thomas Fisher & Co., general merchants, Bolton, Ont., have assigned to Chas. Langley.

A meeting of the creditors of J. D. Buchanan, general merchant, Lake Megantic, Que., has been called.

A SUCCESSFUL MAN'S PHILOSOPHY.

Jay Gould was not much of a talker, preferring rather to listen than to take active part in conversation when in the company of business acquaintances, but certain of his sayings have been preserved in the memories of his friends. The following characteristic utterances of Mr. Gould have been published in the New York Sun :

The best men are always looking upward to something better. They don't care how long they have to wait to attain it.

The manufacturers are working under the principle of making a greater quantity at lower prices. Labor gets the benefit of such an arrangement.

It has been my experience that men who are industrious will succeed. You can almost always find something behind the failure of a man.

I don't think there is any aristocracy of wealth here, nor will there be in the future.

A monopoly combining all the railroads or any of the great corporate industries is an impossibility. Nobody need have any fear from me. I brought nothing into the world, and it is certain I can't take anything away with me.

I believe that men should be so educated that if they found no room in a certain industry they could turn their hand to something else.

Prudent men want certainties, not probabilities or possibilities.

Nothing is so easily frightened as capital.

There is no part of the map of the United States upon which you can lay your hands and not find the classes who have in them the elements of success, succeeding. As for the others, they would fail in Eldorado,

THE CARTAGE RATES.

In reply to the Montreal Board of Trade's communication, expressing the desire of the council of the board that freight rates should be made inclusive of cartage charges, a letter was received the other day from the G. T. R. freight offices in which it was promised that the request should receive careful attention and consideration. In reference to the same subject the C. P. R. general traffic manager wrote that the company did not take independent action in the matter of cartage charges. Such action as was taken was decided upon at a meeting at which all Canadian lines were represented, and it was out of his power to take independent action. Furthermore, he begged respectfully to state that the company's fall tariffs had been printed and distributed at an expense to the company of nearly $1,000, and he did not feel authorized to withdraw them. He had received a similar communication from the secretary of the Toronto Board of Trade to that from the Montreal board, and in reply he had stated that the wishes of the shippers would have careful and respectful consideration at the next general meeting of the general freight agents of the railways of Canada, who alone could deal with the matter. If those interested would be patient for a short time he would be able to make such arrangements as would be satisfactory to them. At any rate it would afford him great pleasure to be able to do so.

Along with a dilapidated Dominion $4 bill, which he wanted to exchange for a new one, John Hawkes, Whitewood, N. W. T., sent the following ode to the comptroller of currency last week :

I am an old four-dollar note
(Considerably chewed up and torn),
Returned from Whitewood town remote
Back to the bank where I was born.
I know I've done my duty well,
I've paid for many a horn of rye,
I've helped the merchant buy and sell,
And sometimes wiped the widow's eye.
Handle me gently, 'cause I'm tore,
Don't fix me with that glassy eye;
I feel my changeful life is o'er—
This poor old Bill's come home to die.

Apted Bros.
• • • FOR EVERY
• • • DESCRIPTION OF
Printing

54 YONGE ST.
TORONTO
PRICES RIGHT • • •
TELEPHONE 1785
• • ●●● • •
ORDERS BY MAIL RECEIVE PROMPT ATTENTION

OFFICES: 100-102 Reade St., New York, U.S.A.

K&F KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11:

'Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern; so that we have the somewhat singular sight of a combine reducing prices."

THE E. B. EDDY CO.

MAKE

Paper of all kinds

suitable for every Trade

Manilla, Writing Manilla, Wrapping, Brown Wrapping, News, Print, etc., etc., etc.

TORONTO BRANCH: 29 Front St. W.
MONTREAL BRANCH: 318 St. James St.
MAMMOTH WORKS AT HULL, CANADA.

Jessop's Steel.

This brand which has earned the title of the "Standard Tool Steel of the world," can always be relied upon by consumers. A full assortment of best and medium qualities kept in stock, at lowest prices.

A. C. LESLIE & CO., Agents,
445 St. Paul St., Montreal. 18 Front St. West, Toronto.

"Burham"
PORTLAND CEMENT.
BEST ENGLISH BRAND MADE.

Canadian Consignees :
McRAE & Co.,
Ottawa and Toronto.

MUNN'S LIQUID GLUE.

The Strongest, Cheapest and Best.

Put up in all sizes. Circular and price list on application. KENNEDY BROS., Agents, 101 Bay St., Toronto.

For sale by the following wholesale houses in Toronto :—

H. S. HOWLAND, SONS & CO.
THE HEMMING BROS. CO.
THE ART METROPOLE.
WILLIAM BROWN, Carriage Hardware.

SAY !

If your Jobber can't supply
Kearney and Foot's Files
Write
W. S. McGREGOR, Agents,
11 and 13 Front St., Toronto.

Excellent Quality ! Reasonable Price !



ADAMS-MARS BEST.

GALVANIZED SHEET IRON. SP

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

I. H. CAMERON, 10 Front St. E

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X.,	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "		2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
16 "	2 35
¾ " and thicker	2 25

Sheet Iron,

1 to 20 gauge	2¾, 3
22 to 24 "	2⅞, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright 2 65 2 70
Abercarne	2 65 2 70
Lion	2 65 2 85

Iron Pipe.

Wrought 62½ per cent.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅝ 4⅞
" 7-16 " "	4½ 4¾
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 06½ 0 06¾
Domestic "	0 06¾ 0 06¾

Zinc Sheet.

5 cwt casks	0 06 0 06½
Part casks	0 06½ 0 06¾

Lead.

Imported Pig, per lb	0 03½ 0 03¾
Domestic "	0 03½
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	0 04½ 0 05
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¾ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	4½ 5
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " "	2 25
Canadian " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56½ 0 57½
Boiled "	0 59½ 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 50

Castor Oil.

Best, per lb	0 07½ 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis 12 p.c.; ton lots, on shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, " 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, eacn 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, discount 45 per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per lb 0 01½ 0 01½
Red..... .. .. 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No. 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10 p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
United inches				
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 56		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb . 0 25 0 3

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc Prices Low Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 10 to 60 & 10 & 7½

Horse Shoes,

Per keg 3 65

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F & L screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy.....	2 30
40dy.....	2 35
30 dy.....	2 40
20, 16 & 12 dy.....	2 45
10 dy.....	2 50
8 & 9 dy	2 55
6 & 7 dy.....	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath).....	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath).....	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, 1bs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.	Manilla.
7-16 in. and larger..	10 10½	11 11½
¼, 5-16, ⅜ in.....	10½ 10¾	11½ 11¾
Cotton, per lb.....	22	25
Russia Deep Sea, per lb..	13½	16
Jute ..... " ...	08	08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each.... 1 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ¼ gross boxes per gross net cash..... 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2, " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.

Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 35 2

Tinner's Shears and Snips

P. S. & W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 13 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
15 per cent. f.o.b Montreal, off revised list, Dec. 1, '92.
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " "
" Plain twist, 2&3 wires } 4¼ 4½
" Steel thorn and ribbon..... 4½ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c.,
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

REGISTERED TRADE MARK FOR WM. ROGERS. KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

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ART COUNTESS BASE BURNER

WITH AND WITHOUT OVEN ATTACHMENT.



Over 15,000 now in actual use, and our sales this year larger than ever.

This is undoubtedly the most beautiful and perfect working Heater ever manufactured.

EVERY STOVE A DOUBLE HEATER.

By a patented device, the cold air usually found along the floors or under the base is drawn up through circulating air flues and over the fire, and is then thrown out at the top of Stove into the room, or may be conveyed to any other room by attaching a pipe to the cellar.

FOR SALE BY ALL LEADING DEALERS IN THE DOMINION.

E. & C. GURNEY CO.

TORONTO, ONT.

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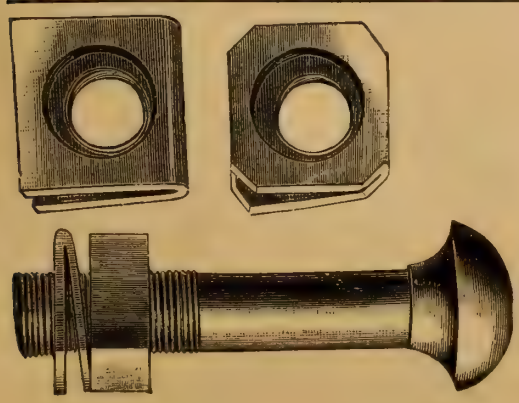
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FOR GLOBE FILES?

Because every file is warranted, equal to the best imported, and prices much lower. Because the Consumer has no Duty to pay on these files.

GLOBE FILE MFG. CO.,

WALTER GROSE, Montreal, P. Q. **PORT HOPE, ONT.**



THE THOMAS NUT LOCK

Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.

Moncton, N. B.

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By D. T. MALLETT.

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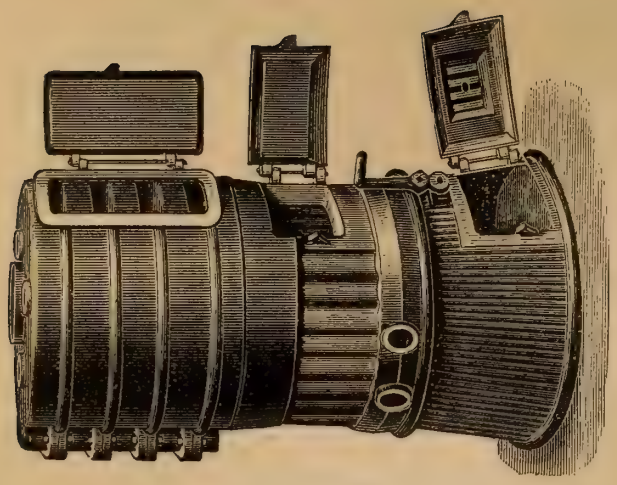
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HOT WATER BOILER

BEATS THE WORLD.

Powerful Heater,
Rapid Circulation,
and Economizes Fuel.

Send for Brownie Catalogue and Price List.

H. R. IVES & CO.,
MONTREAL.

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Shakespeare.

IF YOU ARE IGNORANT

Of the merits of the "PITTSBURGH" Lamp. If you do not know that

IT DAZZLES ALL COMPETITORS



ALL KINDS

ALL SIZES

Or, if you have not seen

OUR BARGAINS

In assorted Lamps, sold in Job Lots,

Write for Catalogue and Prices at once.

GOWANS, KENT & CO.,
Toronto---Winnipeg.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres and Treas. CHAS. N. CANDEE, Sec'y

The Gutta Percha and Rubber Mfg. Co.,
OF TORONTO, LTD.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalled Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during this season.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

OUR RUBBER BELTING IS THE BEST ON EARTH.

THE GUTTA PERCHA AND RUBBER MFG. CO.,
OF TORONTO, LTD.
59 and 61 Front St. West, - - TORONTO.

PURITAN COOKERS

AND OTHER HIGH GRADE KITCHEN UTENSILS

CONSISTING OF



Puritan Coffee Pots,
Puritan Baking Dishes,
Puritan Egg Poachers,
Puritan Spice Nests,
Puritan Tea Steepers,
Five o'clock Tea Kettles.

All goods are manufactured from the best material and workmanship and are therefor strong and durable, possessing a superior finish and handsome appearance. No kitchen should be without them.

Sold by the principal Hardware Merchants in the Dominion of Canada, and by

THE EUSTIS MANUFACTURING CO., 49th St., Bavonne, N.J., U.S.A

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. IV. TORONTO, DECEMBER 24, 1892. No. 52.

New York Aluminum Bearing Metal Co.

NEW YORK OFFICE, N. E. Cor. Washington and Cortlandt Sts. CHICAGO OFFICE, 12 Pacific Avenue.
MONTREAL OFFICE, H. McLaren & Co., Agents.

MANUFACTURERS OF

ALU
TRADE MARK.

"Genuine Babbit," - -	Price 30c. per lb. f.o.b. New York
"Champion Metal," - -	25c. " " " "
"Aluminum Bearing Metal,"	18c. " " " "
"Big 4 Babbitt," - -	14c. " " " "
"Pyramid Metal," - -	10c. " " " "
"Mystic Metal," - - -	8c. " " " "

CLOSE FIGURES MADE ON LARGE ORDERS OR CONTRACTS.

Our metals are superior to any like Babbitt Metals in the market. We Solicit Your Orders.

DO YOU IMPORT GLASS DIRECT?

WE WOULD LIKE TO HEAR FROM YOU IF YOU DO.

IT WILL PAY YOU TO IMPORT!

Our Green Seal Brand of Window Glass has earned its enviable reputation because of the following facts:

REMEMBER, EVERY CASE OF OUR GLASS BEARS THE

ITS PERFECT CLEARNESS AND EVENESS,
SOUND PACKAGES,
CAREFUL PACKING.

GREEN SEAL BRAND.

WALTER H. COTTINGHAM & CO., MONTREAL,

Proprietors of the Green Seal Registered Brand Window Glass, Paints and Varnishes.

RICE LEWIS & SON,

LIMITED.

Importers and Dealers.

HOUSE FURNISHINGS,

FINE

CUTLERY, PLATED WARE,

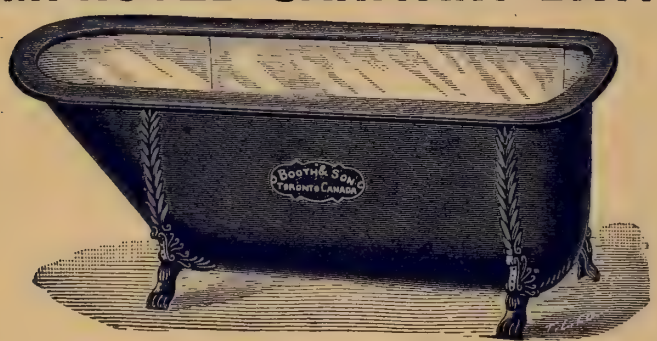
TILES, GRATES, MANTELS.

IRON BRASS # BEDSTEADS.

RICE, LEWIS & SON, Ltd., King St. E., TORONTO.

SOMETHING NEW

IMPROVED SANITARY BATH



No. 1

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	$27 50	$29 50	$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

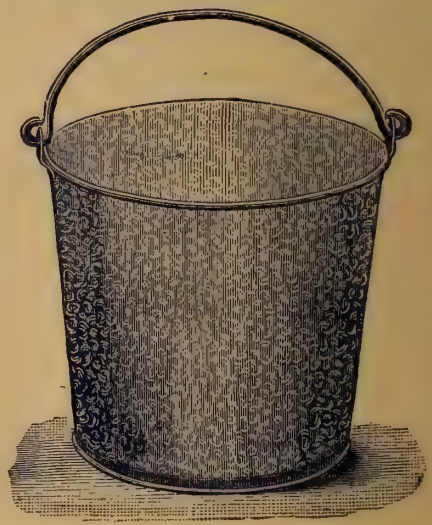
A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in Plumbers' Supplies,

TORONTO, CANADA.

GALVANIZED STEEL BUCKETS.

IMPROVED PATTERN.



IMPROVED PATTERN.

Something entirely new, and superior to old style Buckets, made in three sizes.

They are superior to the ordinary Flaring English Bucket, being of greater capacity.

They are stronger in shape, consequently more durable.

They will not slop over or tip over, owing to the wide bottom.

They nest very close and firm, which protects them in shipping.

The rim is in one piece with the body, consequently cannot get knocked off.

They are galvanized and not lead coated.

For Sale by all Wholesale Hardware and Tinware Houses.

KEMP MANUFACTURING CO.,

TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, DECEMBER 24, 1892 No. 52

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

HARDWARE wishes it readers a very Merry Christmas. This year the conditions of trade afford at least the average ground for the contentment that is so necessary to the full enjoyment of the holidays. The hardware merchant would probably shed upon the outside world a little more of the genial glow of satisfaction, if the streams had a good thick plate of ice upon them, and the roads were well laid with snow. Many things would sell in the presence and under the inspiration of these conditions that are not now in brisk demand. Two or three hundred pair of skates would be a more cheering sight under an equal number of healthy boys and girls than they are in one's stock. Sleigh bells, snow shovels, horse shoes, and various other lines are not as forward in current trade as they might be, and as they would be if the clouds would sift out a few hundredweight of snow to every square yard of this province. But while trade is slow in lines dependent upon wintry weather, it is not entirely dependent upon such goods. The season calls for certain wares, no matter what the weather is like. Cutlery of various sorts —carvers, table knives and forks, butcher knives, razors, pocket knives, etc.—has had a good call from wholesale stocks, and this year's trade in these goods is generally reported to have far exceeded last year's. Many lines of fancy house-furnishing have shown good returns on Christmas account. Money is more plentiful in country districts than in the corresponding month of last year; collections show this. The season's trade, taken all in all, shows a balance in favor of satisfaction as against the account chargeable to disappointment, and the hardware trade of Canada, we hope, are in the right spirits to enjoy a Merry Christmas, which we most heartily wish them.

* * *

Importers, particularly those in Montreal, have kept the ball rolling ever since they began the agitation for the setting up of some authority in customs appraising, which would be a court of appeal from disputed valuations of local collectors. Deputations from the Montreal Board of Trade repeatedly reminded the late Minister of Customs of his promise to give this matter his consideration, and his reply to the last of these reminders was to the effect that the details of an arrangement were receiving his attention. Whether this work will be hastened or retarded by the change which places the customs department under a Comptroller, who is subordinate to the Minister of Trade and Commerce, remains to be seen. A plan for the creation of a supreme appraising authority has been under consideration for a long time. When Mr. Bowell was Minister of Customs the necessity for such an appellate authority was pressed upon his attention, but he went out of office without doing anything. His successor, Mr. Chapleau, was no doubt earnest in his purpose of effecting the desired reform, but he too left the head of the Customs department with the work unfinished. Change seems to abort reform, which there is reason to believe has now been twice in the embryotic stage. Possibly with Mr. Bowell again the chief of the customs department, though one remove away from the direct administration of it, something may be done. The division of labor that may be decided upon between the Minister of Trade and Commerce and his two Comptrollers of duties may leave the Comptroller of Customs freer to look after this urgent matter and establish some regulating agency to put an end to the anomalies of appraising. No other trade has had more trouble from the unequal appraisements of local collectors than the hardware trade.

* * *

It is good policy on the part of employers to further by every means in their power the usefulness of those in their service. The salesman who does not improve is incapable of advancing his own welfare or that of any one else who may entrust him with the development of any portion of a business. The progressive man must be a student, he will be unable to act on his own judgment if he is a machine or a mere cog in the wheel of a more complex machine. He has to play a part in business, a part that he must study thoroughly if he is to succeed in it. Every medium should be at the hardware saleman's disposal to enlarge his knowledge of the hardware business and increase his usefulness in it. He has his principal's reputation as a business man in his keeping, and cannot know too much about the trade to do this creditably. One means of education that ought to be in the hands of salesmen in this trade is HARDWARE, and the present is a timely occasion to recommend employees to make their clerks a new year's gift of a subscription to HARDWARE. The fruits of that liberality will be

gathered in the better work and altogether more satisfactory service of the recipient.

* * *

The prices of binder twine are already being quoted for next season by the National Cordage Co. of the United States. The National is early in the field with the prices this year. It will be remembered that it did not quote last year until close upon harvest time. If its prices are any indication of what may be expected here, binder twine will come lower next harvest. The National's prices are ½c. to, ¼c. lower than they were last season. It may be that these low prices have been thus early announced to moderate the strong feeling against the duty on twine, a feeling which carried through the House of Representatives last year a bill for the placing of twine on the free list. That same feeling might prevail with the Senate this year and flush the measure into law. The National wisely chose a moment when Congress was but a short time assembled to put prices on a more popular footing. The prospect of the duty being removed is increased by the re-results of the last election, results which of course will only begin to tell after next March.

* * *

At the instance of the Bowman Hardware Co., Hamilton, a by-law is being prepared by the Board of Works of that city to amend the fire by-law so as to permit hardware merchants to store their gun powder in a boiler-plate, fire-proof box on the sidewalk in front of their premises. The fire department gives the measure its hearty approval, and hopes that it will be enacted. If all hardware traders in towns and cities were permitted to make use of this method of storing their powder, and would avail themselves of the privilege, it should lighten their insurance by diminishing the risk of the total destruction of their property. Hardware stores once ignited are usually burnt to the ground. The firemen learn that gunpowder or other explosive is in the stock, and they do not work with the same freedom from fear that they do in the absence of such dangerous material. The move of the Bowman Hardware Company ought to be imitated by the trade in other towns and cities.

* * *

Stock taking will be the next thing after the holiday trade to engage the hardware merchants of the country. We hope it will be a light job with them, that the volume of sales made in the last fortnight of the old year may clear away a good many tons of merchandise and leave its equivalent in money that represents a good margin of profit. Stock is more cheerfully handled when the labor involved turns it over to another owner than when the same labor is spent in moving it for the inventory. But light or heavy, do not omit the taking of your stock and the balancing of your books.

SALESROOM TOPICS.

The advance in raw cotton of 2c. per lb. has caused an upward movement in the United States in the prices of sash cord and cotton cordage, but no changes have been made here yet.

The manufacturers of building paper have sent out the new and advanced prices to which they have jointly subscribed.

The skate trade has been disappointing up to this week, and though some of the houses report that they have had to call for extra supplies from the manufacturers, it is a fact that skates will figure in the stock-taking more than they usually do. Retailers can at all events rely upon having their orders filled as soon as they are submitted.

William McCoy, who for a number of years represented in eastern Ontario the late firm of Benny, Macpherson & Co., Montreal, has made an arrangement with H. S. Howland, Sons & Co., of this city, to travel for them on the same ground.

A. C. Leslie & Co. report that their cutlery trade this fall has been almost twice that of year ago.

The James Smart Manufacturing Co. of Brockville have put a new lawn mower on the market that is sure to interest the trade next season. It is of very simple mechanism and has some special features that we hope to be able to exhibit in a cut.

A common sense idea that in this year more observable than formerly is the putting up of fine carving sets in handsome card boxes. There are customers who would readily pay the price asked for a set in a costly case, if they could get the value in the carvers themselves that is divided between the carvers and the case.

Onyx ware is now a scarce article on this market, the demand having proved more than a match for the supply now ready. The Kemp Manufacturing Company have placed a very large quantity of this ware since they introduced it, and they find the demand is hard to overtake.

Mrs. Potts' irons, it is to be hoped, are now on a basis that will yield the trader a fair return for handling them. The closing down of H. R. Ives & Co's business through the failure of that firm leaves the manufacturer of these irons in the hands of but one firm. This is expected to put an end to cutting, a consummation devoutly to be wished. The trade who are holding stocks will reap the benefit of the rise.

On account of the winding up of the Ives estate stocks are broken in all lines of cast hardware, and as a consequence this class of goods is firmer.

The various associations of the manufacturers of heavy hardware will meet in this city on the 5th of January. These include the makers of bar iron, cut nails, wire, wire nails, horse shoes, horse nails, tacks, bolts, rivets, etc. In bar iron there is an advance expected.

A WORK ON WIRE.

WIRE, Its Manufacture, Antiquity and Relation to modern Uses, is the title of a little book, of which we have received an advance copy with the compliments of the publishers, The B. Greening Wire Co., Ltd., Hamilton, Ont. It is a very concise presentation of the most salient facts about wire. The historical, industrial and economical information it gives is most interesting. The book traces the connection of the Greening family with wire-drawing back to the year 1799, when Samuel Greening of Tintern Abbey commenced the manufacture of wire at Warrington, England. An ancestor of his, Christopher Greening, also an Englishman, in the year Columbus discovered this continent started in St. Omer the first needle factory in France, and the people of that old town are celebrating the four hundredth anniversary of that industrial event this year. B. Greening, of the B. Greening Wire Co., Hamilton, is the second son of Nathaniel Greening who at the end of last century began the manufacture of wire at Wallingford. In his father's factory he served a seven years' apprenticeship as a wire drawer. In 1858 he came to Canada and became one of the pioneers of the wire industry here, as his ancestor had done in the needle industry of France. Thus the genealogy of the Greening family may be traced pretty far back along a wire line, or along a line that does not stray far out of the wire industry. The book will be found a very interesting one to those who have anything to do with the production, sale or use of wire.

HIS TENDER NOT ACCEPTED.

A 17-year-old boy entered the city engineer's office yesterday and looked askance over the counter.

"What can I do for you?" said Assistant Engineer Ironside.

"I see in the papers you want tenders for the heatin' and ventilation at the Collegiate Institute. Will I do for one? I ain't doing anything now, and I know how to 'tend furnaces."

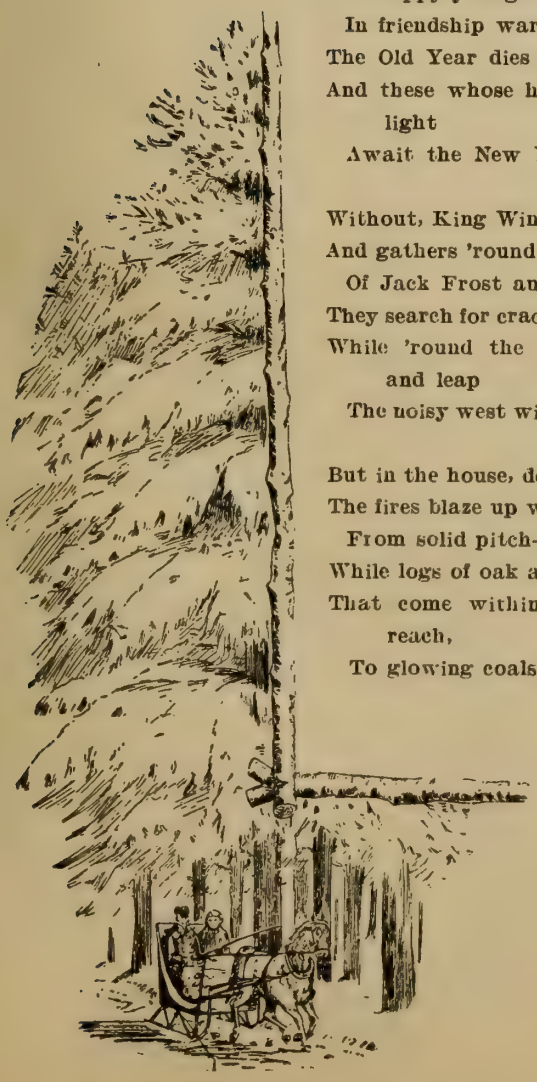
He couldn't understand why those in the room laughed, and thinking perhaps his youth was against him he sorrowfully retraced his steps.—London Advertiser.

A New Year Greeting



Midwinter's snow lies deep and chill
On field and forest, vale and hill,
  And wintry winds are blowing:
The short-hour'd day is almost past,
The sun has reached the west at last,
  Just o'er the hilltops showing.

The sleigh-bells jingle at the door,
And happy young folks full a score,
  In friendship warm are meeting;
The Old Year dies this winter night,
And these whose hearts are free and light
  Await the New Year's greeting.



Without, King Winter holds his reign,
And gathers 'round a snowy train
  Of Jack Frost and his fellows:
They search for cracks wherein to creep
While 'round the house with whisk and leap
  The noisy west wind bellows.

But in the house, defying cold,
The fires blaze up with red and gold,
  From solid pitch-knots burning,
While logs of oak and solid beech,
That come within the wild flame's reach,
  To glowing coals are turning.

With sumptuous feast the board is crowned,
Where father smiles on all around.
  And joins in laughter hearty;
While mother, seated at his side,
Regards her flock with looks of pride,
  The happiest of the party.

When supper's done, the merry throng
Meet round the fire with laugh and song,
  And each some tale is telling
Of Indians, ghosts, or goblin things,
Which fly at night with black bat's wings,
  Or haunt some lonely dwelling.

The hands across the clock dial creep;
The little folks are going to sleep,
  As midnight hour draws nearer,
But when the clock at twelve rings out,
Then "Happy New Year" is the shout
  Of every watchful hearer.

The crescent moon rides in the west
Before the household seeks their rest,
  And in their dream-thoughts mingle
The many memories of the night,
The happy faces, young and bright,
  And distant sleigh-bells jingle.

—Good Housekeeping.

BRITISH STEEL OUTPUT DECREASING.

Speaking of the British steel output, a trade exchange gives some decidedly unfavorable figures in connection with it. It holds that the figures which are published from time to time giving the statistical position of all trades show that even from an optimistic point of view Great Britain is in the midst of a wave of depression, and that a pessimist would affirm that she is gradually losing her trade entirely. The figures for the production of steel in Great Britain during the first half of 1982 are produced in support of this contention. Compared with the first half of 1891, the production of steel ingots has fallen off 30 per cent., steel rails 50 per cent., and open hearth steel ingots 7 per cent. Bessemer ingots fell off during the period named—in 1891—12 1-2 per below the output for the same time in 1890. The figures in detail on which the argument is based are as follows, in tons of 2,240 lbs.:

January to June, 1892, Bessemer Ingots, 649,816; Bessemer Rails, 211,805; Open Hearth Steel Ingots, 722,351.

January to June, 1891, Bessemer Ingots, 923,005; Bessemer Rails, 422,623; Open Hearth Steel Ingots, 778,888.

To the British manufacturer the most unfavorable point is the decrease in the output of steel rails, and it is attributed to the diversion of orders from Great Britain to Germany and the United States.

MONTREAL TRADE NOTES.

Glass is a very firm article at present, and W. H. Cottingham & Co. are offering a special line of stock for window purposes.

Walter Grose reports that his turnover of sleigh-bells this year was above the average. He has placed large orders in all sections of the country.

There has been a brisk demand for skates during the week on holiday account, and the hardware houses have filled quite a lot of small sorting orders.

Wm. McNally & Co. turned over a sound lot of English cement last week. This has been the only large transaction in this line recently.

Several car lots of seal oil have been sold during the week by Montreal houses to American dealers, the price being 40 cents for car lots.

A lot of fancy bevelled plate glass has been used in connection with holiday goods, and the Messrs. Pilkington have supplied a considerable portion of it.

The Montreal Match Company has been incorporated with a capital of $10,000. The members are Messrs. Auguste Desrosiers, Antoine Gagnon, Louis Pichette, Charles Trepanier, all of the town of Louisville, and Pierre Beland, Riviere du Loup, in Maskinonge county.

Mr. Wm. Hutchinson and Mr. John Patterson, of Messrs. John Duncan & Co., have been nominated for membership to the Board of Trade.

PROPER PIPING OF DWELLINGS.

Some useful hints and suggestions are given by our contemporary, the Mechanical News, in regard to the placement of water and waste pipes in buildings in order to ensure immunity from odors, leaks, and bad sanitary effects. While the remarks of our contemporary apply in a great measure to work which rightly comes within the province of the plumber, our friends, the steam-fitters and heating contractors, may also profit by them; hence we reprint the article for their benefit.

The leakage of water pipes behind decorated walls and in fine ceilings is a sufficient argument against casing or covering service pipes. The repairs are generally costly in themselves, and they entail the additional services of the carpenter and decorator, as well as those of the plumber. Pipes in casings, or set in walls or partitions as they pass from floor to floor, provide especially inviting runways for mice, rats, and vermin of all kinds. Nests are built in these places; scraps of paper, rags and food are carried into them, and they become filthy. It is only necessary to remove a covering board from almost any casing to prove this point in a most convincing manner. Even those in comparatively new buildings will be found surprisingly foul.

These casings, or wall pockets, as the case may be, serve another and usually unexpected purpose. They act as ventilators, and distribute odors from the kitchen and cellar to all parts of the building. In the performance of this duty they are faithful and impartial. The hollow walls and floors which are nearly universal in the American system of construction greatly assist in this work. Many of the fine French flats which were first erected in the city of New York are now rented with difficulty, owing to the odors which pervade them. When they are shut up for a short time they are almost unbearable. Rents have of necessity been reduced to one-third the original figure from this reason alone. The fault is usually found in the careless and ignorant arrangement of pipes and their cases. The odors from the kitchen are carried everywhere. Stale odors from closets and from food, from kitchens and garbage-boxes are mingled and distributed with perfect fairness to all the occupants. The large air-shafts, usually held responsible for this state of things, have very little to do with it. The casings open at the ceilings of each kitchen, communicate with all the floor and wall spaces and usually take their supply of odors from a point very near the range. All of them are directly connected with the cellar, and usually start in some way from the janitor's kitchen.

Numberless complaints, coming from new flats, of sewer-gas, are finally traced to the odors of cabbage, turnips, ham, onions, etc., which have come from the janitor's kitchen. In many buildings this kitchen is directly under the parlor of the first floor apartment and is separated from it by one thickness of boards and an inch of plastering. That there should be foul smells on the first floor is not to be wondered at. Tests of the plumbing in these cases are made and its protection proved.

There is nothing to be said upon the other side of the question.

There are no good reasons for putting pipes out of sight. When people say, in the face of these facts, that they cannot bear the suggestiveness of having the pipes where they are visible, they make an acknowledgement that they prefer hidden filth, danger to life, health and property, to a right construction. Life and health cannot induce them to accept and frankly tolerate their plumbing work.

Pipes carried openly through a building are not dangerous because their condition can be constantly observed. If accidents occur the point at which the break takes place can be reached at once and repairs easily made. The quality of the work gains materially because the plumber takes pride in putting up work which is to be exposed.

Exposed pipes may be made to pass through floors without leaving an opening. The floors around the pipe can be made perfectly tight, and the passage of odors cut off completely—at least as perfectly as the nature of the plaster will permit. This is an enormous gain, while the runways for rats and mice, roaches and water-bugs, are entirely done away with. These vermin can then be exterminated. This is practically an impossibility in houses where casings protect them and afford perfect breeding places. Cut off from free passage to all parts of the house they prefer more congenial quarters, where rapid transit and fields for colonization are provided.

As decorative features of the rooms cast pipes at least are often treated in a beautiful way. The body of the pipe is colored a very dark bluish grey, scarcely removed from black. The bands are silver or nickel bronzed, or have silver or nickel leaf applied to them. Occasionally the whole pipe is finished with two or three shades of bronze. Lead and wrought-iron pipe receive somewhat similar treatment. The lead is often polished and varnished. There is, however, no difficulty in making the decoration of the pipes strikingly effective.

It is satisfactory to know that architects and builders are beginning to break away from the old custom and expose their pipes wherever the prejudices of the owner can be overcome. Some of the best men in the profession are treating the plumbing work in a manner to show constructively its importance and value. The result is a great gain to owner and occupant.

THEIR EXCUSE.

At one of the largest shipping offices in the city—as the majority of the clerks reside in the most distant suburbs—a certain amount of grace is allowed them for arriving in the morning. They are, however, required to explain on a list especially provided for the purpose, the cause of their unpunctuality. The first who makes his appearance always leads off with the words, "Train late," "Buss horses down," or as the case may be, and to this the other clerks invariably say "Ditto." So accustomed have they become to the formal procedure that they hardly ever take the trouble to see what excuse heads the list. The other morning the first arrival conscientiously penciled in the words: "Wife ill—twins," and, to the utter amazement of the chief, this extraordinary explanation was promptly "dittoed" all the way down. Nor was his astonishment diminished when he discovered the office boy's name included.—London City Press.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

SKATES

IN STOCK.

Genuine "Acme," Polished, No. 0, 90c. pair, No. 7, $2.90 pair.
" " Plated, No. 0, $1.50 " No. 7, 3.90 "
"Achieved," } Full Patent, Polished, $4.50 pair.
Forbes' New Patent, } " " Plated, - 5.50 "
In all sizes, 7½ to 12 in. Discounts on application.
Acme Skate Bolts, Nuts, Lugs, Links, and other repairs.
Skate Straps, ½x20, ½x36 in.; ⅝x20, ⅝x36 in.

A very Merry Christmas
and a
Prosperous New Year
to all our friends

The Toronto Lead & Color Co. Ltd.
E. J. Westaway Manager

Toronto 24th December 1892.

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above

H. Boker & Co.

are famous for their fine quality

Razors, Scissors
—AND—
Pocket Cutlery

TRADE MARK.

(TREE BRAND)
FOR SALE BY LEADING WHOLESALE HOUSES.

The Toronto Silver Plate Co.,

MANUFACTURERS OF



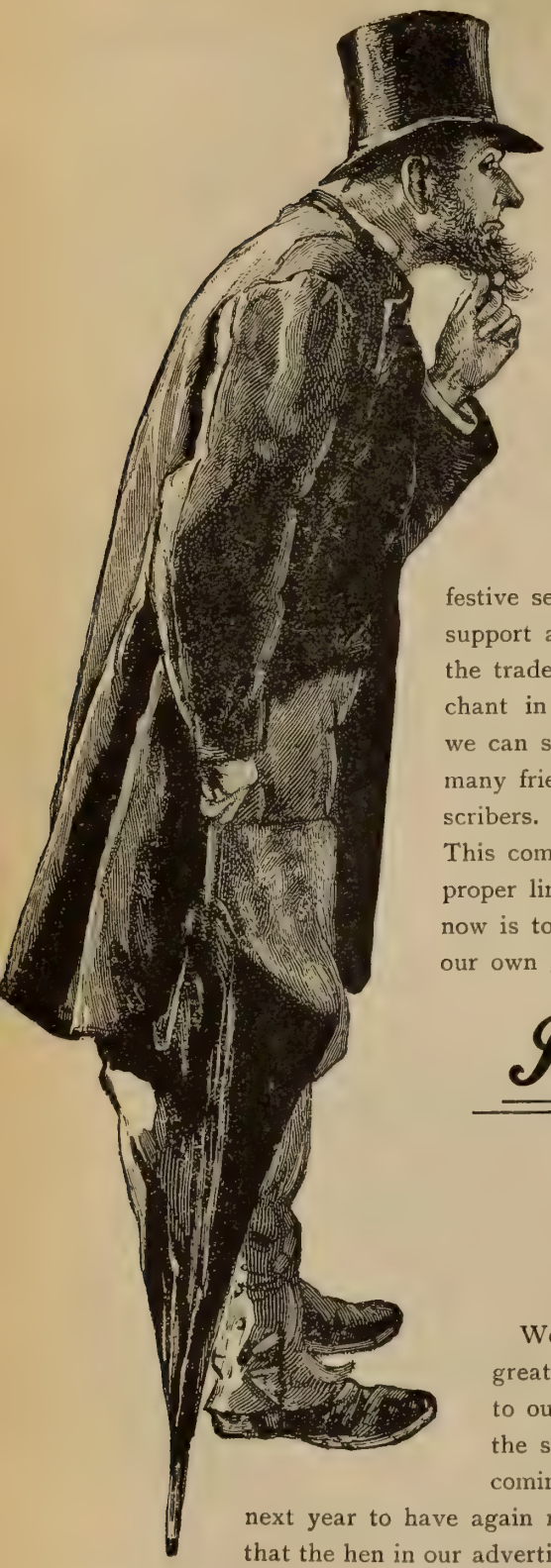
Sterling Silver
—AND—
Electro Silver Plate.

—:o:—

Our assortment and variety of Lamps this season is larger than ever. It comprises new and handsome designs in Table, Banquet and Piano Lamps. They are unexcelled in Beauty or Workmanship.



FACTORIES AND SALESROOMS: 570 KING ST. WEST, TORONTO, CANADA.
E. G. GOODERHAM, Manager. JNO. C. COPP, Sec-Treas.



Once Again

As Father Time hobbles up to the finishing post at the end of another short year and turns the sand glass in his weary and wrinkled hand and gives his scythe a twist over to the other shoulder we turn reflectively to the days that he has mown off the field of Eternity since last we addressed our readers on a like occasion, and our musings and ponderings are of a pleasant nature. The old gentleman has dealt kindly by us, he has permitted us to carry on the work we had hewn out in the sphere which we especially considered as worthy of better consideration, he has allowed the sun of prosperity to cast its warming beams over our heads, and our hands and hearts have been strengthened anew by the praises and encouraging words he has caused our readers and friends to utter for the work we are striving to do. -:- -:- -:- -:- -:-

It is with feelings of the deepest gratitude that we turn again at this festive season of the year to our many friends, readers and advertisers for their hearty support and appreciation of our efforts to make THE HARDWARE MERCHANT the pride of the trade, and a constant and trustworthy "*vade mecum*" of every enterprising merchant in this broad and blessed Dominion, and it is with inward gratification that we can state that never at any time in its life has THE HARDWARE MERCHANT had so many friends as now. They are found in the ranks of both advertisers and subscribers. They swear by it and will follow its teachings if it leads to the grave. This compliment pleases us more than we can express: it shows that we are on the proper lines, and encourages us to go on and do more. But what we want to do now is to join the happy throng of well-wishers, grasp you by the hand and put all our own good wills and wishes into a few words by wishing you a

Joyous Christmas

AND A

Prosperous New Year

We mean every word of it. We at any rate review the year's business with great satisfaction. Hundreds and hundreds of new subscribers have been added to our lists. The number of our advertising pages has been almost doubled by the securing of new advertising and by old advertisers increasing space. In the coming month greater things are in store for us, and we trust by this time next year to have again more than doubled our subscription lists. Surely all this goes to prove that the hen in our advertising department is laying golden eggs for some people. It gives us great pleasure to feed that hen. The manufacture of the food and the manner of feeding is known only to our advertisers and ourselves. In other words, the only way for non-advertisers to test the value of THE HARDWARE MERCHANT as an advertising medium is to try a year's advertisement. The best evidence of the value of a paper as an advertising medium is its ability to secure and hold the best class of advertisements. Again wishing you the Compliments of the Season.

We are, yours faithfully,

THE J. B. McLEAN CO. LTD.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."



These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

BEST ENGLISH BRANDS.

Keene's Coarse, Parian and Superfine Cements.

SEWER PIPES 4 in. to 24 in. diameter. Flue Linings. Chimney Taps.

FIRE BRICKS. Flue Covers, Fire Clay, Cupola Paubing Mixture, Kaolin.

CALCINED PLASTER. Enamelled Sinks, Wheelbarrows, Scotch Derricks.

Large stocks at lowest market prices.

Wm. McNally & Co
MONTREAL.

Thos. Firth & Sons, Ld.,

Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,

Bessemer Steel,
Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.

Miller Bros. & Toms

(Successors to Miller Bros. & Mitchell. Established 1869.)

Machinists, Millwrights and Engineers.

MAKERS OF

ELEVATORS

For all purposes, of any capacity, and operated by Electricity, Water, Steam or Hand Power.

Builder's Derricks--Hand or Steam, 1, 1½, 2, 3, 5, and 8 Tons.

Foundry and Machine Shop Cranes, Any Swing, Any Capacity.

GENERAL MACHINE WORK.

Works: 89 to 120 King, - - - - MONTREAL.
Office: 122 King St, - - - - -

BANK AND OFFICE COUNTER RAILINGS.

Inside Wire Window Blinds and Signs.
Basement Window Guards.

WRITE FOR CATALOGUE.

Manufactured by

The B. GREENING WIRE CO., Ltd.,
HAMILTON, CANADA.

THE INSOLVENCY BILL.

A JOINT deputation from the Boards of Trade of Toronto, Montreal and London waited on the Government on the 15th inst., to ask for the enactment of an insolvency law as a Government measure in the coming session of Parliament. The members of the deputation were as follows: Hugh Blain, first vice-president of Toronto Board of Trade; F. Wyld, Paul Campbell, S. Caldecott, E. R. C. Clarkson, D. E. Thompson, Q. C., and Edgar A. Wills, all of Toronto, and the following gentlemen from Montreal: E. B. Greenshields, James A. Cantlie, James Slossor, A. L. Kent, C. P. Hebert, J. B. McLea, J. B. Learmont. The London Board of Trade sent the following delegates: M. Masuret, president, and Mr. Thomas. They were received by the following members of the Government: Sir John Thompson, Hon. G. E. Foster and Hon. A. R. Angers.

Mr. Greenshields made a long and able speech. The deputation represented, he said, all the business interests of Ontario and Quebec, where there was an almost unanimous sentiment in favor of a Dominion insolvency law. At present a distribution of assets act existed in only two provinces. They were simply insolvent acts under another name, and without any provision for discharge. There were no preferences under the laws of Quebec, but there were in Ontario, such as chattel mortgages and preferential judgments, which were first claims on the estate. A transfer of book debts, even when dated back several years, became a first lien on all the book debts, including those contracted since the execution of the transfer. Under the existing law in Ontario "A", debtor, may sell out to "B," and the sum realized may be handed over to "C," a creditor in the same town, to the detriment of other creditors. The maritime provinces were a hotbed of preferences. He gave several illustrations of the state of the law down there, which, he declared, was so unjust that it should not remain on the statute books. It might be said, he knew, that wholesale merchants should shorten their credits or sell for cash, and not make bad debts. That was almost impossible so long as they had to compete with the merchants of the world. The agents of British merchants came over and offered long credits and goods equally cheap and Canadian merchants had to offer equal terms. They loked to the wisdom of the Government to provide a way out of their difficulties.

Mr. Blain advanced the argument that it was not in keeping with the character of the confederation that there should be different laws in the different provinces discriminating in favor of local creditors. They would be loth to return to the insolvency law of 1875. There were serious defects in that law, and there was no doubt a feeling of relief when it was abandoned. He thought they could frame a law without these defects. With that object they had brought down a draft of a bill for the consideration of the Government. In framing it they had had the benefit of the great experience of Mr. Clarkson, as an assignee, of Mr. Thomson, who was generally acknowledged to be the most competent commercial lawyer in Toronto, of the opinions of Mr. Walker, general manager of the Bank of Commerce, and the views of a number of merchants in the chief commercial centres.

Mr. Thomson explained the salient features of the bill. It proposed to apply the law to traders only. The Government have to consider the question as to whether the law would have to be made applicable to all classes, as it was in England, but upon that point they had nothing to say. Under the act of 1875 the assignee got things ready for liquidation before calling a meeting of the creditors. Instead of that the bill proposed the appointment of a guardian, who would usually be the sheriff in Ontario and the prothonotary of a court in Quebec, but in the case of large interests a special officer appointed by the Board of Trade, to whom every estate in the first instance must go. Such guardian would hold the assets until the creditors could be got together, and he was declared ineligible for the appointment as liquidator, leaving the crecditors free to deal with that appointment, and thus removing one of the most serious objections of the act of 1875. In regard to the granting of a discharge, it was proposed to do away with compositions altogether. The liquidator was in every case to sell the assets, leaving the creditors,if they chose,to give him his discharge, but independently. As to the granting of a discharge by a court, it was not supposed that the Government would set up a bankruptcy court owing to the additional expense which for small estates in a young country would be unjustifiable, but it was felt that under the jurisdiction of the local courts there was no uniformity of practice, and a creditor was driven to go all over the country in the settlement of difficulties. It was thought that a particular court, say in Ontario, a division of the high court of justice, might be indicated for administering the law. It ought not to be regarded as a hardship on the debtor if he was to be relieved of the payment of his debts in full if he should be compelled to go to a forum convenient to his creditors instead of vice versa. Under the proposed bill there would be no official assignee. There would be a temporary guardian, and then a liquidator would be appointed by the creditors, but without the intervention of a court. They had a law in Ontario providing against preferences, but the legislature in dealing with this subject was hampered by the question of jurisdiction. For instance, they had never provided for discharge. Nor was there jurisdiction to seize on a man's assets and distribute them. It was true, as stated by Mr. Greenshields, that if a man could sell his assets for cash he could pay over that cash to one creditor alone to the exclusion of all others. In the proposed bill the discharge clause was practically as in the act of 1875, except that the grounds have been made a little more clearer, and it was proposed that if the debtor applied to the court direct without the consent of the creditors to put the onus upon him, whether it was opposed or not, showing a title, and that he had dealt fairly by his creditors.

Mr. Foster, in reply to the deputation, said: "We are very glad to hear your views, and I have no hesitation in promising, for Sir John Thompson and the rest of my colleagues, an examination of your bill, and a thorough consideration of the whole subject, and if you will indicate to me within a few days the names of a small sub-committee of this deputation, if we should wish to consult you, then when the time comes we will call upon you for further explanations, either as to the principles or details of the bill."

Copies of the bill were left with the ministers.

The following members of the deputation were subsequently named as a committee to be at the call of the Finance Minister in promoting the measure: Messrs. Thompson, Greenshields, Blain and Kent.

THE POSITION OF TIN.

For six months prior to the election Strauss, the English pig tin operator has been manipulating the world's market in anticipation of the 4 cents per pound duty which was expected to become operative July 1, 1893, under the terms of the McKinley law. Large stocks were rushed to this country and the price steadily advanced. The arrivals for the year to December 1 were 19,200 tons. These, with stocks of 2,000 tons, made the available supply 21,200 tons. The estimated consumption during that time was 16,450 tons, leaving 4,750 tons in stock. This is the largest amount held at one time in this country for years. Now, it is pretty generally conceded by consumers of tin in this country that the duty of 4 cents will not become operative. Consequently, the advance in discount of the contingency has been checked and the reaction has set in. The result was a net decrease of 1 cent per pound in the price of current quotations during November.

The London market is described as being in a condition bordering on demoralization, and is making frantic efforts to unload on America. Notwithstanding the heavy stocks on this side, rushed here to avoid the expected duty, and the declining prices—as showed preceding—the arrivals during November were 2,600 tons. Moreover, the movement continues, and excellent authorities estimate the December receipts will aggregate 1,600 tons.

It is a very eloquent commentary that during this heavy movement the American price has been either equal or below the London price, and the shipments in consequence were made at an actual loss, when freight and insurance are considered.—Ex.

THE ONTARIO TACK CO
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton, Ontario.
SP

SITUATIONS VACANT.

WANTED—HARDWARE TRAVELLERS with good connections in Lower Provinces and in Ontario. None but first-class men need apply. H. S., GAZETTE Office, Montreal.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

Wanted--Foundry Men

To give Aluminum Alloy Composite a trial. 2% in ordinary Cupola will give you soft, sound and solid semi-wrought iron castings. Price, $5.00 per 100 pounds F. O. B.

Book of information with Government report and other indisputable testimonials for foundry men—FREE. The Hartsfeld Furnace and Refining Co., Newport, Ky.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST

E.R.C.Clarkson, F.C.A.
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TORONTO, ONT.

Plate Glass

ALL SIZES IN STOCK.

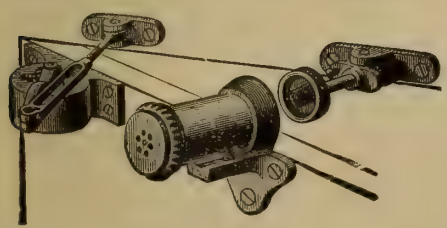
MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST W., TORONTO.

Telephone 1112.



The Eclipse Spring

Shuts the door Everytime.

The Eclipse Check

Stops the Slamming.

Recommended by Architects.
Extensively used by Builders.

WHOLESALE—MONTREAL: CAVERHILL, LEARMONT & CO; FROTHINGHAM & WORKMAN,; LEWIS BROS. & CO.
TORONTO: RICE LEWIS & SON, Ltd.
HAMILTON: BOWMAN HARDWARE CO.
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T. A. MORRISON & CO.,
118 St. Peter Street, MONTREAL.

J. L. GOODHUE & CO.,

Leather Belting, Lace Leather, etc.

DANVILLE, QUE.

Ontario Office:
74 York St., Toronto,

H. D. SIMMONS, Agent.

A full stock of "Standard No. 1," and "Trade" Leather Belting, also Lace Leather and Cut Laces, kept in stock at our Ontario Office. Orders and Shipments attended to with prompt despatch.

NOW READY

The newest thing in Varnish. Put up in the neatest and handiest tin ever known. Easily opened. Easily sealed. No corks and no waste.

Unicorn Furniture Varnish

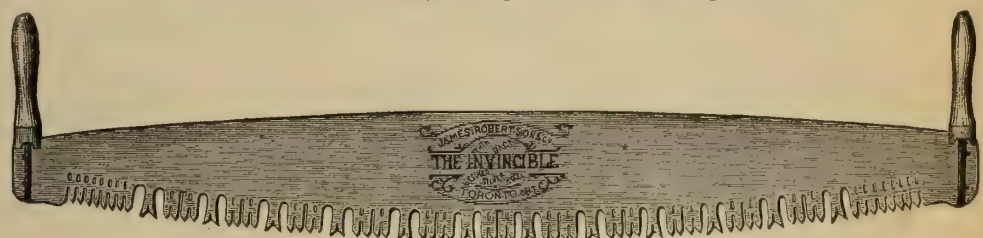
In tins of assorted sizes. Packed in handy cases for the trade. Handsome show card in each case.

A. RAMSAY & SON,

MONTREAL.

Manufacturers of Leads, Colors, Varnishes, etc.

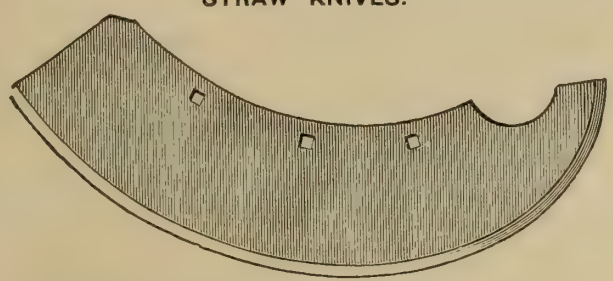
Robertson's Invincible



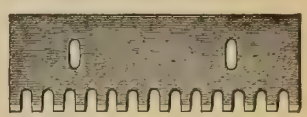
EACH SAW GUARANTEED PERFECT.

Made from Best Quality Silver Steel. Fastest Cutting Saw in the Market. If your dealers' cannot supply, send your orders to us direct.

STRAW KNIVES.



ROOT CUTTERS.



We make a specialty of Straw Knives and Root Cutters. Quality guaranteed. Prices low. Send for quotations before placing your orders.

JAMES ROBERTSON & CO., - TORONTO.

The Whitman & Barnes Mfg. Co.



Canadian Branch:
ST. CATHARINES, ONT.

MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES:

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

TRADE CHAT.

John Nelson Boughner, proprietor of the Aylmer stove factory, fell on Friday and broke his arm.

Rogers, Brown & Co. have established a New York office, No. 80 Broadway, under the style of Rogers, Brown & Warner.

It is said that colored rims will be a feature in the bicycle trade this season. Blue rims were used last year, and the list of colors will now be extended.

A. Godfrey, formerly of Godfrey & Co., Vancouver, handware merchants, has gone to Westminster as manager of the hardware business there of Thos. Dunn & Co.

The Kingston city solicitor has pronounced the action of the council in granting exemption to Chown & Cunningham illegal, because the by-law was not carried by a two-thirds vote.

It is reported that the entire henequen crop of Yucatan has been contracted for in the United States at a price that will give $12,000,000 on a fair crop and $15,000,000 on a large one.

There is some talk of a glass furnace being started at Port Arthur or Fort William. C. A. Avery, of New York, has been making some preliminary enquiries with that object supposed to be in view.

J. Lawlor Wood (the soap king) has finished his travels for 1892, and from now till New Year's will be at home to his many friends at the Morse Soap Company's business office, 10 Front street east, Toronto.

B. Gowdy, traveller for John Muckleston, wholesale hardware merchant, Kingston, met with an accident at Camden East a few days ago. He was running to catch the train when, tripping on the steps, he fell heavily, spraining his ankle.

The Winnipeg Tribune of the 8th says: "A poor-looking old gun was brought to Hingston, Smith & Co.'s establishment to-day by a citizen, who desired to have it cleaned. He had purchased the weapon for two dollars at a Main street Jew store. Mr. G. D. Booth started to clean the gun, which was plugged up, and the first thing he drew out was a couple of $5 bills. Mr. Booth recommended the owner to cut the barrel into pieces, and by this means the contents could be extracted without destroying them. The man agreed and Mr. Booth cut the barrel into pieces two inches long. the contents in bills amounted to $104. There must be some mystery connected with the gun."

The evening of December 30 will mark an auspicious day in Hamilton, being the occasion of the travellers' ball, under the patronage of Lieut.-Governor and Lady Kirkpatrick. Society is now all agog over the contemplated event. Several hundred invitations have been sent to Toronto and neighboring cities, and it is expected a larger number of visitors from other places will be present than on any other similar occasion. The Meriden Britannia Company, for some time past, have been manufacturing one of the largest and finest pyramid solid silver claret urns ever produced. This unique and magnificent piece of workmanship (its cost is $1,500) is to be put into use for the first time on this occasion.

The Operative Builder, answering the query of a tinsmith, says: "By all means use galvanized nails when nailing down tin. Some tinsmiths use leaden-headed nails for roofing purposes. The last strokes flatten the head over the hole made in the tin, and leaking is thus prevented. The size of the wooden ribs used on the roof should never exceed 1 1-4x1 1-4 inches. It is better not to paint a tin roof until it has "weathered" a little, say about five or six months; this permits of all greasy substances wearing off, and by "weathering" a little the paint will not be apt to scale or peel off. Paint with some oxide paint; there are a number of makes in the market. We cannot recommend any particular brand. All the oxide paints, if pure, are excellent for painting roofs, tin or shingle." We may add to this the assertion that graphite paint is also an excellent covering for roofs or any other metal surface in fact.

WINDOW DRESSING.

As Christmas approaches we see everywhere skill and taste devoted to window dressing. The ironmongers have one (if not the most) of the most attractive stocks of seasonable goods to place before the public. We are sorry to say, on looking round, we miss many who at this time of the year made very effective displays of both useful and ornamental goods. But if the older houses are non est, the younger ones must now come to the front and do their best. It is a feature in all window dressing to study color, form and grouping. There are certain canons of true taste, sometimes learnt, sometimes obtained by practice. Color perhaps stands first. It is the most striking because the eye notices an effect before the taste is called in to criticise. If we want to display brass goods, now so varied and numerous, we put down a scarlet military-cloth foundation, which, although expensive, is in the end perhaps the cheapest, and arrange our articles tier above tier, till we get to what artists call "the line." The bottom of the window should be two feet only from the ground, not more. Brass being a strong color, and bright scarlet another, it will arrest attention, and few will pass without closer inspection. The eye wanders over the whole surface of that shop front, taking in at a glance the other two points—form and grouping. Therefore let your forms be in some sort of order such as will please the eye. If lamps are showing, each one must have its full complement of glasses. What so ugly as a lamp minus its crystals? Yet how often you see 20 lamps cornered and minus glasses! Better have a smaller number fully dressed and decorated with lace shades or colored veils, that at once will attract attention and add to their value and make them appear even better than they are.

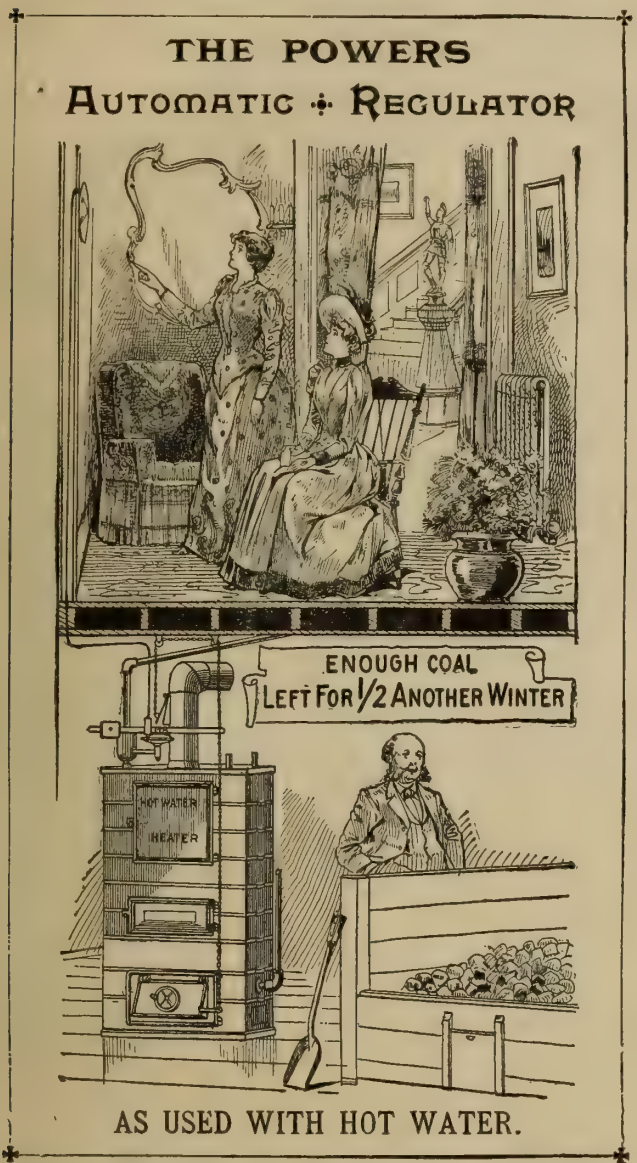
A window may be made very attractive by showing brass goods as much as possible, as at this season they seem to meet public favor and form a variety of useful presents, and when lacquered keep fairly well if not exposed to too much gas. German brass goods are not so desirable, as they are very light, and if not sold quickly become unsaleable. if ironmongers were to study what the public buy rather than what they may happen to have to sell, they would alter very materially the aspect of their window display, and banish into limbo many old favorites, such as sets of trays, sets of dish covers, sets of fire irons, toilet sets, and coal boxes of 20 years ago. It is an age of decorative art, and the word has gone forth that brass will harmonize with every style of decoration, modern or antique. Architects are ready to utilize it very freely. We have left the "Iron Age" and are now in the "Brazen Age." While it lasts ironmongers should be up and doing; they should take kindly to a metal that has many advantages.

Another feature should be brass kerbs, and, if the window is large enough, one or two with tiles in each, and with dogs, brasses, stops, deputies, firesides, coal-box tongs, hearth-brush, all complete, and ticket enumerating each article and price for the set. Laying hearths is not so difficult as some suppose. I paid a mason 10s. for each until one of my men caught the idea, and then he could lay two or even three in one day.

I will give more particular instructions for laying tile hearths if your readers desire it, as there are points only learnt by practice, both as to the best tools and the best means of using them. I consider every ironmonger should take up brass kerbs in earnest, and not let upholsterers have the lead. It is fairly the ironmonger's province to supply fireside requisites, and it opens up a large and profitable branch of the trade.

Hall lamps, suspension lamps, gas pendants, all with the prettiest glasses, should be in stock. Brass goods, indeed, are so varied that I need hardly enumerate them. There are not many goods that can be shown with brass without detriment to effect. Block tin articles are simply killed by close proximity to scarlet and gold. Fancy copper and fancy wrought-iron go pretty well. Coal vases of all kinds are safe, and cutlery, if skilfully introduced; but electroplate is quite out of the question. If dish covers are to be in evidence, let them be high up, and also on scarlet, and very conspicuously marked. The custom of private marking in cypher I strongly condemn. Why should every article have a whole history upon it in language only known to certain privileged individuals? All that belongs to books, and such books should be kept for the purpose. The stores adopt a most sensible plan copied from the drapers—a long cardboard ticket with the price in one-inch characters. Nothing more, except it may be the size when needful. The public want information, not "obfuscation." Let them, by all means, know what the price of every article is in the window, and in the shop also. They can then inform themselves. The time has gone by for two prices. A cash trade and one unalterable price is the order of the day. On every article should be a ticket, well made, either printed or hand-made, of white card with black figures. In some cases red and black may be nicely blended; but a steady uniformity should be carefully observed. All the tickets must follow one style, and every article be fully described. This is a serious order for the ticket-writer, and means a great accumulation of tickets to meet the changes of each season; but I never could understand why one of the assistants could not very easily learn the very simple art of ticket-writing. —The Ironmonger.

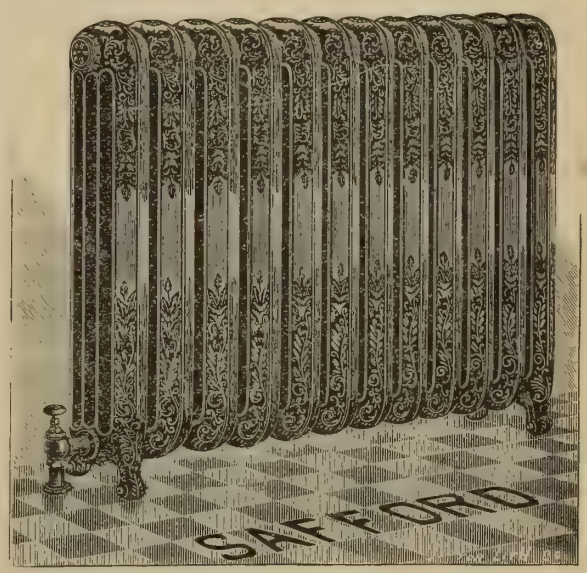
LATEST INVENTIONS.



Powers' Automatic Temperature Regulator
As used with hot water.

This cut shows the Powers' Temperature Regulator connected and in use. We guarantee these machines to control "automatically," the Temperature of any dwelling. To any reliable party we send them on approbation for 30 days. Catalogues sent on application.

If you want 60, 65, or 70 degrees of heat in your rooms, this machine is guaranteed to do the work. You buy, it does the rest!



When You Build

A Factory, a Warehouse, or a Dwelling, see that your architect stipulates for the Celebrated

Safford Patent Radiator

FOR HOT WATER AND STEAM HEATING.

You will then enjoy the ACME OF COMFORT.

They are to be found in the largest and best buildings in Canada.

MANUFACTURED ONLY BY

THE TORONTO RADIATOR MFG. CO., LTD., TORONTO, ONT.

St. John, N. B., Montreal, Hamilton, Quebec, Winnipeg, Victoria, B. C.

MARKETS

MONTREAL MARKETS.

MONTREAL, Dec. 23, 1892.

[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

HARDWARE.

The week has been an uneventful one, and dealers would have been surprised had it been anything else. With all the houses buisily engaged in figuring up stocks, the country roads as bad as they are, and the people themselves thinking of holiday matters, no one in the hardware trade expected anything but quietness, and quietness there has been all round. Something has transpired, however, in regard to negotiation for next spring's supplies, some of the importers here feeling the market so to speak. This has led to the placing of a few orders for coke tin plate for forward delivery on the basis of 12½ or thereabouts or about equal to $3.25. Montreal which is the idea for stock, now on spot, so that so far as this is an indication prices should rule steady. In other lines there has been nothing to note in this connection, in fact it is too early yet to talk of business of this sort and nothing really extensive or important is expected until the middle or end of January. The actual spot position is unchanged in all lines.

PIG IRON.

The market for pig iron presents the aspect usual to the season of the year and prices are unchanged. There is little in the advices from Great Britain that can be considered likely to have any immediate bearing on the position of affairs here. We quote Summerlee, $21; Longloom, $21; Carnbroe $19. and Eglinton $19.50; Nova Scotia Siemens $19 to $19.50

BAR IRON.

There is nothing to note about bar iron, which remains quiet on the basis of $1.90.

SCRAP IRON.

Scrap is quiet and unchanged. We quote wrought 15 to 16c. and cast 13 to 14c.

TIN PLATES.

The spot position of tin plate is unchanged and there is little or no business to note. Importers, however, have been looking after supplies for forward delivery, and a lot of 5,000 boxes cokes now at Liverpool were sold by a broker here at 12s. 3d., or little less than the spot price now ruling here, viz., $3.25. We quote cokes $3.35 to $3.50 and charcoal $4 to $4.25.

TERNE PLATES.

Terne plate is firm but featureless at $7.25 to $7.75.

CANADA PLATES.

There is nothing doing in Canada plates. Practically all the stock here is controlled by one house, and values are firmly held at $2.55 to $2.60.

COPPER, ETC.,

Copper and other metals are firm and unchanged. We quote: Copper 13½ to 14c., tin 22½ to 23c., lead $3 to $3.25 for pig and $4 to $4.25 for sheet, antimony 12 to 13c., sheet zinc $5.25 to $6, and spelter $5.25 to $5.75.

NAILS.

Neither workers or jobbers have anything particular to report in nails

STEEL WIRE NAILS.

0 dy to 60 dy	per keg	.....	$3.00
49 dy to 30 dy	"	.....	3.25
8 dy	"	.....	3.50
7 dy	"	.....	3.75
6 dy	"	.....	3.75
5 dy	"	.....	4.00
4 dy	"	.....	4.25
3 dy	"	.....	5.00
3 dy fine,		.....	6.25

CHEMICALS.

The chemical houses are all engaged at stock taking, and the week has peen a practical blank as far as business is concerned.

Bleaching powder,	$3.25	to	$4.00
Bicarb soda,	2.20	to	2.25
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.35	to	1.50
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2.75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0 08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

The glass market is quiet and unchanged. A few small jobbing lots are moving and that is all. We quote the old basis of $1,35.

OILS AND PAINTS.

There is no material change in paints or lead, nearly all the houses being busy stock taking. We quote as follows :— Choice brands of paints, Government standard, $5.25; do. No. 1, $4.75 ; do. No. 2, $4.25 ; do. No. 3, $3.75 ; dry white lead, 5c. ; red lead, pure, 4¼c. ; do. No. 1, 4c.

Oils are quiet on the whole, but some round lots of seal oil have been moved on American account at 40 to 41c. Cod is firm as noted last week. We quote : Cod Newfoundland 42½c. steam refined 40 to 42½c.; linseed raw 56c. ; linseed, boiled 59c. ; castor oil 8 to 10c. ; cod liver oil, Newfoundland 80 to 90c. ; cod liver oil Norway $1.05 to $1.20 ; turpentine, 50 to 51c. Less 3 per cent. 30 days.

CEMENT.

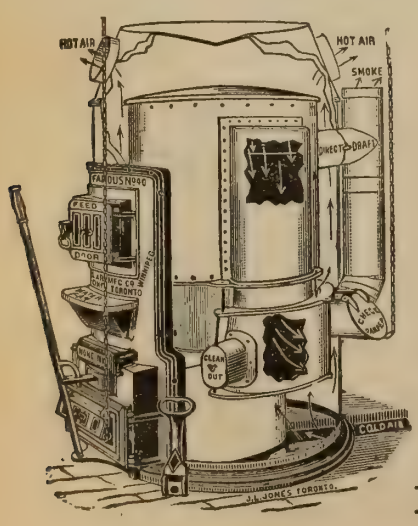
There is no change to report in cement. Business is quiet with few sales and prices remain unchanged from last week's prices. The only transaction of importance was the sale of a 500 cask lot ex store at $2.45 per cask. The following are the quotations :— English brands at $2.40 to $2.50, and Belgian at $2.15 to $2.20 per cask, ex-store. Fire bricks are in good demand at prices ranging from $19.50 to $23 per 1,000 as per brand ex yard.

NAVAL STORES.

Trade in naval stores is dull and without change, the movement in all lines being small. We quote :—Turpentine, 49 to 50c. ; rosins, $2.50 to $5, as to brand ; coal tar, $3.75 to $4; cotton waste, 5½c. for colored and 7c. to 10c. for white; oakum, 5½ to 7½c. and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure Manilla, 12c. for 7-16 and upwards and 13c. for smaller sizes.

PETROLEUM.

The demand for refined petroleum is small. The rate of freight from Petrolea has been advanced but prices are not quoted any higher here. We quote:—Canadian, 12¼c. to 12½c. at shed in Montreal for round lots and 13½ to 14¼c. for small quantities. Benzine is quoted at 11c. Petrolea, and 13 to 14c. Montreal. American petroleum, 19⅝c. in car lots, 20c in 10-barrel lots, 20¼c. in 5 barrel lots, and 20¾c for single barrels, 2 per cent. off for cash ; American benzine, 23 to 25c. ; Canadian benzine, 10¾c Petrola ; 12¾c. Montreal.



FURNACES-Coal or Wood.

CAST IRON OR STEEL.

57 VARIETIES.

Our Steel Dome low radiator Coal Furnace (shown in cut) has given the utmost satisfaction to dealers and users.

It Will Pay to Investigate Its Merits.

Write our Nearest House.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

TORONTO MARKETS.

TORONTO, Dec. 23, 1892.

HARDWARE.

The trade in hardware has been rather irregular but, considering the time of year, not of small volume. There is a well sustained demand for such goods as are wanted specially for holiday sale. The parcels sent out are not large, but they are numerous and are profitable. The travellers are now in, so that the business done is by direct communications from the retailers, whose need for the goods is too pressing to leave time for much worrying of the seller about the price. There is a backwardness in the sale of lines dependent upon snow. Skates are not selling as the wholesalers desire, and snow shovels and like goods are likely to show up pretty prominently in stocks on hand at the beginning of the new year. There have been no changes in the prices of any wares, except builders' paper, and that change was known of before, its connection with this week being simply its official announcement. Collections from the country are reported very good, but city traders do not find money over-plentiful, though city retailers are reported to have a good current trade.

METALS

The local trade in metals has been of the usual light proportions for late December. Buyers are holding off, in the absence of any spur from an advancing market, to have stocks light for the inventory, and as the majority of the consumers do not start their works in full strength until stock taking is over. The market has developed no fresh strength in any metal, copper, the strong stock of the past three weeks, being rather easier than it was a week ago. Tin is a shade easier.

PIG IRON—No business of any moment is heard of. The state of the market across the border does not threaten to be against the buyer in the near future, and consumers are not making offers.

Rogers, Brown & Co., Buffalo, N.Y. report the Toronto pig iron market as follows: A careful canvas of the Canadian market shows fully the usual amount of activity among foundries, the season of the year being taken into consideration. Very little buying is being done and the market can be called quiet. Stocks in foundry yards range from one to four months supply. We quote below on the cash basis f. o. b. cars, Toronto, in bond: IX Foundry Strong Coke Iron, Lake Superior ore, $16.20; 2X Foundry Strong Coke Iron Lake Superior ore, $15.20; 2 Foundry Strong Coke Iron Lake Superior ore, $14.70; Jackson County Silvery 1, $18.30; Jackson County Silvery 2, $17.80; Lake Superior Charcoal, $18 20; Tennessee Charcoal, $18.20; Southern Soft 1, $14.60; Southern Soft 2, $14.10.

ANTIMONY—Cookson's is 13¼c., other brands are 12¾c. Trade is quiet.

CANADA PLATES—Prices are steady at $2.65 to $2 90, but business is of small volume.

COPPER—The demand has been moderate. The market is slightly easier outside, and the price is 13¾ to 14¼c. Lake ingots are ½c. higher.

GALVANIZED IRON.—There is no change. The quotation is from 5¼c. upwards.

INGOT TIN—The New York market has fluctuated somewhat during the week, but now rests at about 19¾c., where it was at the time of last report. Here, the price is 22¼ to 22½c.

LEAD—This metal continues very dull. The price is 5¼c.

ZINC - Sheets are 6¼c. in casks and 6½c. in broken lots, Spelter is 5c.

TIN PLATES—Cokes are $2.25, I C charcoal is $4.25, with $1 added for each cross.

OLD MATERIAL.

There is no change in local prices. We quote the following: No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

PAINTS, OILS AND COLORS

The market for paints, oils and colors is devoid of a single new feature. White lead is still a low-priced article, the range being 4¼ to 4½c. Linseed oil, spirits of turpentine and all paints are unchanged, and trade in everything is dull. Linseen oil in 1 to 3 barrel lots 57½c. freight allowed to delivery station; 4 to 9 barrel lots, 56½c. delivered; 15 barrel lots and over, 51½c. at point of shipment. Three cents added to these prices gives the quotation for boiled in the respective lots. Turpentine is 50c. in 1 to 3 barrel lots and 60c. in broken packages.

AMERICAN MARKET.

New York, Dec. 23.—Nothing comes to the surface in the way of important new demand for manufactured iron or steel, and negotiation at present centres chiefly upon business that has been under treaty for some time past, and new orders of commonplace type. The reports coming in from Pittsburg and points eastward go to show that New York experience is no exception, while western advices, although indicative of fairly good aggregate business in some departments, generally refer to prices as being low and unsatisfactory. In short, weakness is the rule in nearly every branch of the trade where competition is not stifled. By way of illustration, it may be noted that ordinary steel billets are selling at $22 a $22.50 in Pittsburg, other soft steel at corresponding figures, and structural material, bars, black sheets, etc., at more or less irregular figures, while the combine price for heavy section steel rails is kept at $30 per ton f.o.b. at mill.

Fair orders for some favorite brands of foundry iron for delivery during the first quarter of next year have been placed by New York and New England consumers, but the movement is hardly as free as might reasonably be looked for, and evidence is wanting of any radical change in sentiment among buyers. Competition is lively enough to cause fluctuations of 25c. or thereabout in prices, but not sufficient to bring about any radical change. Northern brands quoted at $15 for No. 1 X foundry, $13.75 a $14 for No. 2 X foundry, and $13.25 a $13.50 for grey forge. Southern brands are quoted at $14.25 a $15 for No. 1, $13.50 a $14 for No. 2 foundry and No. 1 soft, $13 a $13.50 for No. 2 soft, $12.50 a $13 for grey forge.



Old iron is meeting with slow and irregular sale, but the offering is not urgent, and prices show little variation. Iron tee rails are quoted at $17 a $18 f.o.b. cars Jersey City. Steel rails are easy at $13.50 a $14, and No. 1 wrought scrap at $16 a $16.50 f.o.b. Jersey City.

Since Friday last there has been a sharp decline in price of pig tin in London, prompt delivery receding to £91 7s 6d, and future to £90 17s 6d. This depression coupled with liberal supply of tin and stringency in the money market, forced New York prices down to 19.40 a 19.45c net cash for large lots. At the decline the dealings have been only fair in volume, and the latest attempts at working trade developed a suggestion of fears of manipulation. Probably 250 tons have changed hands, chiefly at 19.45c for December and January delivery.

The copper market remains very quiet. Except of small outside lots, the offering is extremely light and the demand from all sources is slow. Prices are somewhat nominal, with 12 1-4 a 12 1-2 quoted for Lake Superior ingot, 11 1-2 a 11 3-4 for common casting and 10 1-4 a 10 1-2 for Arizona pig, according to size of lot, etc. Latest London cables quoted merchant bars at £46 15s for prompt, and £47 5s for future delivery.

There has been a very fair movement in pig lead, which, together with more reserved offering, imparts greater firmness to the market. Several hundred tons changed hands at 3 3-4 a 3.80c, and the latter price is now bid. Western spelter remains at about 4 3-8 a 4.40c for round lots, with business moderate.

Tin plate has been taken to a fair extent for future delivery at rather easier prices, but spot business continues moderate and the market still has a soft appearance.

INVENTORY TAKING.

In discussion of this important matter, which, at this season of the year, is receiving the attention of merchants in all parts of the country, we have the following communication from a well-known Connecticut house. It will doubtless be found of especial interest and value, giving as it does a full description of their methods:

For greater convenience in handling we have our inventory book made up in 15 sections or pamphlets of 24 pages each, with heavy manilla coverings, the whole to be bound into one volume when completed. The size of the book is 14 1-2 inches by 9 inches wide, 40 lines to the page. By this arrangement we could put some half a dozen or more clerks at work at the same time. One set, for instance, taking ac-

count in the fourth story and another on the third floor, while on the main floor all hands could be kept busy. It was called off and written in ink directly into these sections and called back. When a section was filled it was handed into the office for pricing and extending, and then to a fresh hand to examine. Thus, we could have writing in, pricing, extending and examining all going along at the same time and by different clerks.

We began writing in Section 2, page 25, reserving the first section for a general index, recapitulation, inventory footings, corrections of errors, memorandum of goods on sale, etc., and for store fixtures. We always footed each page by itself, never carrying forward. In correcting errors, the original figures are not disturbed, but the error is noted in the margin in pencil and circled thus: (Add .96) or (deduct $1.54). We enter the inventory footings page by page, in order, in Section 1, as soon as extended and footed, and the "Errors to be added" in the same way on a page by themselves, and "Errors to be deducted" also by themselves. It is surprising how many different ways errors will occur, to be unearthed by a competent and careful examiner.

In Section 1, first came the index (page 1), which ran about as follows:

Section 1:	Pages.
Inventory footings	6
Errors to be added	10
Errors to be deducted	11
Goods not belonging on invent'ry	12
Store fixtures	16
Section 2:	
Fourth floor—Back room	25
Front "	27
Third floor—Back "	31
Front "	35
Section 3:	
Second floor—East side shelving	51
West " "	69
End " "	74
Floor space	79

The leading lines, such as Machine Bolts, Shot, Hinges, Coal Hods, etc., also the Showcases, also were indexed in their order.

The recapitulation was merely for our gratification. It gave the total value of the goods on each floor, and included also values of the leading lines on those floors, such as Nails, Axes, Rope, Paper, etc.

The final inventory figures were made on the last page of the inventory footings in Section 1, and arranged as follows:

Total amount inventory footings	$18 000
Errors to be added	350
Total	$18 350
Errors to be deducted	175
Total	$18 175
Deduct inventoried goods sold before January 1	275
Total	$17 900
Add goods sold after January 1 not inventoried	125
Total	$18 025

From this last amount it has been customary to make a discount of 5 to 10 per cent. to cover shrinkage on old, unsaleable stock, imperfect and damaged goods, rusty goods, etc. Although the inventory is figured at market prices at time of taking, on all leading lines and makes of goods on retail stocks of shelf hardware, good, bad and indifferent, and on odd lines, the cost marks on the goods will have to be used.

Writer noticed in your December issue a request for different forms used by your readers in determining the profits for the year.

We suppose in double entry the bookkeeping of it is about the same with everybody. We have been accustomed to balance our books for the year as far as merchandise and profit and loss accounts are concerned as follows:

Merchandise	Dr.	Cr.
To balance, (inventory 1-1-91)	$18 000	
To purchases for 1891, posted into this account from the journal monthly	$68 000	
By sales from 1891 as posted into the account from the blotter monthly		$81 600
By amount of inventory. 1-1-92		18 025
To balance to profit and loss account	$13 625	
Total	$99 625	$99 625
1-1-92. To balance account contained in inventory)	$18 025	

Profit and Loss.	Dr.
Bad accounts (entered separately)	$ 375
Interest	1 200
Freight and cartage	1 500
Pay roll account	4 500
Advertising	250
Salaries of partners	2 500
Postage account	250
To balance account	8 750
Total	$19 295
Credit Side.	
1-1-91 By balance acc't	$5 670
1-1-92. By merchandise acc't	13 625
Total	$19 295
1-1-92. By balance acc't	8 720

We begin to inventory the day after Christmas, and by New Year's are perhaps a little more than half through the stock.—Iron Age.

Fine edge tools assume a blue color and lose all temper if exposed for any considerable length of time to the light of the sun either in summer or winter. A similar effect is exercised by moonlight, a large cross-cut saw with which the experimenters were working having been "put out of shape and its temper ruined by a single night's exposure to a first-quarter moon."



CAUSE FOR CONGRATULATION.

SPIEBERGER (who has slipped off his awning).—Py grascious, mine frent, you vas Porn lucky! Subbosin' I mineselluf het gom' down mit der baint!

A SUBSTITUTE FOR GLASS.

The substitute for glass brought to notice some time ago by a manufacturer in Vienna, Austria, observes a writer in the New York Sun, is pronounced a practicable thing, likely to be introduced as valuable for certain purposes. The article is produced by dissolving from 4 to 8 parts of collodion wool in about 100 parts weight of ether, or alcohol, or acetic ether, and with this are intimately combined from 2 to 4 per cent. of castor oil and 4 to 10 per cent. of resin orCanada balsam. This compound, when poured upon a glass plate and subjected to the drying action of a current of air or about 50 degrees Cent., solidifies in a comparatively short time into a transparent glass-like sheet or plate, the thickness of which may be regulated as required. The sheet or plate so obtained has substantially the same properties as glass, resisting the action of salts and alkalies and of dilute acids, and like glass is transparent and has no smell. Again, it is said to be pliable or flexible and infrangible to a great degree, while its inflammability is much less than that of the collodion substitutes. Any desired color may be imparted to the compound by admixture of the necessary pigment, the latter to be soluble in the solvent used in the preparation of the compound, if incorporated therewith; but color may be imparted by surface application ,aniline dyes being employed, and thus the sheets may be used in lieu of stained glass.

A SALESMAN OF GOOD ADDRESS.

The carefully prepared and timely advertisement has been aptly described as an all accomplished salesman, who goes about his business with unlimited patience, and with a stock and variety of information that charms by its freshness and extent; one who is welcomed in the banker's office, the merchant's store, and the study of the student, and is, moreover, welcomed by the cultivated woman at the family fireside. Very naturally the value of this very valuable agency depends on the number whom he addresses who have ready money and are willing to spend it to satisfy their wants and perhaps gratify their tastes. The sole office of this most useful of all missionaries is to do his master's will, and both introduce him and commend him and his wares to as wide an audience as possible. Sometimes he describes his master's wares, their quality, and names their prices or tells you the mark by which they are distinguished from all others of their class; all these are very valuable services. He is, moreover, the herald of new inventions, the latest fads in fashions, and invariably the first to notify you of where you can get special bargains in almost everything you need. Multiply this office a hundred thousand fold, and ask yourself whether, as manufacturer of any article with trade mark, or a retail seller of anything required by the people at large, you con dispense with his services, or make money without them. Remember, he has made the fortunes of thousands, he has taken men and women from obscurity and endowed them, as it were, with his magical virtues, making them rich, popular and respected ornaments of society.—Fame.

SHOVELS--Fenerty's.

Users are rapidly learning that it pays to buy Shovels, etc., that can be so readily rehandled.

LOTS OF TESTIMONIALS.

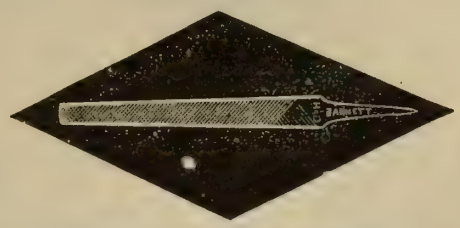
DEALERS--THIS POINT IS A STRONG SELLING CARD.

JNO. PETERS & CO., Halifax.
JAS. E. CHIPMAN, Vancouver.
CRAIG, MacARTHUR & CO., Toronto.
Stock carried at Toronto Branch.

CAN TELL YOU ALL ABOUT THEM.

HALIFAX SHOVEL CO., Ltd., Halifax, N. S.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
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EVERY OTHER DESCRIPTION OF SAW FILES.



ELECTRICAL
HOUSE -:- FURNISHINGS.

Bells,
Batteries,
Push Buttons.

The largest and be t assorted stock in Canada.
Send business cards for discounts.

T. W. NESS,
749 Craig St., MONTREAL.

THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.
—Made only by—
Pigou, Wilks & Laurence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.
John Barnsley & Co., Victoria, B. C.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

W. J. REID & CO.

IMPORTERS AND DECORATORS OF

Crockery China and Glass.

LAMPS A SPECIALTY.

All glass, Vase, and Library Lamps, in every hue and design.
Our travellers will call upon you shortly with samples.
LONDON AND BELLEVILLE.

NEW GOODS.

THE GRAHTRYX SMOKE TEST.

This cut represents the Grahtryx Smoke Test machine, of which we gave an account in our issue of December 2. F. Hyde & Co., of Montreal, who are the sole agents in Canada for this very



useful little machine, say that 10,000 are in use in Great Britain. Sanitary plumbers, engineers, gardeners, and health inspectors will all find this a machine which will fill a long felt want.

THE AUTOBIOGRAPHY OF A PROMISSORY NOTE.

I am a promissory note. I am outlawed and disgraced, but my face is the same save for the changes that time alone has effected. Split in two in the middle I am yet the same figure by virtue of a plaster on my back. I come of an old and more or less respected family, and, although nearly worn out I am still promising. Although I have not a single good endorsement, I think that my long service entitles me to some consideration. I was born in the backwoods of Wisconsin. My father was a poor but honest tiller of the soil, my mother was Necessity. About the only great thing my father ever did was to set me afloat in the world, and then he truly did make his mark. My mother was present at my birth. She and father were almost inseparable; no one ever saw father without her. She stuck to him through thick and thin, and no matter whether it was at the village bar or loafing at the cross-roads grocery, or talking politics with a neighbor alongside of a half-plowed field, mother was there. Poor man! he married her when a boy, and he kind of got so used to her that he never felt right unless she was around. There were three of us born at the same time, all promising youngsters. There was a witness at my birth, a sleek young man from the great city; he seemed to take a great deal of interest in us, and father said several times afterwards in my hearing, that it was powerful strange how that interest did accumulate; and mother remarked that her children all seemed to attract a good deal of interest. We were all three turned over to this young man to keep until our maturity. What a bright, happy moment that was! I was told I would take a long journey, and in due time I would come back to father. In six months he was to meet me at the village bank and take me home. You should have seen how clean and bright was my face when that smiling young chap folded me into his great wallet with a lot of other nice clean promising fellows, but not before I had seen a beautiful new harvester and binder drawn into father's yard. I wondered what it was for, as father was too lazy to sow, not to speak of reaping. None of us fellows knew where we were going, but we kept up our spirits by comparing dates and patting one another on the back, until in about an hour we were all taken out and laid on a nice marble table, face up, and we were looking into the face of a baldheaded old man who wore glasses, and who was eyeing us so impudently that I felt like protesting, but I saw it was no time for protest, so I kept still. There were two or three ragged, dirty old fellows among us who seemed to know a great deal about the world, and they told us this was a bank cashier. The agent said he had come into the bank to see if we were good. "Don't make no odds," said I, "I am as promising as any young one of his, and he need not look so doubtfully at me," and I was mad enough to fight when he took me up and turned me over and then threw me to one side, saying, "This one is no good; better get an endorser." I was mad; "There is no discount on this," I cried, and when the banker repeated my words almost as I had spoken them, and my brothers were tossed over on top of me, I was simply too disgusted to speak. In a moment we three went back into the wallet but in a place separate from that occupied by our former companions, and I overheard one of them say, "I guess that banker must have met some of that old woman's children before," but I kept still, for my time for protesting hadn't come yet. That same evening I found myself back home and the sleek young man was telling father that he must get somebody to endorse me or lose the new harvester and binder. Father seemed a little dazed, but mother was there and she brought in the hired man and he endorsed me. I wondered if somebody would have to endorse the hired man, as he was sort of simple, and father had just borrowed him for a few weeks from the poor farm, but the man said it was a mere matter of form to please an old crank to whom we were going. I wondered if the hired man endorsed everything father and mother did, for I wouldn't.

The agent seemed powerful glad to get us endorsed, and I must confess I felt a little more important with something on my back, but one of the old ragged fellows who said he had been endorsed by three people, and whose back looked like a photograph of a railroad wreck, sententiously remarked that perhaps I would know more when I grew older; and another whose back certainly didn't need scratching, said, "You can't always judge a fellow by what he has on his back,'" but I was satisfied if the sleek young man was. I was then put in with my former companions, and we started on our long journey to the distant city. Next month I will tell you what I there saw.—Collector.

SOMETHING NEW.

"Everything new in the hardware line is sought after by the American people, just as they run after a new song," remarked Mr. Geo. P. Heckel, President of the Heckel Hardware Company, St. Louis, to Stoves and Hardware Reporter. "You know how they will take up with a new popular song and sing it and hum it and whistle it until it has been done to death. Of course not all songs are done to death, and not all hardware novelties meet a smilar fate. In fact, some of our most enduring beautiful melodies have met the popular approval from the start, and just so with the novelties that have come to be staple lines in the hardware store. One might put the wire nail in this class, and even the steel nail. When these new nails first came out they were 'all the go,' and though it cost less to manufacture them than the old styles, they commanded a higher price. The expense of making the wire nail is less than that of either the iron or steel nail and yet you see that the price is a little higher all the while. It is not so much a matter of superiority as of novelty that keeps the prices of wire nails or any other new article in the hardware line up. There are numerous examples of little novelties handled by the hardware trade from which the manufacturers derive an immense profit, because they are new and catchy articles, and can be placed at a big price for that reason. It is not always, then, the articles of real merit that cost the most, but very often novelties which have nothing in their favor except the fact that they are new. American people do not want old things. They are constantly reaching out for something new and novel, and inventors and manufacturers derive the benefit."—Stoves and Hardware Reporter.

The Cunningham Hardware Co. v. Hind, was an action brought before the county court at New Westminster, B.C., the other day, to recover the amount of a claim for goods supplied to a builder from the owner of the building for which the goods were used, on the ground that the defendant verbally endorsed the credit of the contractor, and thereby obtained the goods. A jury was empaneiled and held the case for several hours, and finally rendered a verdict for the plaintiffs, and judgment was given accordingly.

A. ALLAN, Pres. J. O. GRAVEL, Sec.-Treas.
F. SCHOLES, Man. Director.

THE CANADIAN RUBBER CO'Y

Of Montreal and Toronto.

CAPITAL, - - $2,000,000.

MANUFACTURERS OF

First Quality Rubber Boots and Shoes, Superior Quality Rubber Beltings, including The Forsyth (Boston Belting Co.) Seamless Rubber Belting. For which we are Sole Agents and Manufacturers in Canada.



We hold the Patent and Sole Right to Manufacture in Canada

THE PATENT PROCESS SEAMLESS TUBE HOSE

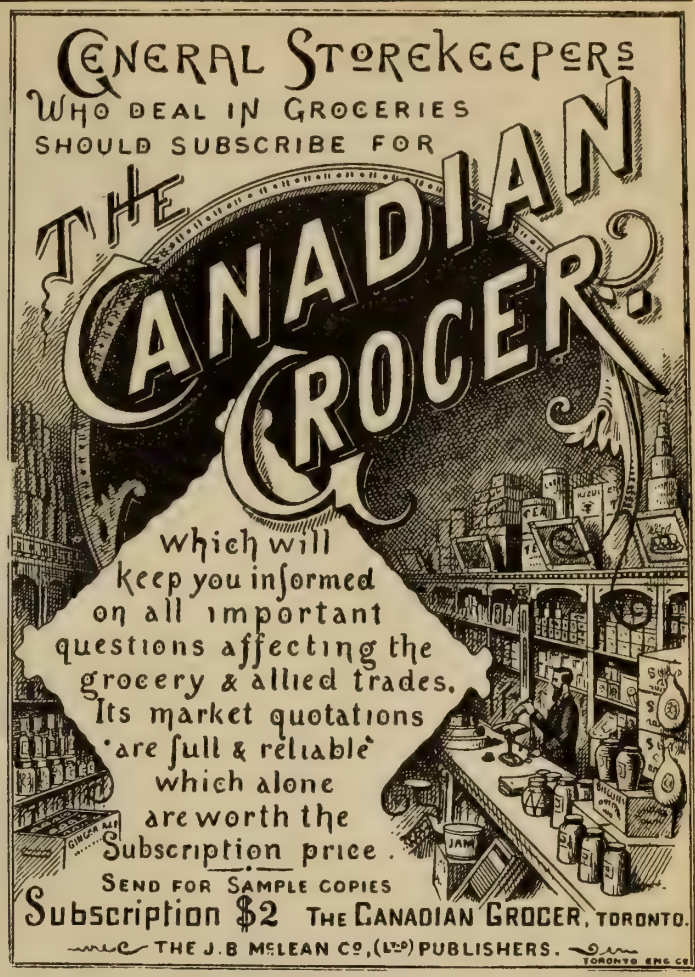
WE MAKE ALL OUR HOSE BY THIS PROCESS.

ASK THE MERCHANT YOU DEAL WITH FOR IT AND TAKE NO OTHER.

Rubber Packings, Valves, Caskets, Etc.

Head Office and Factory: Montreal; **J. J. McGILL, Man.**

WESTERN BRANCH:
Corner Front and Yonge Streets, TORONTO.
J. H. WALKER, Manager.



We have fine line of Axes and Axe Handles, best makes, Also Cross cut Saws, Canadian, American and English manufacture, English Cow Ties, Hand and Machine made Rope Halters, Genuine Acme Skates, Snow Shovels, wood and steel.

Enquiries for quotations or general information will receive prompt attention.

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164 Fenchurch St., London, E.C.

HOW TO CONDUCT THE STOVE BUSINESS.

There is a town in Ohio of a little over 10,000 inhabitants, where, five years ago, there were only two stove dealers, both doing business in very small stoves, and carrying only a few stoves on sample. These samples were kept in miserable condition, never being well blacked, and the nickel uncleanly. It was impossible to pursuade either of the two stove merchants to buy a first-class range, cooking or heating stove of any kind; they were constantly looking for the cheapest goods they could purchase. They wanted the largest stove or range for the least money and could not be pursuaded to buy any other kind. Both did a very small stove business and would never buy to exceed a half-dozen or a dozen stoves at a time. If a salesman endeavored to pursuade one of these stove merchants to purchase a class of stove that was saleable in the stove business elsewhere and which they did not handle, they would reply by saying:

"There is no demand for that kind of stove here. You cannot sell them here. I know they sell elsewhere, but this is a peculiar market; competition here is much stronger than elsewhere. I know the trade here better than you do. We are compelled to sell stoves at a very small per cent. of profit. We could not get the prices they obtain elsewhere for stoves in this town, and it would not pay to carry a sample of that stove."

This would be about the reply they would make when a salesman would endeavor to induce one of these dealers to increase his assortment, or buy some stove or range of a different class from that which they had been in the habit of handling. They could not be induced to carry the large or small sizes of any kind of a stove or range. They would only carry the medium sizes, saying they were the only sizes that were saleable, and if anyone wanted a large or small size they would order it for them. They were loth to keep base-heating stoves of any kind, claiming they were too high priced, and would carry a sample of only one size of a range, as there was very little sale for ranges and base-heating stoves in the town. They were in the habit of selling a stove at one price to one consumer and the same kind of a stove at another price to another customer; in fact, they would sell a stove at 10 or 15 per cent. profit, or 40 or 50 per cent. profit, whichever they could obtain. In explaining stoves to consumers they did not think it necessary to go into the details of construction, or describe thoroughly their advantages; as this was considered too much trouble and wholly unnecessary. They thought if a customer wanted a stove he would buy it anyhow without this effort, etc.

The place referred to was, and is, one of the good towns in the state. The community is well-off, the farmers are well-to-do, as also are the merchants and the people who live in the town; but the stove trade in the community never was good, and the town was regarded by stove travellers and referred to as a very unsatisfactory place to visit. There are thousands of other towns like this in the United States, so far as the stove trade is concerned, where the stove business is being conducted in a similar manner.

Now, contrast these conditions with those outlined below. To-day this same town is the best retail stove town of its size possibly in the United States, at least I know of no other which is its equal. What is the cause of this wonderful change in the brief period of five years? There are now four thrifty, well-to-do stove dealers in the town. The principal concern, which have the largest store, and are doing the largest retail stove business in the town, have sold, in the months of September, October and November this fall, over four carloads of stoves at retail. Last year in the same months they sold about three cars. Their trade during the other months this year and last was good. There is another firm in the town who have bought in carlots this fall, and have sold at retail during the past three months considerably over a carload of stoves. There are two other dealers in the town, both doing a good business. Both of them were in business there five years ago, and their stove business now is probably double what it was then.

It is not worth the trouble to investigate what has brought this about, and what is the cause of this wonderful change and improved condition of the retail stove trade in this one town? The causes can be easily given, and if a dealer should visit the town and investigate the reason why this wonderful change has been brought about, it would be very easy for him to understand them. In the first place, a new firm started in the retail stove business in this miserable stove town about four years ago. They put in three or four times as large a line of stoves as either of the other dealers were handling, kept their stoves blacked fairly well, explained them to the consumer with a reasonable amount of intelligence, did some little advertising, and at once commenced doing a good stove trade. This caused the other two dealers to "brush up" a little and increase their assortment, and the retail stove business in the town began to grow. Two years ago a fourth firm started in the retail stove business in a store 45 feet front by 90 deep. Their stove platforms, counters, shelving, show cases, etc., are all polished oak, handsome plate glass front show windows, making a very light store in the day time, and is also very light at night. Every stove in the store is kept in beautiful condition, polished as handsomely as possible, and the nickel work kept clean and bright, no dust or rust being allowed to accumulate on any of the goods. The concern advertise largely, and sell their stoves at a handsome retail profit. They are selling more stoves at retail, I believe, than any one retail stove house in Ohio, and in a town as stated above, of a little over 10,000 inhabitants. The other three dealers in the town are all doing a fair stove business, and the town is now one of the best, if not the best, stove town for its size in the United States. This demonstrates, at least, the wonderfully improved condition that can be brought about in the retail stove trade where the business is properly and intelligently conducted.

This firm, who are doing the largest retail stove business in the town referred to, carry on sample all the time the following:

Two lines of six-hole ranges.

Two lines of four-hole ranges, all for coal and wood.

Four lines of coal cooks.

Four lines of wood cooks, all in square tops, bracket reservoirs, and reservoirs and closets.

In heating stoves they carry on sample:

Two lines of hard coal base burners, in all sizes, both with and without oven.

Two lines of first-class soft coal base-heating stoves.

One strictly first-class base-heating wood stove in two sizes.

Two lines of direct draft cottages.

Three lines of oak stoves in all sizes.

Two lines of cannon stoves.

A line of box stoves and several other kinds of cheap heaters.

They have some sale for all these goods. They carry also a good assortment of modern house-furnishing goods and display them properly. Their show windows and entire store are kept clean all the time, and there is a man in their employ whose sole duty it is to keep the store and goods in perfect condition. As a result business is very profitable.

There was a time when all private families in the United States did without the use of stoves and ranges, and I believe they could do so now if compelled to. This demonstrates that supply and demand is not governed entirely by the demands of the people, but principally by the energy and efforts on the part of the merchants and manufacturers engaged in the business. I believe that the history given above of the stove business in this town is sufficient to demonstrate that the retail stove trade throughout the United States should be doubled if the merchants understood thoroughly how to conduct the business to bring about the best possible results, and would do so.

How often the stove traveller hears the dealer say when he tries to induce him to buy a fine base burner: "There is no demand for fine base burners in this market. If anyone wants one I will order it;" or when a salesman tries to induce the dealer to buy a large or small size base burner to hear it said: "Large base burners do not sell in this market," or, "small base burners do not sell here; it is only the medium sizes that are saleable.'"

How frequently the stove traveller, after having explained the merits of a first-class base-heating soft coal stove, hears the dealer say: "You cannot sell that kind of stove in this town; oak stoves are about the only kind of heating stoves that are very saleable here," and, after having entered into an enthusiastic and comprehensive description of the merits of a modern revertible flue cottage stove for wood that will hold fire all night, and heat a room in a dwelling house as nicely as a hard coal base burner, to hear the dealer say: "I cannot buy a sample of that stove for the reason that base-heating wood stoves have never been saleable in this market." If the dealer will carry a well-selected assortment of fine goods, and keep them in the proper condition, he can sell them at a good profit, and if he does not keep them how can he expect to sell them, from his store at least.

I make the assertion, without fear



A GREAT LOSS?

If you have any Pipes or Boilers uncovered you are loosing on same at the rate of 80 cents every year on each square foot of surface exposed. By having them covered with our Mineral Wool Sectional Covering you will save 85 per cent. of this loss. The saving thus effected in fuel will in one year more than pay the cost of covering, which we guarantee to last as long as the pipes.

Our covering is the best fuel saver on the market.

Canadian Mineral Wool Co., Ltd., 122 Bay St., Toronto.

Have You Ever Bought Our Razor Strops?

They Are Better And Cheaper Than Imported Goods.

Send Us A Trial Order.

The Hemming Bros. Co., Ltd., 76 York Street, TORONTO.

of successful contradiction, that there is not one stove dealer in fifty who keeps the assortment of desirable stoves that can be sold from his store, and especially who keeps his stoves in fair marketable condition. I have found samples of good selling stoves in dealers' stores covered with rust and dust, with rope or tin pans or something else stacked on top of them, and in such condition that it would require at least an hour and a half's work to put the stove in a marketable condition so that it could be shown properly to the consumer, who would come into the store looking for just such a stove.

The principal trouble with the stove business lies with the dealer. The energy and efforts of the manufacturer must reach the consumer through the dealer. If the dealer will not permit desirable goods to be shown in an attractive manner in his assortment, it is impossible for stoves to sell to any great extent through such a medium. If the stove manufacturers throughout the United States could induce dealers to keep their stoves in proper condition, and carry a fair assortment of goods, they would not be able to make enough stoves to supply the demand with the present capacity for manufacturing.

I can refer to a number of towns where the stove business is good, dealers purchasing in car lots and selling a great many stoves, and also to a number of other towns equally as large and desirably located, where the people are able to buy good stoves and where there is very little, if any, sale for stoves. In the towns first referred to the dealers have some snap and knowledge of how to successfully conduct the stove business. In the towns last referred to they unfortunately have none. Dealers who keep the cheapest, commonest stoves invariably do the poorest stove business, and there are no exceptions to this rule.—Progressive Stove Manufacturer in the Metal Worker.

The big steel shears manufactured in Philadelphia for the Charleston navy yard have been raised into position. They are 112 feet high, and weigh over 45 tons.

THE NAIL TESTS.

In the test of comparative merits of cut nails and wire nails made at the Watertown Arsenal, Mass., the nails used were selected from market stocks, those of the wire being of corresponding size with the cut nails, both in weight and length, and every detail of the contest was conducted by the committee so as to be recognized as authoritative and absolutely fair. Major Reilly, the commandant, selected these nails and assorted them in packages, each one being weighed and recorded. The size of cut nails ranged from 1 1-8-inch nails, 3d, fine, 764, to 6-inch spike nails, 40d and 60d, 6 to 17 to the pound. The wire nails were secured to correspond as nearly as it was possible.

The packages were made up and sealed, and were tested in the order of their sizes, beginning with the 6 cut and 6-inch wire. The tests were for the purpose of demonstrating beyond all argument the relative holding power when used in ordinary building material. A spruce plank, well seasoned and free from knots, was selected and planed perfectly smooth. Into this the nails were driven first a cut nail, then a wire nail, the depth being precisely four inches each for the 6-inch sizes. Before being driven they were weighed, and showed a difference of only 2 grammes—the wire weighing 214 grammes, the cut 212.

The first test upon the machine was with a wire nail, and it required 733 pounds to pull it out. Then the nippers were placed over the head of the cut nail, and on the beam of the indicator was registered 836 pounds. The second wire nail registered 673 pounds, and its equal in a cut nail 742. The third wire nail registered 675, and a cut nail of the same size 804.

The fourth nail tested was pulled out with a pressure of 594 pounds, but it required 964 pounds pressure to draw the cut nail, nearly 400 pounds more. The seventh, and by far the strongest holding nail tested, was drawn with 879 pounds pressure, but the cut nail resisted until 1,200 pounds was put to bear upon it. This enormous resistance was accounted for by the nails entering a knot on the inside of the plank.—American Manufacturer.

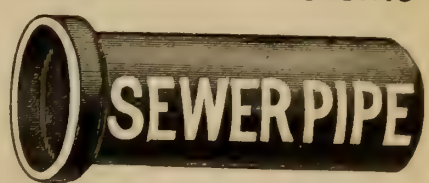
To Carriage Hardwaremen



The season for Horse Shoe Vises is at hand. It will pay you to get samples now.

A. B. JARDINE & CO.,
HESPELER, ONT

Hamilton and Toronto



—AND—



CO.

HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts

BUSINESS CHANGES.

FIRES.

A. Walker & Co., general merchants, McLeod, N.W.T., are burnt out. The loss is estimated at $9,000; insurance $3,000.

DIFFICULTIES AND ASSIGNMENTS.

J. A. Allison & Co., hardware merchants and grocers, Dunbar, Ont., have assigned to G. F. Bradfield, Morrisburg.

Mrs. John Campbell, general merchant, Hawkesbury, Ont., has assigned to F. F. Costello.

HOW NEEDLES ARE MADE.

Needles are manufactured out of superior quality of cast steel wire cut into lengths to make two at a time. Pieces are straightened upon an iron table by means of an instrument termed a "rubbing knife." The wire is then pointed by automatic machinery provided with a fan or shaft to carry away the steel and grindstone dust, which is very injurious to inhale. In former days the lives of workmen employed in the needle trade were considerably shortened by breathing air charged with such particles. Indeed, the following is a narrative told by a doctor in the district of the industry concerning a patient, a hand needle-pointer by trade, who complained that he felt a hard ball of something in his trachea, which rose and fell between his chest and throat. The doctor ridiculed the idea and told him it was nonsense, but the man still persisted it was there, and asked him if he died to examine him. After the poor fellow's death a post mortem examination was made and resulted in a solid mass of steel and stone dust about the size of a bird's egg being found, as he had said, in his throat, and the lungs were so encrusted with steel that a knife would scarcely pierce them. It was therefore truly a blessing to these busy workmen when this deadly process was done away with, and in its stead a healthy and still remunerative one substituted.

After the operation of pointing, the wires are stamped, and then pierced to form the eyes. As the diameters of the wires used in this industry are usually very small, e.g. .03 of an inch, it will be readily apparent that the above process involves considerable accuracy and skill. The "burrs" produced by stamping are afterwards removed by means of flat grindstones called filing machines. A "spit" of these double needles is next placed between a hand-vice, termed "clams," and divided into single ones, requiring only to have their heads rounded by filing to furnish the complete articles.

A finished needle, however, must have a hard and elastic temper, whereas these, in their present state, are softer than the wire out of which they were made. Therefore, after the needles have been burnished in the eyes, they are hardened by heating in an oven, and subsequently coolled by plunging them into oil. This rapid cooling of the steel makes it as brittle as glass. The needles will now almost break upon touching them, indeed, in this condition they would be as useless as in the soft state. To reduce them to a perfect state of elasticity temperature has to be again raised about 600 degrees, and then, by allowing them to cool gradually the required degree of elasticity is obtained. During the process of hardening the fire makes many of the needles crooked, and these have to be picked out and straightened by a small hammer, one at a time, on an anvil. The heads are afterwards softened by the application of heat for facilitating burnishing. The process of scouring the needles bright takes about a week. They are mixed with oil, soft soap and emery powder, wrapped in loose canvas, and placed in a kind of mangle worked by mechanical power. This scouring process done, the needles are washed in hot water and dried in sawdust.

The points, slightly blunted by passing through the various processes described, are now set upon a small revolving grindstone and the eyes reburnished. The next operation is that of polishing the needles, and which is performed by a rapidly rotating wheel covered with prepared leather. The needles are caused to pass many times over the leather in order to thoroughly polish them. Finally they are counted and stuck by women into cloth, wrapped in paper and labelled for the market.

THE COMMAND OF TEMPER.

If from no higher motive than to obatin an advantage over other people, it would be worth while to cultivate command of temper. When a controversy arises, particularly one that is public, the man who commands his temper is always esteemed more highly than the one who resorts to vituperation and abuse, and this without regard to the merit of the issue. Strong language amuses, but does not convince the crowd. They will throng about an orator who "handles his opponent without gloves" and encourage him to say abusive things, just as they will encourage a dog fight and be amused by it, but the reason is not moved by his strong language so much as by a calm, temperate statement of facts. Where the hot-headed man happens to be right on the main question, he is likely when he loses his temper to do and say things which weaken him in the estimation of disinterested observers. Very frequently he gives his opponent opportunities to change the issue and put him in the wrong, or make him appear to be in the wrong. On the contrary, the man who keeps his temper is cool, collected and watchful of the weak points in his adversary's case. He is, moreover, convincing to third parties. With a good cause he is invincible, and even with a bad cause he may win through his calmness and mastery of himself. In every political campaign examples are given of the examples to be derived from keeping one's temper. It is then that abuse is most common and least effective. It may indeed be affirmed that as a rule abuse in a political canvas is taken by everybody as a sign of weakness and fails of its purpose.

On the other hand, a temperate statement of facts or alleged facts adroitly made so as to attract attention, especially when it can be put in sharp contrast with vituperation, is the most effective kind of argument. There are relatively few people with judicial minds able to sift and weigh evidence, and fewer yet who care to go minutely into an examination of evidence. The greater number of readers of campaign literature and campaign speeches skim lightly over the controversial matter, getting only a surface impression of the merits of the question in dispute. Abuse makes little impression on their minds. It is too cheap and common, and has too little to do usually with the main point at issue, but whatever impression it makes is easily effaced by a good natured, pointed reply, free from all traces of passion, and confined to a simple statement of facts or argument. It is sometimes exceedingly difficult to maintain one's temper under a succession of wrongs, but the discipline is excellent and the results usually compensate for the pain of repression. Men who control others must first learn to control themselves. Actual control is required, not merely the outward show. Of the influential men in history there are two conspicuous types—strong, passionate men, who kept a curb upon their passions, though giving vent to their rage when occasion served, and malignant hypocrites, who only appeared to control their evil passions as a matter of policy. The latter are not to be imitated, for they do not in fact keep their tempers, but only have the appearance of doing so. When one has real control of himself he can suffer many aggravations without being roused, calmly consider the wrongs done him, and when the time comes, reply with just the force required, but no more. His reputation then makes him convincing, whereas, the passionate man, who is always losing his temper, is discredited in advance. There are many unthinking orators brought out in a political campaign who, being misled by the applause that greets their violent utterances, mistakenly suppose that they are making strong speeches, when in fact they are doing more harm than good to the cause they advocate. Anyone can prove this for himself. Take the report of such a speech or letter and strike from it the greater number of adjectives, especially the strong ones. Upon rereading the amended screed it will appear stronger by the removal of its strong words. What is true of a set speech is true also of impromptu utterances. He who imitates his temper makes his statement clear and forcible by avoiding the use of the strong words suggested by passion, and it becomes convincing by this apparent absence of a biased feeling, for which allowance would have to be made if it were present.—Baltimore Sun.

DIRECT IMPORTERS AND DEALERS IN
SCOTCH
FIRE CLAY-BRICK



DRAIN AND WATER PIPES.
Double strength for railway culverts, etc.
Sewer Bottoms or Invert Blocks, Cement.
NOTE.—Only pure SCOTCH unglazed Fire Clay Linings and pipes are kept in stock; any other quality is worthless for resisting heat and frost. Correspondence invited. Quotations promptly furnished.
OFFICE: 31 Wellington St., Montreal.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11:

'Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern; so that we have the somewhat singular sight of a combine reducing prices."

The OLD WOODEN BUCKET MUST GO

Indurated Fibre Ware.



NO HOOPS, NO JOINTS, CANNOT LEAK, SWELL, OR WATER SOAK.

The E. B. EDDY CO.
MAMMOTH WORKS
HULL, CANADA.

Jessop's Steel.

This brand which has earned the title of the "Standard Tool Steel of the world," can always be relied upon by consumers. A full assortment of best and medium qualities kept in stock, at lowest prices.

A. C. LESLIE & CO., Agents,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"

PORTLAND CEMENT.

BEST ENGLISH BRAND MADE.

Canadian Consignees:

McRAE & Co.,

Ottawa and Toronto.

MUNN'S LIQUID GLUE.

The Strongest, Cheapest and Best.

Put up in all sizes. Circular and price list on application. KENNEDY BROS., Agents, 101 Bay St., Toronto.

For sale by the following wholesale houses in Toronto:—

H. S. HOWLAND, SONS & CO.
THE HEMMING BROS. CO.
THE ART METROPOLE.
WILLIAM BROWN, Carriage Hardware.

SAY!

If your Jobber can't supply

Kearney and Foot's Files

Write

W. S. McGREGOR, Agents,

11 and 13 Front St., Toronto.

Excellent Quality! Reasonable Price!



ADAMS-MARS BEST.

GALVANIZED SHEET IRON. SP

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X., "	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7½ 7¾

Iron and Steel.

	Base Price
Common Iron, per 100 lb	$2 05 2 15
Refined " "	2 35 2 65
Horse Shoe " "	2 60 2 75
Band " "	2 50 2 60
Hoop " "	2 60
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
16 "	2 35
¼ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2¾, 3
22 to 24 "	2¾, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright 2 65 2 70
Abercarne	2 65 2 70
Lion	2 65 2 85

Iron Pipe.

Wrought 62½ per cent.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 " "	5¾, 5¾

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5¼ 5½
" 5-16 " "	4¾ 5
" ⅜ " "	4¼ 4½
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1–5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13½

Bolt or Bar.

Cut lengths, round, ½ to 1 in.	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Pitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 06½ 0 06¾
Domestic "	0 06½ 0 06¾

Zinc Sheet.

5 cwt casks	0 06 0 06½
Part casks	0 06½ 0 06¾

Lead.

Imported Pig, per lb	0 03½ 0 03¾
Domestic "	0 03¼
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	0 04½ 0 05
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¾ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	4½ 5
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " " "	2 25
Canadian " " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56½ 0 57½
Boiled "	0 59½ 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 50

Castor Oil.

Best, per lb	0 07½ 0 08½

Cod Oil.

Cod Oil, per gal.	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer-
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p.c.; ton lots, on shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Sup for chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... .... 4 50

Augers.

Gilmour's, discount 50,50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, " .... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, eacn 2 00 5 00

House

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, discount 45 per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... .. 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per lb 0 01½ 0 01½
Red..... ..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
United inches				
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb . 0 25 0 3

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½
Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

WHOLESALE HARDWARE MERCHANTS,

LONDON, ONT.

We have full stock of all leading lines for Fall and Winter trade, viz.: Guns, Rifles, Revolvers, Shooting Coats, Cartridge Vests Gun Implements, Powder, Wadding, Shot, Ties, Cordage, Skates, Saws, Cattle Chains, Lanterns, Window Glass, Oils, Turpentine, etc Prices Low Orders Promptly Filled.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails.

Canadian, dis. 60 & 10 to 60 & 10 & 7½

Horse Shoes,

Per keg 3 65

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P , Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " 6 00 9 00
1 5 16 " 8 75 10 00
Shutter, porcelain, F & L screw, per gross..... $1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)
1. Either Canada or American Pattern.
Basis—50 to 60 dy..... 2 30
40dy..... 2 35
30 dy..... 2 40
20, 16 & 12 dy..... 2 45
10 dy..... 2 50
8 & 9 dy..... 2 55
6 & 7 dy..... 2 70
2. American Pattern Only from 4 to 5 dy 2 90
3 dy. (lath)..... 3 30
3. Canada Pattern Only from 4 to 5 dy 2 80
3 dy. (lath)..... 3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L.Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz. 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3½

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

	Per lb. Sisal.		Manilla.	
7-16 in. and larger..	10	10½	11	11½
¼, 5-16, ⅜ in.....	10½	10½	11½	11½
Cotton, per lb.....		22		25
Russia Deep Sea, per lb..		13½		16
Jute ..... " ...		08		08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c
Scale Beams.
Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 60 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ¼ and ½ gross boxes per gross net cash..... 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4¼
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans. per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2, " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 25 2 50

Tinner's Shears and Snips.

P.S. & W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
15 per cent. f.o.b Montreal, off revised list, Dec. 1, '92.
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London,
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } 4¼ 4¼
" 4 " 4 & 6 " }
" Plain twist, 2&3 wires } 4¼ 4¼
" Steel thorn and ribbon..... 4¼ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

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Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR HOLLOW WARE

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REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager

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ART COUNTESS BASE BURNER

WITH AND WITHOUT OVEN ATTACHMENT.



Over 15,000 now in actual use, and our sales this year larger than ever.

This is undoubtedly the most beautiful and perfect working Heater ever manufactured.

EVERY STOVE A DOUBLE HEATER.

By a patented device, the cold air usually found along the floors or under the base is drawn up through circulating air flues and over the fire, and is then thrown out at the top of Stove into the room, or may be conveyed to any other room by attaching a pipe to the cellar.

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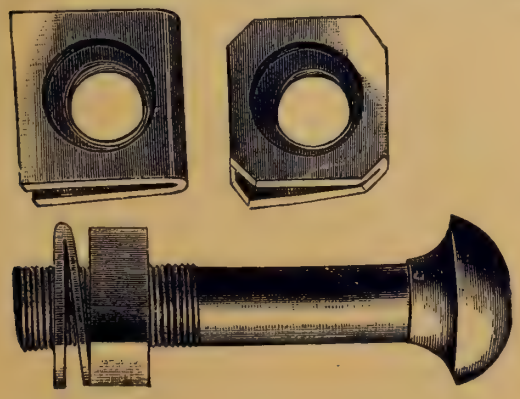
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A MERRY CHRISTMAS,

— AND —

We know you will have

A HAPPY NEW YEAR

IF YOU USE

THE "PITTSBURGH" LAMP.

Gowans, Kent & Co.,

Sole Wholesale Agents for Canada,

Toronto--Winnepeg.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres and Treas. CHAS. N. CANDEE, Sec'y

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Puritan Coffee Pots,
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Puritan Egg Poachers,
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Five o'clock Tea Kettles.

All goods are manufactured from the best material and workmanship and are therefor strong and durable, possessing a superior finish and handsome appearance. No kitchen should be without them.

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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. IV. TORONTO, DECEMBER 31, 1892. No. 53.

New York Aluminum Bearing Metal Co.

NEW YORK OFFICE, N. E. Cor. Washington and Cortlandt Sts. CHICAGO OFFICE, 12 Pacific Avenue.
MONTREAL OFFICE, H. McLaren & Co., Agents.

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"Genuine Babbit," - -	Price	30c.	per	lb.	f.o.b. New York
"Champion Metal," - -		25c.	"	"	" "
"Aluminum Bearing Metal,"		18c.	"	"	" "
"Big 4 Babbitt," - -		14c.	"	"	" "
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"Mystic Metal," - - -		8c.	"	"	" "

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GREEN SEAL BRAND
WHITE LEAD PAINTS
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WINDOW GLASS
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TRADE MARK REGISTERED

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THE PATENT PROCESS SEAMLESS TUBE HOSE

WE MAKE ALL OUR HOSE BY THIS PROCESS.

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Rubber Packings, Valves, Caskets, Etc.

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J. H. WALKER, Manager.

GALVANIZED STEEL BUCKETS.

IMPROVED PATTERN.



IMPROVED PATTERN.

Something entirely new, and superior to old style Buckets, made in three sizes.
They are superior to the ordinary Flaring English Bucket, being of greater capacity.
They are stronger in shape, consequently more durable.
They will not slop over or tip over, owing to the wide bottom.
They nest very close and firm, which protects them in shipping.
The rim is in one piece with the body, consequently cannot get knocked off.
They are galvanized and not lead coated.

For Sale by all Wholesale Hardware and Tinware Houses.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION $2.00 A YEAR.

Vol. 4. TORONTO, DECEMBER 31, 1892 No. 53

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS AND TRADE JOURNAL PUBLISHERS.

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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and hey are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

There is a temptation to be a little retrospective in the last week of the year. It is of course too early to judge the year before its record has been made out. Stock-taking has to be done, balance sheets have to be got out, the statistics of commercial agencies have to be summerized, bank reports have to be prepared, before the material is ready for any comparison of 1892 with the average year. A review of the year from the present standpoint could at best be simply a matter of recapitulation, not a presentation of results. Any opinion about results must be a matter of inference and conjecture, and guessing is as much to be avoided as prophecy. Even a survey of the hardware history of 1892, independently of its results, shows the year to be barren of important events. The facts of the hardware trade of 1892 appear rather in a state of things than in a chain of occurrences. Any reference to events of the year necessarily leaves out this nebulous matter. There is therefore very little of the year's affairs of which the essence can be extracted at this stage.

* * *

A few of the more salient facts, influences and tendencies bearing more or less directly upon hardware trade during 1892 may be mentioned. The fruits of legislation have been meagre, so far as they affect trade. A national insolvency bill is under consideration, and but for the delay in getting it ready it would have been before Parliament in its last session. An act or order in council appointing a final appraising authority, has been expected since last year, and the agitation for such regulating authority is likely to end in early success. The consolidation of the Dominion statutes has brought into prominence the law relating to the sale of firearms. An attempt last session to pass a law through the Ontario Legislature to substitute for the tax on capital one on income failed, but is supposed to have brought nearer the emancipation of merchandise from the unjust burdens now imposed by municipalities. A measure making illegal the voting of bonuses to manufacturers was enacted by the Ontario Legislature. Of commercial movements by voluntary association, there is little to point to in the way of results. The Patrons of Industry are at best in statu quo, though it is probable they have lost ground rather than held their own. Some efforts initiated by them for the abolition of the duty on binder twine, petroleum and pig iron were unsuccessful. A corporation has been formed of Patrons to manufacture twine and agricultural implements. The Congress of British Chambers of Commerce, held in London in midsummer, effected no substantial reforms, and failed in the object that was specially of interest to this country—that is, the recommending of preferential duties within the British Empire and against outsiders. The Silver Conference at Brussels a portion of last month and of this was likewise sterile of change. Manufactures productive of hardware or kindred lines have not increased materially. A project is on foot to establish smelting works in this city, for which provincial aid has been asked and not yet denied. All the industries that produce material for hardware stock have been quite as busy as in average years. In raw material, prices have steadily ruled low, with the exception of fluctuations in tin and copper. Labor has been a little disquieted, but any disturbance at Pittsburg or at Sheffield but momentarily affected the market. Hence the primary cost of goods has ruled remarkably low throughout the year. The cholera figured very slightly as an influence in prices in this country. The direct steamship line between this country and Hamburg stopped early on account of the plague, and this caused a shortage in certain lines of German and continental goods, but the staples, such as glass, were not materially dearer in consequence. The year is probably as much distinguished by the growth of combination among manufacturers as by any other feature. Manufacturers of cut nails, wire nails, wire, horse shoes, horse nails, bolts, rivets, tacks, and the jobbers of linseed oil and of turpentine have established common price lists. The effects have been generally beneficial, so far as they can be judged at present. They have restricted price cutting to fewer lines, and within those lines it appears that there has been more steadiness on the part of jobbers, while they have been enabled to make a better profit on the goods of which the prices are controlled by the manufacturers. While profits appear to have been generally better, the volume of trade done has certainly been larger. The facts now within the range of observation warrant the statement that this has been a great deal better year for the hardware trade than last year was. Failures have been rare. Business, however, does not appear to have been generally put upon a narrower credit basis than it was before. Wholesalers are becoming more careful in the selection of their accounts, but the time limit remains as it was. The building trade, which in this city was a strong bulwark of the

hardware trade a few years ago, has not been very active locally, but may be considered not far behind what it was in average years, as distinct from years when everything connected with Toronto real estate was inflated. The mistrust of the banks and the caution of wholesale hardware merchants have done much to extingush fungus speculation in building. The insecurity of many accounts contracted during the "boom" and the unsparing cuts in prices that were then made, largely counteracted the effects of mere volume of business. This year's smaller business, better accounts and better prices have probably shown as good net returns from building as were afforded by that industry in its hey-day. The big department stores continue to sell cheap hardware, as do their imitators, the smaller variety stores. Of men notable in the hardware trade who have passed away since 1892 opened, may be mentioned Col. Miller, Mr. John Leys and Mr. Mark Samuel.

* * *

The material conditions necessary for a substantial trade have not been wanting this year. We have had an abundant yield of the staple natural products. Prices are low in everything except dairy produce and hogs, both of which are growing yearly into more importance among our exports. Though the prices of grain are low, farmers have discovered that concerted holding and simultaneous offering on the verge of spring is not the way to make them higher. Selling has consequently been so free this fall that railway traffic was obstructed by the movement. There has consequently been a freer circulation of money, which has given an impulse to buying goods and paying debts. Last year's tremendous crops had been more generally held for a rise till the turn of the year, and such of them as had been sold in the fall of '91 went for the most part to pay interest or principal on farm mortgage account, farm implement debts and other obligations outside of the general currents of trade. A considerable part of the proceeds of the crops both of '91 and '92 have been spent this year.

* * *

Of more importance to the trader than the general results of this year's trade are its individual results for himself. These no one can furnish him with but himself. Knowledge of them he should at once proceed to obtain by getting a summary of his affairs before him, as soon as possible after the opening of the new year. The first thing to be done in the slack spell is to take stock. Let that not be omitted. The next thing is to make out your balance sheet. The information got by these investigations cannot be over-estimated. The effect upon your next year's business cannot be otherwise than exceedingly healthful. A trader never really discovers how much he is at the mercy of his own ignorance until he makes conscientious casting up at the beginning of the year. The results are rich in lessons of economy, in suggestions of management, in indications of weak points that need bracing. The trader must be incorrigibly given over to his business faults, if he does not amend them in the light of revelations made by the inventory of his stock and books. There is many a principle of economy in practice today that can be traced to the stock-taking. In the process of collecting and preparing the matter for his annual summary,the merchant obtains incidental benefit that is of scarcely less value than the knowledge of where he stands. The handling of the stock brings out goods too dingy or faded to be presentable on the shelves with fresh goods. These ought to be separated from the rest of the stock and classed as bargain lines. They must be run off before they become worthless. He will also be able to compile statistics useful to him as a guide in buying. If this year's sales of a certain quality of goods has increased more than some other quality, that is an indication to the trader that will give direction to his buying. The overhauling of the stock leads to a general tidying up, and every true shop-keeper knows the value of this and frequently subjects his shelves to such treatment. In numberless ways traders reap benefit from taking stock and making out a balance sheet.

* * *

In the weekly change sheets issued by the commercial agencies fire figures more or less prominently throughout the year as a cause of loss in the trade. These losses are more frequently offset by insurance than they used to be. The beginning of a new year is a good time for traders to look after their fire insurance. Do not allow it to lapse. It is a dangerous piece of economy to carry on trade without it. If you are insured, a fire can do no more than convert your property into another form. If you are not insured, a fire can wipe out in an hour the results of a lifetime of frugality and success. The trader who has his store, stock and delivery equipment covered by an insurance policy, can really look upon this property as money deposited in a bank against a day of misfortune. There is the same kind of difference between a man who keeps a few thousand dollars of cash always in his own personal care and the man who banks his money, as there is between the man whose property is insured and the man whose property is not. Not only is the difference the same in relation to protection and the risk of loss, but it is the same in relation to the security of a liability. A man who is aware that X always keeps his money on his premises will give consideration to that fact in entertaining an application of X for credit, and will make his terms accordingly, placing the credit upon some less hazardous basis than the precarious chance that X may not be robbed of all his wealth. The same is true of an application for credit of a man who is not insured. The wholesaler may be satisfied that the applicant's standing and record are good, but will probably be averse to selling upon a basis of credit that can be destroyed by fire. Insure all the property you have engaged in merchandise, and thus you will protect your capital and brace your credit.

THE TURN IN SEAL OIL.

About a month ago a HARDWARE special referred to the fact that some of the Montreal operators were getting enquiries from the United States with regard to steam-refined seal oil, and pointed out that the tendency of the American fish and vegetable oil market made it possible that some seal oil might be taken on American account from the stocks in Montreal. Within the past fortnight this anticipation has materialized, and now quite a quantity of seal oil has been taken on American account, the fact in itself being sufficient to induce an advance in price in Montreal, the appreciation in price being considerable. The first indications of the demand were had some time ago, when a lot of 100 barrels changed hands at 37c. net cash, which was followed some days later by another lot of 200. These two transactions made holders prick up their ears, so to speak, and their ideas of value advanced materially, and it was a strong sign that bids stiffened in a corresponding degree until a lot of 300 barrels changed hands at 41 cents. In fact, it is understood that 800 barrels in the aggregate have changed hands mainly on a basis of 40 to 41c. and that other lots are under offer at an advance. In consequence of this, al-

though some holders are willing to sell at 41c others are not disposed to dicker at all for the time being. The main cause of this enquiry from across the lines was the advance in lard and cotton seed oils, seal oil being altogether too low in comparison. As to the supplies against this and any future demand, the stocks in Montreal are considerable, for although receipts this fall have not been large some operators have been carrying a lot of oil here for a considerable time. It was comparatively high priced also, as it was purchased when values were higher, so that the recent change has been a very welcome one indeed to some Montreal speculators in oil. It will give them a chance to make a turn on their proporty, and they deserve it after the determined and plucky way in which they held up against a steadily declining market.

STOCKS OF CANADA PLATE.

A line of hardware that may furnish something interesting between now and next spring is Canada plate. Some time ago HARDWARE made some remarks upon the position of the article which were occasioned by the fact that Montreal importers could not fill orders on the other side for some lines that they required. Since then no material change has occurred, and the stocks of the article in Montreal have not had any increase. Rather the reverse, in fact. The bulk, practically all of the supply is controlled by one firm, and the supply at their disposal is not understood to be large, when compared with possible wants, and during the fall the holder has been realizing moderately, but quietly, as demand arose on his property, so that it has been decreasing. Now, as it is the main source of supply to meet the demand that should set in after the middle or end of February when building operations are resumed, the fact is interesting, for there is a possibility of light supplies at least, if not a shortage. The reason for this is due to the fact mentioned before, that there is practically no floating stock of Canada plate at primary centres on the other side, as shown by the fact that importers could not fill their wants some time ago. Now, if, as makers' agents in Montreal contend, the latter will not go ahead rolling Canada plate until they have some large sized contracts booked ahead, our supplies will be slim. Operators here have not been considering this question of future supplies to any extent, and even if they do so now, no deliveries on contracts made from now out can get here until after the close of navigation. It is argued from this therefore, and the light stock now here, that a shortage of Canada plate during the ensuing spring would not be surprising. It is hard to get at the figures, but one dealer approximates the stock in Montreal at less than 2,500 boxes.

SALESROOM TOPICS.

The Straw Board, Wrapping and Building Paper Manufacturers' Association of Canada, which has been recently organized, issues the following standard trade price list, adopted on the 17th inst.: Tarred Felt (32 in. wide) $1.65 per 100 lbs.

In rolls about 50 lbs. each containing 400 square feet :

Plain Straw-board Sheathing (32 in. wide) $0.65 per Roll.

Tarred do. do. $0.75 ; Plain Fibre, do. do. $0.80. ; Tarred Fibre, do. do. $0 90 ; " O K," or " IXL " do.do. (36 in, wide) $0.70.

Delivered—F. O. B. Montreal, Toronto, Quebec, and at the mills of the manufacturers. Terms:—Four months approved credit ; or three per cent discount for cash payment within thirty days.

Bowman, Kennedy & Co., of London, announce the arrival of a large shipment of window glass via. the steamer Pickluben. They can now fill all orders promptly.

Orders for the Bugle brand of glass are now being booked for spring delivery by M. & L. Samuel, Benjamin & Co., who control its sale here and whose initials are borne by every package. The firm deem the present a favorable time to provide for supplies.

The drop in the temperature has had a very bracing effect upon the skate trade. A week ago wholesalers were looking with anything but delighted eyes upon their stock, and grudged it store room. But the weather brought the long delayed summons, and the bulk of that stock is now gliding over our bays, creeks and ponds, and is giving a good deal more pleasure than if it had to be checked off as stock on hand at the beginning of the new year. The demand was short but sharp, and a good riddance was the result.

Stock-taking is the order of the day in most of the wholesale houses, and rather a funereal business it appears to be. Everybody allowed stocks to run down as low as possible, however, and the goods to be handled will be lower probably than they have been for some years. Speculative temtation to stock heavily in any line is not present this year, and the fact that cut nails can be got on spot removes the necessity of having large quantities of that staple in store.

Graham's cut nails are evidently in high favor. They are very commonly specified in orders that now come to hand. Mr. Graham's factory is running to its full capacity.

The expectation among the trade that next spring will witness an improvement in building operations in this city appears to be well founded.

It has leaked out that one change contemplated by the cut nail manufacturers at their meeting next week is a slight concession to buyers of car lots.

H. S. Howland, Sons & Co. have again secured the Ontario agency for the well-known brand of Rixford's harvest tools. This firm advise the trade to wait for the quotations on these goods.

The big lot of syphon oil cans lately stocked by the McClary Mfg. Co.'s Toronto branch has had a remarkable run. Some very large purchases have been made by oil companies.

The McClary Mfg. Co. made a large purchase of Mrs Potts' irons in anticipation of an advance, and they did not forestall the rise much too soon, for the price has now gone up to 75c., and will probably struggle up to 80c. The McClary Mfg. Co. are prepared to give customers the benefit of their foresight.

M. & L. Samuel, Benjamin & Co. report their skate trade this year as agreeably surprising. They have been obliged to repeat orders four times to supplement the supply they laid in at the beginning of the season. Express parcels have carried out a very large quantity.

Retailers who desire to pick up good bargains will be apt to find them if they visit the city during the first fortnight of January. Stock-taking will be attended by the throwing out of a lot of lines that can be taken off at low prices, as stock tends to degenerate into refuse when it begins to lose the down or the lustre of its newness.

CATALOGUES, ANNOUNCEMENTS, ETC.

THE KEMP MANUFACTURING CO., Toronto, have favored us with a copy of their Catalogue for 1893-4, which they have just issued. Outwardly it is an improvement upon previous editions. The first cover is embellished with the company's name, well displayed in handsomely embossed blue and gold lettering. The back cover exhibits a view of the company's extensive premises in gold. The book is of ample size, the pages being about 7x12 inches and numbering 146. The great range of the company's production needs no further note than the assemblage of illustrations the book contains. Each page is crowded with cuts, and along with each a bit of concise letter-press gives exhaustive information as to size, style, price, etc. A comparison of this with former Catalogues issued by the Kemp Manufacturing Co. reveals the addition of several new lines, and shows other indications of expansion in the production and trade of the Company. The lines made by the Company would require too much space to enumerate, but the following may be designated : Plain and retinned stamped ware, tinners' trimmings, japanned ware, toys, pieced tin ware, heavy polished ware, crown pieced ware, embossed ware, steel goods, galvanized ware, coal hods and vases, stove shovels, stove boards, wire goods, spoons, copper ware, machine oilers, stove pipe and elbows, patent stove pipe thimbles, druggists' and grocers' cans, baking powder cans, lanterns, miscellaneous goods, oil stoves, onyx enamelled ware, bird cages, etc.

WALTER H. COTTINGHAM & CO., Montreal, present the compliments of the season to the trade in a very handsome little book, of which we have received a copy. It is convenient and instructive, as well as handsome. The first page contains a list of the Company's agencies, and the following pages deal with the goods which their own merit and the enterprise of Walter H. Cottingham & Co. have made familiar to traders and consumers throughout the country. Hardware merchants who may be overlooked in the distribution will find this tasteful and useful little book worth sending for.

NOT SO BLACK AS PAINTED.

There is a very absurd and mistaken notion among thoughtless or suspicious people, that all commercial travellers are a wild, tough lot when away from home. That they indulge in all sorts of harum scarum scrapes; that they are given to dissipation and flirtation, and that they pay for their little peccadillos by charging it up in their expense account with the house employing them.

This is a very unjust judgement, and one which can not be verified against any majority of grip sack men.

Long and intimate acquaintance in all parts of the United States with the traveling fraternity gives the writer authority to testify, that taken as a class the drummers are as brave, hard working, self sacrificing, honest, concientious and virtuous a lot of men as can be found in any other calling or profession. There are black sheep in every large flock, and plenty who will jump over the bars into pastures green when occasion offers; but you will find them as well in the sheepfold of the good sheppard called clergymen, and when one is found he is spotted and held up for private gossop and public scandal, but that does not necessarily corrupt the whole fraternity. The commercial traveller is generally a free hearted, whole souled, ofthand fellow.

He often has to be all things to all men, since he must deal with human nature as he finds it, and no one understands human nature better than he. He is always polite to strangers and affable to the ladies, among whom he generally acts the true and perfect gentleman.

It is he who patiently answers the numerous questions of his travelling companions, and who assists them out of difficulties and dilemmas innumerable. He is first to give up his comfortable seat in the crowded carriage to the female, be she ugly or fair, old or young. He knows all the ropes pertaining to travel, and is an animated cyclopedia of information.

He is well posted in politics, the state of the country, and the lay of the land. He can talk soft nonsense, or discuss hard facts. He can argue upon philosophy, psycology or theology, and when it comes to talking shop he is seldom "treed."

Most old and experienced travellers are family men, and men who love their wives and children, and love their homes as devotedly, if not more so, than men whose callings do not call them from home. Most of them when absent have an intense longing to get home to the loved ones left behind, and genuine homesickness is not uncommon among the most sturdy road men; but there is a fascination for the old paths that time can scarcely efface. It is with them like the seafaring men, they become restless when long in port. Idleness illy agrees with an active nature such as their's, and since business is business, they must be hustlers who win. The traveller has an ambition that brooks no rivalry, but leads him on to better efforts, the more insurmountable are the obstacles to his progress. He faces storms, endures all manners of fare unlike the comforts of home. He faces danger and hardships, adversities and discouragements in multitudinous forms, and yet there are those who begrudge him the comfort he takes when he can find it, and complain that he wants the earth. After facing all manner of vexations, discouraging and annoying incidents, after facing danger by fire and flood, after facing death itself by disaster, he returns to face the head of the firm, which is often the hardest of all to face. When trade is slack and collections are bad he has to face it. Then he has to right about face and face the cold, cruel, exacting business world again; a world even more full of storm than sunshine. What a marvel then that the grip man has so genial a smile, apart from his regular business York shilling smile, as he has! Taking the manifold trials and temptations ever in his pathway, is it not marvelous that he withstands them as he does? Those that are not tempted deserve not the credit of being honest, sober and virtuous, as do those who are tempted and withstand the temptation.

The very first, last, and most prominent qualifications, of the commercial traveller are that he shall be honest and free from bad and vicious habits Reputable firms are not wont to employ disreputable men, since reputation must be sustained.

This fact alone should give the highest credentials of character to every man employed as a representative on the road; and should set at naught every unfavorable opinion thoughtless people form against them. There is one green spot in the arid desert of a traveller's life, and that is found within the gates of "home, sweet home."

However he may wander from his own fireside,
Wherever he is called upon to roam;
He's as happy as can be with his babies on his knee
When at last he reaches home, sweet home.

—Detroit Herald of Commerce.

LOOKING AFTER THE CASH.

Following is an advertisement clipped from the Globe, published at Boissevain, Man., which is worthy of study by many Manitoba merchants:

SPECIAL NOTICE.

Another year is drawing to a close and I would ask those interested to consider the following facts:

Men come to me in March and April and ask for credit until after the next harvest. I agree to furnish them on this understanding, but how many keep their contracts.

The storekeeper is afraid of offending his customers and hesitates to ask for his own and sees the grain going to pay for implements, binding twine, threshing, etc., and when these is paid he is asked, in many cases, to carry the account another year.

Is it right or just to treat in this manner, the storekeeper who really provides the necessities of life?

Storekeepers of Manitoba have to carry on their books from year to year from three to six thousand dollars of such accounts—who is to blame?

I am aware that this is an unusually hard year, owing to light crops and low prices, but I claim I have a right to expect a settlement of my account to the end of the year, if I am asked to continue furnishing goods until another crop.

After six years' experience in Boissevain I have decided that unless a customer makes a settlement at least once a year his account is no good to me and I will refuse credit to those who do not square up the year.

J. D. BAINE.

A FEW "WHEN'S" FOR MERCHANTS

When you have a decided taste for it, possess sufficient capital, and are acquainted with the details, you are fitted to engage in any business.

When you come to consider every other business superior to your own, you may conclude that your own business is superior to yourself.

When you have learned to serve faithfully you may be expected to command wisely.

When your stock is turned over often, you can afford to sell cheaper and still increase the net profit.

When you enquire into the cause of a marked success, you will invariably discover that much of it was due to the ability to select and retain efficient employes.

When you lock your store door at night leave your business inside. No balmy sleep with worry for a bedfellow.

When you have decided on a course of business which is satisfactory to your own mind and experience, do not allow the doubts of others to dampen your enthusiasm.

When you have exerted your abilities, and success seems doubtful, train your mind to review results kindly. Be sanguine. Worry, not work, is the bane of many lives.

When a business is said to run itself, it is generally the result of the force of gravitation. Gravity is always downward.

When you begin to have some doubts of the superiority of your own abilities, you are on the threshold of a fresh advance. Over self-confidence is the rock which has sunk many a young mercantile mariner.

When you expect an advertisement to create business, word it for business. An advertisement has no life of itself; it depends for its efficiency upon the vigor with which you endow it.

When you receive tuition from experience don't forget to graduate.

When you find yourself inclined to be rash in buying stock, remember "it is better to cry after the goods than over them."

When you allow business to unduly worry your mind, it is a sure indication that your adventure is a "size too large."

When you are told that "A rolling stone gathers no moss," also remember that "A setting hen gathers no fat." Don't be entirely guided by old "saws."—Ex.

H. S. HOWLAND, SONS & CO.,

WHOLESALE HARDWARE,

37 FRONT ST. WEST, - - TORONTO.

SKATES

IN STOCK.

Genuine "Acme," Polished, No. 0, 90c. pair, No. 7, $2.90 pair.
" " Plated, No. 0, $1.50 " No. 7, 3.90 "
"Achieved," } Full Patent, Polished, $4.50 pair.
Forbes' New Patent, } " " Plated, - 5.50 "
In all sizes, 7½ to 12 in. Discounts on application.
Acme Skate Bolts, Nuts, Lugs, Links, and other repairs.
Skate Straps, ½x20, ½x36 in.; 5/8x20, 5/8x36 in.

A very Merry Christmas
and a
Prosperous New Year
to all our friends

The Toronto Lead & Color Co. Ltd
F. J. Westaway Manager

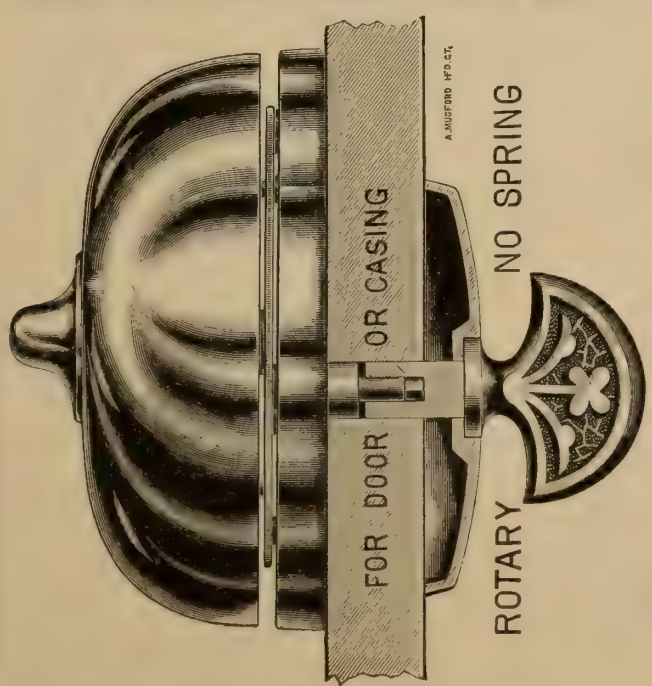
Toronto 24th December 1892.

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above

JOHN WILSON'S
Butcher Knives
and Steels,
Farriers' and
Shoe Knives
Are the best in the World.
Trade Mark

NEW DEPARTURE "ROTARY" DOOR BELLS.



Incomparable!
NO SPRING!
Best Tone, (Sure)
Superior Finish!
Bronze Trimmings!
COMPACT!
CHEAP!

For Circulars, address
THE NEW
Departure Bell Co.,
BRISTOL, CONN.

OUR LONDON LETTER.

London, December 17, 1892.

THE METAL TRADE.

The Board of Trade returns for November show a decrease in the exports of metals and articles manufactured therefrom, compared with November, 1891, amounting to £83,560, and a decline of £83,905 in machinery and mill work. Hardware and cutlery show a decrease of £21,000; pig iron, £16,000; bar, angle, bolt and rod iron, £28,000; tin plates, £7,000; galvanized sheets, £19,000. Taking the whole value of trade during the past month, we are now £6,103,000 behind on exports of metals and metal goods, as compared with the 11 months of 1891. Machinery and mill work to the value of £949,000. Our metal trades have suffered the most from the prevailing depression, and the six million decrease accounts for one third of the total decline in our foreign trade of 1892. The most severe strain is being felt in the steel trade, this being apparent from the low prices ruling for hematite pig iron, steel rails, and ship building materials. The price of hematite pig iron is reported to have fallen to 45s. on the east coast of England, the lowest price in the history of the trade being 40s.; while steel rails and shipbuilding plates are already close upon the lowest price ever known. While prices of coal keep so high it is impssible to cheapen cost of production; wages paid to colliers are out of all proportion to the position of the trade, and until all possibilities of a reduction in coal are exhausted no confidence will be felt in prices. The next three months will probably be worse than those we have just gone through. The Butterley Iron Co has long enjoyed a great reputation in the Midlands, but notice has recently been given to the employees to cease work owing to the selling prices of its products being unequal to the cost of making them. It is largely due to foreign competition, and recalls a fact that Belgian girders are now a factor which our makers have to take into account. Foreign made girders have entered the market in active competition with those of our own production. Some idea of the fierceness of the competition will be gained from the fact that an effort has been made to get the use of English girders made compulsory in municipal and other public contracts. But the success of such a movement can be but limited. The Belgian works for long hours, and is content with low wages, he can have his girders carried across from port to port at 2s. 6d. a ton, and with little regard to over-exactitude in weight. It seems that the whole matter turns in two points, (1) Can the English trade unions to regulate work and wages on the continent as to throttle the system of abnormally cheap production on the continent? (2) If not, can they induce their own men to adapt themselves to the new condition of things, by taking less wages, and thus make an effort to pay the foreigner back in his own coin? It has been pointed out that it is open to us to impose an import duty on such goods, but as this would mean a return to protection, its consideration is out of the question in practical politics. The labor leaders have themselves declared against such a policy. Unless cheaper production is stopped abroad, or cheaper production effected at home, the English girder trade of the Midlands is doomed. Not only are English manufacturers in the finished iron trade being undersold by the German and Belgian, but he is cut down in competition by the Welsh bar makers. Assailed from within as well as from without, our manufacturers have a lively time of it.

In Sheffield there is a fair trade passing in electro-plated goods and Christmas wares, but such a spurt is only ephemeral, and cannot be taken into account as a sign of returning prosperity. Orders are coming in in the stove grate department, and skate makers are getting active. Directly the result of the presidential contest was known, large orders came from the United States for tin plates, and makers have enough made to last them for three months to come. The uncertainty as to the future of the McKinley tariff tends to restrict our United States trade very considerably. If Welsh tin plate makers mean to struggle for the trade against America they must reduce the cost of production—McKinley tariff of not. That's what it must come to in the end.

ARBITRATION IN BUSINESS.

A most important departure has been taken by London merchants and business men generally in foudning the Lodnon Chamber of Arbitration, which was formally opened a week ago. It is supported by the London Chamber of Commerce and the city of London corporation. Its object is the study and inexpensive settlement of disputes arising in the course of business; to provide facilities for disputants wishing to settle their differences without having recourse to litigation, especially such trade disputes as can best be dealt with by experienced men of business. The Chamber is to be available both for voluntary arbitration and for the arbitration of cases referred to it by the law courts. Cases are to be conducetd in private, unless the contrary is wished by all parties interested in the matter. The Chamber has a panel of arbitrators selected from the various trades, so that litigants can easily select an arbitrator and umpire presumably having special knowledge of the trade or sect in dispute. A legal assessor is also attached to this body. The arbitrators' fees are two guineas ($11) first hour, and one guinea for each successive hour, unless the disputants agree to pay them on a higher scale. The assessor receives $25 for the first three hours, and $50 for a period exceeding three hours, but not exceeding a day. Solicitors are to be paid at the usual rate, but not unless they attend the hearing of the case. Witnesses will also be paid the current expenses such as are paid in the courts. There is no reason why this scheme should not work admirably if the persons can be got to consent to arbitration. The rule providing for privacy is also of doubtful expediency because as no reports are to be taken precedents cannot be quoted, and the Chamber will not be able to build up a code for its own guidance. The provision that arbitrators should be paid is a wise one as this has always been a difficulty in these cases, because in cases where neither party took up the award the arbitrators did not get paid, and this naturally made persons chary of giving their services to the office. In simple cases the assistance of counsel will be dispensed with, and a dispute may be settled in a couple of hours. When once the submission to arbitration is signed there is no possibility of retraction, and the proceedings go on even in the absence of one of the parties. The arbitrators have power to take evidence on oath. The court will always be available when business is going on, and the usual long vacations indulged in by the law courts will be ignored. The result of the experiment will be eagerly awaited, and if it is successful it will be easy for the great centres of trade in other parts of the country to follow suit. The fact that such an experiment is being made shows how dissatisfied business people are with the law courts and their procedure. Legal methods are quite out of harmony with the spirit of the age so far as they refer to commercial cases. A law suit is the most worrying experience of all things in this country, and every conscientious lawyer advises a would-be litigant to keep clear of them. This state of affairs is freely recognized by the judges, who are themselves quite above suspicion. They welcome the new departure, as it will of course relieve them of a good deal of technical work. The master cutter in England has already taken up the idea of establishing a Chamber of Arbitration for the great Sheffield industry. He suggests that a committee composed of six representatives of the Sheffield Town Council and six members of the cutlery company and the chamber of commerce should be appointed to consider the desirability of establishing such a chamber as the one I have just sketched out. It is believed that such a body would be very suitable for the settlement of trade disputes, and to a great point would be the arbitration of differences in regard to merchandise marks. It is the technicalities of legal points and not the principles of equity and fair dealing between man and man that takes up the time in law cases.

In the case of Reg. v. Dulmage before the Common Pleas Division at Osgoode Hall judgment on motion to make absolute a rule nisi to quash the conviction of the defendant for breach of a transient traders' by-law of the town of Petrolea, on the ground, among others, that the evidence of non-residence and non-assessment was insufficient. Rule absolute quashing the conviction, with costs against the informant, on the ground that there was no evidence of non-assessment. Usual order for protection. Aylesworth, Q. C., for the defendant. W. R. Meredith, Q. C., for the magistrate and the prosecutor.

TORONTO PLATE GLASS IMPORTING CO.,

TORONTO.

WHOLESALE IMPORTERS

—OF—

PILKINGTON'S GLASS.

Window, Plate, Car, Figured, Ornamental and Rolled Glass.

ADVANTAGES—Stronger boxes better packed, average loss from breakage less than ONE PER CENT.

"Pilkington Bros."
"St. Helens,"
"Lancashire."



These words and brand are on every box. None genuine without this Trade Mark. We warn our friends against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

PORTLAND CEMENTS

BEST ENGLISH BRANDS.

Keene's Coarse, Parian and Superfine Cements.

SEWER PIPES 4 in. to 24 in. diameter. Flue Linings. Chimney Taps.

FIRE BRICKS. Flue Covers, Fire Clay, Cupola Paubing Mixture, Kaolin.

CALCINED PLASTER. Enamelled Sinks, Wheelbarrows, Scotch Derricks.

Large stocks at lowest market prices.

Wm. McNally & Co
MONTREAL.

Thos. Firth & Sons, Ld.,

Best Crucible Cast Steel.

Steel, Peech & Tozer, Ld.,

Bessemer Steel,
Open Hearth Steel.

James Hutton & Co.,
Agents.
MONTREAL AND TORONTO.

Miller Bros. & Toms

(Successors to Miller Bros. & Mitchell. Established 1869.)

Machinists, Millwrights and Engineers.

MAKERS OF

ELEVATORS

For all purposes, of any capacity, and operated by Electricity, Water, Steam or Hand Power.

Builder's Derricks--Hand or Steam, 1, 1½, 2, 3, 5, and 8 Tons.

Foundry and Machine Shop Cranes, Any Swing, Any Capacity.

GENERAL MACHINE WORK.

Works: 89 to 120 King,
Office: 122 King St, MONTREAL.

WIRE

Coppered Steel Spring. Tinned Mattress Wire. Broom and Brush Wire. Hay Baleing Wire. Flat Wires. Soft Coppered Wires

Write for Catalogue. We guarantee the quality of all our Wire.

Manufactured by

The B. GREENING WIRE CO., Ltd.,
HAMILTON, ONTARIO.

WIRE NAILS.

The manufacture of wire nails has now become so well seasoned in this country that special descriptions are made for each class of work, and the consumer has little to ask in the varieties which he can find in well supplied Hardware stores.

In common wire nails there are all sizes, from the two to the sixty penny, the former being one inch long and the latter six inches. In the two penny there are 900 nails; in the four penny, 322; five penny, 254; six penny, 200; ten penny, 74; twenty penny, 29; forty penny, 17; and sixty penny, 10½.

The barbed common nails are made in the same sizes, are a trifle heavier in weight, except in the larger lengths, the uniformity in weight beginning at the twenty penny. They are used for box work, and are barbed or notched to give them greater holding power. They sell from five to fifteen cents higher than the common. Shingle nails range from three to ten penny, are heavier than the common, those of the six penny, however, being exact in weight with the common. Its use is denominated by the term applied to it.

The term Fine is applied to a light nail made only in three sizes, two, three and four penny. Of the four penny there are 674 to the pound. It is worth about thirty-five cents per keg more than the common. Common Brads range from two to sixty penny, are lighter than the common nail, but heavier than the fine, there being 210 to the pound for a six penny nail. In price there is little or no difference from that of the common nail.

Finishing nails are made as large as twenty penny, and very light, and used for the best work. There are 359 of them to the pound in a six penny nail. They cost about thirty cents more. Casing nails range from two to forty penny, are used for nice work, and are a little heavier than finishing, costing a trifle more than the common. Flooring nails vary from six to twenty penny. They are heavy, with a special head, and range in price with the common. Barbed car nails are in two grades, heavy and light, and are used for the siding of cars. They are made from four to sixty penny. A six penny heavy has 91, and a light 119 to the pound and cost more than the common.

Smooth box range from two to forty penny, 250 to the pound. Barbed cost fifteen cents more. Tobacco nails, used in boxes containing the weed, range from four to ten penny. They are made with a large head, 145 to the pound for a six penny. They cost about the same as common. Fence nails are heavy, 114 to the pound for a six penny and range from five to twenty penny. Clinch nails range from two to twenty penny, with 76 to the pound for a six penny.

Spikes are somewhat of a feature in the wire business, being a comparatively recent nature. They are made in sizes ranging from ten to sixty penny and then from six and one-half to twelve inches. There are thirty-seven to the pound in a ten penny nail, nine in a sixty penny, and two and three-fourths in a twelve inch. They are uniformly sold at sixty cents per keg above the base price. Barrel nails range from three-fourth inch to one and one-half inches, the term penny not being used, as the smaller sizes would be below a penny denomination, and nail makers did not care to go into farthings. Of the smallest size it would take 1,270 to make a pound, and 322 of the largest. They are, however, a comparatively thick gauge nail, and are used for barrel work, in hoops, heads, etc. They are somewhat more expensive than the common.

The Barbed Roofing nail is made as large as two inches, and is used in tarred roofing work and the like. It is about twice as heavy as the barrel nail. Lining nails are made in three sizes, three-fourth, seven-eight and one-inch. It is the lightest nail, 1930 to the pound of the smallest and 1440 of the largest. They are high priced, the price over base ranging from $1.90 to $2.50. Slating nails are from two to five-penny. They are heavy, with 125 to the pound for the five-penny. They have a large head. Hinge nails are made light and heavy, with countersunk heads and chisel points. They are made in sizes ranging from four to twenty penny, are heavy gauge, and are in addition put up in ten, twenty-five and fifty-pound boxes for extra prices. Barbed Dowel pins have no heads, and have the tops nicely finished and squarely cut. They are made in sizes five-eighth inch to one-half inches, and are well barbed. They are used by sash and line men, and for this purpose have, perhaps, no superior. They range from 126 to 358 to the pound, and the smallest size costs $2.50 above the base price.

Prices are made from a base price, sixty-penny being the standard, and advanced from that point for the different sizes and specialties. The smaller the nail the higher the price. This applies to the keg prices, but when they are put up in one, five and ten pound packages a price per pound is charged. The heads of nails differ in the different varieties. Common, car, tobacco and shingle have light and the hinge nails full countersunk heads, the brads and finishing small conically elongated toward the point, and the slating, clinch, shingle roofing and barrel are flat on the under surface. Car and clinch have round heads, and wagon have the frustrum of a cone for the head, the smaller base being at the top. All are barbed a short distance from the top, those specially marked so the entire length.—N. Y. Hardware.

THE ONTARIO TACK CO
MANUFACTURERS OF
WIRE NAILS
TACKS, SHOE NAILS, ETC.
Hamilton, Ontario.
SP

The trader who pays his way must sell at profit, and cannot afford to cut below others in the same line.



MARCH 18th, 1892.

Mc JAGGS (in bed)—"Wid ivery other bone in me body broken, me head bustin' wid pain and wid me clothes torn from me back, I can lick the man who says they iver had the loikes of that cilebration in Oireland."

SITUATIONS VACANT.

WANTED—HARDWARE TRAVELLERS with good connections in Lower Provinces and in Ontario. None but first-class men need apply. H. S., GAZETTE Office, Montreal.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

Wanted--Foundry Men

To give Aluminum Alloy Composite a trial. 2% in ordinary Cupola will give you soft, sound and solid semi-wrought iron castings. Price, $5.00 per 100 pounds F. O. B.

Book of information with Government report and other indisputable testimonials for foundry men—FREE. The Hartsfeld Furnace and Refining Co., Newport, Ky.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST

E. R. C. Clarkson, F.C.A.
W. H. Cross, F. C. A.
Edward Still.
John F. Helliwell.

TORONTO, ONT.

Plate Glass

ALL SIZES IN STOCK.

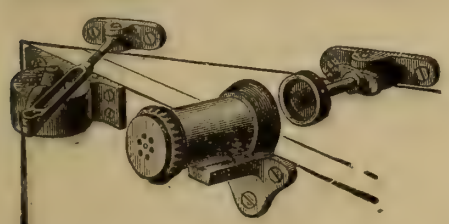
MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST W., TORONTO.

Telephone 1112.



The Eclipse Spring

Shuts the door Everytime.

The Eclipse Check

Stops the Slamming.

Recommended by Architects.
Extensively used by Builders.

WHOLESALE—MONTREAL: CAVERHILL, LEARMONT & CO; FROTHINGHAM & WORKMAN,; LEWIS BROS & CO.
TORONTO: RICE LEWIS & SON, Ltd.
HAMILTON: BOWMAN HARDWARE CO.
CANADIAN AGENTS:
T. A. MORRISON & CO.,
118 St. Peter Street, MONTREAL.

J. L. GOODHUE & CO.,

Leather Belting, Lace Leather, etc.

DANVILLE, QUE.

Ontario Office:
74 York St., Toronto,

H. D. SIMMONS, Agent.

A full stock of "Standard No. 1," and "Trade" Leather Belting, also Lace Leather and Cut Laces, kept in stock at our Ontario Office. Orders and Shipments attended to with prompt despatch.

NOW READY

The newest thing in Varnish. Put up in the neatest and handiest tin ever known. Easily opened. Easily sealed. No corks and no waste.

Unicorn Furniture Varnish

In tins of assorted sizes. Packed in handy cases for the trade. Handsome show card in each case.

A. RAMSAY & SON,

MONTREAL.

Manufacturers of Leads, Colors, Varnishes, etc.

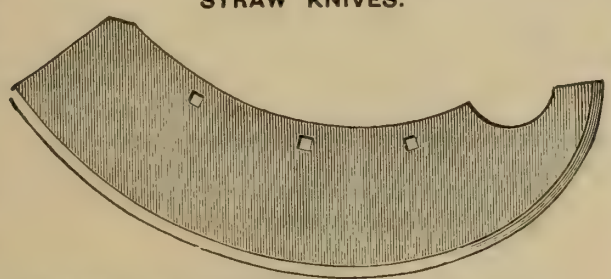
Robertson's Invincible



EACH SAW GUARANTEED PERFECT.

Made from Best Quality Silver Steel. Fastest Cutting Saw in the Market. If your dealers' cannot supply, send your orders to us direct.

STRAW KNIVES.



ROOT CUTTERS.



We make a specialty of Straw Knives and Root Cutters. Quality guaranteed. Prices low. Send for quotations before placing your orders.

JAMES ROBERTSON & CO., - TORONTO.

The Whitman & Barnes Mfg. Co.



Canadian Branch:
ST. CATHARINES, ONT.

MANUFACTURERS OF

Extra Quality Machine Knives, etc.

OUR SPECIALTIES:

KNIVES FOR Mowers, Reapers, and Binders, Root Pulpers and Straw Cutters.
" " All kinds Wood Working Machinery.
" " Paper Mills.
" " Leather Splitting Machinery.



W. & B. Diamond Twist Drills.



Spring Keys, and Cotters.

Goods the best. Prices moderate
Quality Warranted.

TRADE CHAT

[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

We congratulate the Chicago Ironmonger on the handsome appearance and excellent matter of its last number.

The James Smart Manufacturing Co., of Brockville, have the contract for supplying the new Normal school building at Ottawa.

The proposal to ask legislative power to exempt personal property from taxation in this city was voted on and defeated on Thursday.

On Thursday, Orillia, was damaged by a disastrous fire. Several Quebec business men were heavy losers in a fire which visited their city the same day.

The plant for a large iron foundry has been imported, into the city of Mexico, from England. Two works will be established at Zacatlan, 70 miles northeast of Puebla.

The contract for heating apparatus for the public buildings at Orillia has been let by the Public Works department to McGuire & Bird, of Toronto.

J. L. Dunn & Co., varnish makers Windsor Ont., are offering to compromise through Prowse & Sons, at fifty cents on the dollar. Their assets are $1,600: liabilities, $2,523.

Col. Panet, Deputy Minister of Militia, has carried into effect a scheme initiated by Hon. Mr. Bowell for materially reducing the expense of operating the Government cartridge factory at Quebec.

The Canadian Cooper Company, of Sudbury, have asked for space to make a large exhibit of minerals and manufactures in the Ontario department of the Mines and Mining building at the World's Fair.

Berger Bros., 237 Arch street, Philadelphia, have an advertisement in this issue of interest to tinsmiths and dealers in tinners' supplies. They are one of the largest tinners' supply houses in the United States.

Bruce L. Robinson returned from the Pacific Coast on the 26th inst., in time for Christmas dinner at home. He has been in the west for the past two months in the interest of The Charles Stark Co., Ltd.

The annual concert of the Commercial Travellers' Circle was held in Association Hall, Toronto, on Thursday evening. A very superior class of entertainment was provided for by the programme and fully rendered by the participants.

Geo. H. Watson, Q.C., of Toronto, was in Ottawa last week on business with the Government in connection with the Dominion charters for which James Robertson & Co., proprietors of lead and saw works on King street west, Toronto, and James Morrison & Co., brass founders, of Adelaide street, have made application. A. McMichael, manager for Robertson & Co., was with him.

A number of the standing committees of the Toronto Citizens' Industrial exchange met the other day and appointed chairmen as follows :—Iron smelting and Iron industries, Wm. Hamilton Merritt: other metallurgical industries, Arthur Harvey transportation, by land and water, and terminal and distributing facilities, Warring Kennedy. The following standing committees will meet to elect chairmen to-day:—Pamphlet and advertising, and distribution of information; encouragement of established industries, location of new enterprises, manufacturing and mining exchange, summer hotels and tourists.

Charles Walker for 12 years in the employ of The Charles Stark Co., Ltd., last week resigned his position as manager of the gun department to occupy the same position with the H. P. Davies Co., Yonge St. On the eve of his separating himself from his fellow-employees they presented him with a handsome travelling bag as a token of esteem. Charlie is one of the best known gun men in Canada, and has a thorough connection with the trade from the Atlantic to the Pacific. It is also said that he knows more about guns and sporting goods than any man in the business to-day. We wish him continued success with his new company, as do his friends the trade everywhere.

MONTREAL NOTES.

A convention of the travelling staff of the Canada Paint Co. (Limited) has just been concluded. All the travellers were recalled and, upon arrival, were greeted heartily by the principals who congratulated them upon the successful year's business. Each day, important points were discussed, and the foremen of the various departments came in touch with the salesmen of the Company to the benefit of both branches of the service. The same travelling staff will be "on deck" for the coming year and the business will be vigorously pushed. After working hard for three days and before dispersing to their respective districts, the travellers were invited by the Company to a recherche dinner at the Vienna Cafe where a jovial time was spent.

Simpson, Hall & Miller, jewellers, St. Sulpice street, Montreal, were for some time being systematically robbed of large quantities of silverware by an employe and his associate, who have confessed. The pilfering has been going on for over two years, and must amount to many thousands of dollars. The two men stole the articles and peddled them around the city.

TRAVELLERS' ANNUAL MEETING.

The annual meeting of the Commercial Travellers' Association of Canada was held in Toronto on Thursday. The following are the officers for the new year: President, John Burns; first vice-president, Robert H. Gray; second vice-president, James Haywood; board of directors, Joseph Kilgour, W. B. Dack, M. C. Ellis, John Everett, C. C. Kyle, T. P. Hayes George E. Hamilton, John A. Ross, John Orr. The total number of votes cast were 1,282.

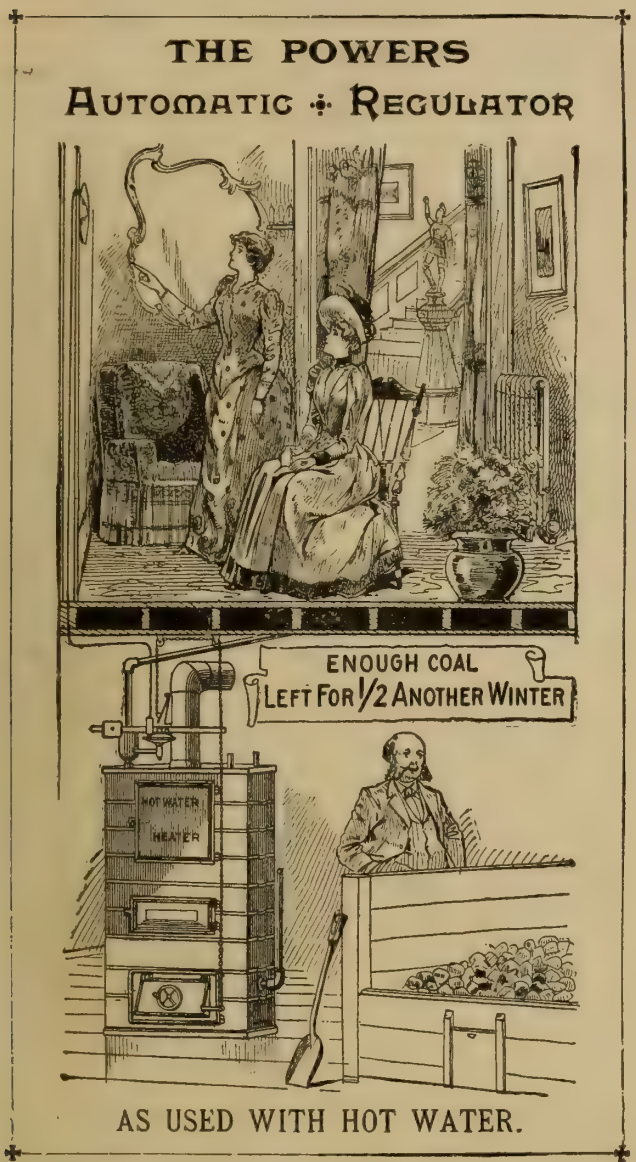
The following resolution proposed by Mr. Fielding and seconded by Mr. Orlando Potter, was submitted: That the board of directors be asked to offer three prizes to members of this association for essays written on the subject of dating invoices forward beyond the season when the goods are required by the retail merchant, the first prize to be, say, $40, the second $20, the third $10, the writer to be a bona fide traveller at the time, engaged in selling goods on the road, and to make a declaration that he is the composer and author of said paper and the facts gathered from experience on the road. Mr. Fielding, speaking to his motion, said he was strongly of the opinion that the association should encourage the discussion of commercial questions at its meetings, rather than spending so much time in purely association work. He thought commercial travellers might do much towards improving the business of the houses they represent if they would discuss with and offer suggestions to their employers as to how the business of the house might be improved. The question of long credit was one of the most important in business, and he was confident that all would agree with him that it was of paramount importance to endeavor to transact business as nearly as possible on a cash basis. They could not expect increase of salary if the profits of the year did not warrant it, and it was surely time that the travellers made some effort to discourage the practice of selling at long dates. Mr. Fielding's remarks gave rise to a short but spirited discussion. Mr. Hayes opposed the suggestion that the association should offer prizes for such essays, and protested against the odium of long credit being placed on the travellers. He was confident that the travellers did their best to discourage them. Mr. Fielding said that a friend of his had told him that if the association declined to take the matter up he would himself offer $100 for the best essay on the subject.

Mr. W. E. Ellis took strong objection to any such course. He was sure all of them were as anxious to reduce business transactions to as near a cash basis as the merchants were, but he thought the matter rested with them and not with their travellers.

Mr. Warring Kennedy supported Mr. Ellis, and remarked that the question was one of great difficulty. The Toronto houses were largely forced to these long credits by competition with Montreal and with English and Scotch firms, who all gave long dates. But he thought that whatever was done should be initiated by the merchants themselves. Mr. Fielding withdrew his motion.

Restore goods to their proper places as soon after using as possible

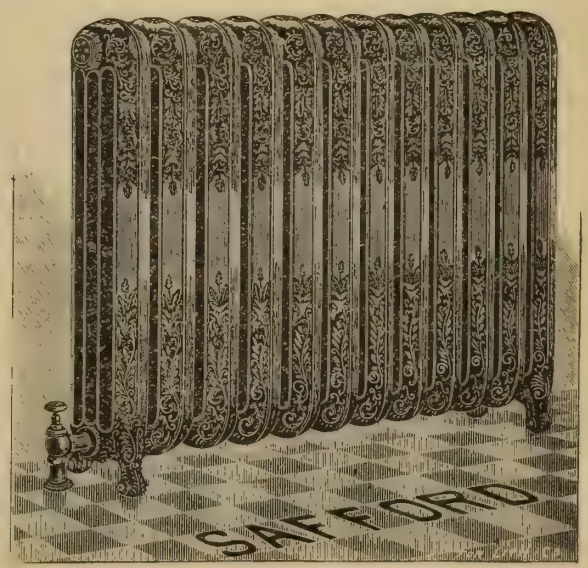
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This cut shows the Powers' Temperature Regulator connected and in use. We guarantee these machines to control "automatically," the Temperature of any dwelling. To any reliable party we send them on approbation for 30 days. Catalogues sent on application.

If you want 60, 65, or 70 degrees of heat in your rooms, this machine is guaranteed to do the work. You buy, it does the rest!



When You Build

A Factory, a Warehouse, or a Dwelling, see that your architect stipulates for the Celebrated

Safford Patent Radiator

FOR HOT WATER AND STEAM HEATING.

You will then enjoy the ACME OF COMFORT.

They are to be found in the largest and best buildings in Canada.

MANUFACTURED ONLY BY

THE TORONTO RADIATOR MFG. CO., LTD., TORONTO, ONT.

St. John, N. B., Montreal, Hamilton, Quebec, Winnipeg, Victoria, B. C.

MARKETS

[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

MONTREAL Dec 30th 1892.

HARDWARE.

The movement in hardware and other heavy material during the week has not furnished anything calling for special comment. Actual spot business in lines of hardware is small and unimportant, as the houses are still at stock-taking, and there is little or no demand. For spring supplies something was noted last week, but nothing important in the way of negotiations in this connection has been heard since our last. There were some large deals in seal oil on American account and there is prospect of more, the facts of which are specially dwelt upon elsewhere.

PIG IRON.

No business of any importance transpires. Advices from Great Britian continue of much the same tenor and beyond the sale of a few lots ex store there is nothing to note on spot. We quote nominally ex store. We quote Summerlee, $21 ; Longloan, $21 ; Carnbroe $19, and Eglinton $19.50 ; Nova Scotia Siemens $19 to $19 50.

BAR IRON.

Makers or jobbers have nothing interesting to report in bar iron and we quote prices nominally the same at $1 90.

SCRAP IRON.

There is no change in scrap, and we do not note a single transaction during the week. Quotations are as before wrought $15 to $16 and cast $13 to $14.

TIN PLATES.

There is nothing to note in tin plate nor any additional negotiations to note in the matter of spring delivery. We quote cokes $3.35 to $3.50 and charcoal $4. to $4.25.

CANADA PLATES.

The small stocks here of this line have been shrinking gradually, and the feeling on the article is firm once a demand really does arise to test the actual position of stock. We quote $2.25 to $2.60.

TERNE PLATES.

Ternes are quiet and firm at the old basis. There is no demand at the moment. We quote $7.25 to $7.75.

COPPER, ETC.,

Copper and other metals are steady and unchanged. We quote : Copper 13½ to 14c., tin 22½ to 23c., lead $3 to $3.25 for pig and $4 to $4 25 for sheet, antimony 12 to 13c., sheet zinc $5.25 to $6, and spelter $5.25 to $5.75.

NAILS.

There is no change whatever to refer to in the position of the nail market which remains featureless and dull.

STEEL WIRE NAILS.

60 dy to 60 dy	per keg	$3.00
49 dy to 30 dy	"	3.25
8 dy	"	3.50
7 dy	"	3.75
6 dy	"	3.75
5 dy	"	4.00
4 dy	"	4.25
3 dy	"	5.00
3 dy fine,		6.25

CHEMICALS.

Chemicals are precisely the same. The houses are busy at stock inventories, and no business is doing.

Bleaching powder,	$3.25	to	$4.00
Bicarb soda,	2.20	to	2.25
Sal soda,	0.90	to	1.10
Caustic soda,	2.50	to	2.75
Soda ash,	1.75	to	2.25
Chlorate potash,	0.22	to	0.25
Alum,	1.35	to	1.50
Copperas,	0.80	to	1.00
Sulphur flour,	2.50	to	3.00
Sulphur roll,	2.25	to	2.75
Sulphate of copper,	4.50	to	5.50
White sugar of lead	0.08	to	0.12
Brown sugar of lead,	0.06	to	0.10
Bich. potash,	0.10	to	0.12
Bich. soda,	0.08	to	0.10
Logwood per 100 lbs.	2.00	to	2.25
Sumac, Sicilian,	65.00	to	70.00
Pruss, potash, yellow	0.27	to	0.30
Cutch,	0.08	to	0.09
Gambier,	0.06½	to	0.07
Madras Indigo	0.60	to	0.80

GLASS.

Glass was entirely without feature during the week. We quote the basis unchanged at $1.35.

OILS AND PAINTS.

There is little or no change in leads and paints, and business has been very moderate in values. We quote as follows :— Choice brands of paints, Government standard, $5 25; do. No. 1, $4.75 ; do. No. 2, $4.25 ; do. No. 3, $3.75 ; dry white lead, 5c. ; red lead, pure, 4¼c. ; do. No. 1, 4c.

The oil market, has, perhaps, furnished the most interesting feature of the week in the shape of some big deals in steam refined seal oil on American account, several round lots of from 100 to 200 lbs., aggregating in all over 800 changing hands on the basis of 40 to 41c. We quote : Cod Newfoundland 42½c. steam refined 40 to 42½c.; linseed raw 56c. ; linseed, boiled 59c. ; castor oil 8 to 10c. ; cod liver oil, Newfoundland 80 to 90c. ; cod liver oil Norway $1.05 to $1.20 ; turpentine, 50 to 51c. Less 3 per cent. 30 days.

CEMENT.

Business in cement remains dull and unchanged. A few orders have been filled for car load lots at inside quotations, but the general trade is quiet. English brands are quoted at $2.40 to $2.50, lower grades at $2.15 to $2.20 per cask. Firebricks are moving only fairly well, but at firm figures, and business in this line is quite up to the average for the season. Quotations range from $19.50 to $24, according to brand and quantity.

NAVAL STORES.

There is nothing doing in naval stores and prices are quotably unchanged. We quote as follows :—Turpentine, 49 to 50c. ; rosins, $2.50 to $5, as to brand ; coal tar, $3.75 to $4; cotton waste, 5½c. for colored and 7c. to 10c. for white; oakum, 5½ to 7½c. and cotton oakum, 10 to 12c. Cordage, Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure Manilla, 12c. for 7-16 and upwards and 13c. for smaller sizes.

PETROLEUM.

There is a fair movement reported in petroleum for this season of the year, but the movement is by no means large. We quote the following :—Canadian, 12¼c. to 12½c. at shed in Montreal for round lots and 13½ to 14¼c. for small quantities. Benzine is quoted at 11c. Petrolea, and 13 to 14c. Montreal. American petroleum, 19⅝c. in car lots, 20c in 10-barrel lots, 20¼c. in 5 barrel lots, and 20¾c for single barrels, 2 per cent. off for cash ; American benzine, 23 to 25c. ; Canadian benzine, 10¾c Petrola ; 12¾c. Montreal.

TORONTO MARKETS.

TORONTO, Dec. 30, 1892.

The week that is usually voted the dullest of the year is now drawing to a close. The trade done since it opened will not materially enrich the wholesaler who had the profit of doing it. It was of small volume. The



Milk Can Trimmings.
Creamery Can Trimmings.
Railroad Delivery Can Trimmings.
Milk Cans, Creamery Cans and Delivery Cans made up.
All sizes body stock for Cans and Cheese Vats.

If you have not used our Trimmings a sample order will make you our customer.

THE McCLARY MF'G. CO.,

LONDON, TORONTO, MONTREAL, WINNIPEG

MARKETS.—Continued

weather did one good turn to trade when it kindly ran the mercury down so close to zero. Then the skate trade, neglected pretty much before, had its innings, and a spirited time it had. The demand swept in suddenly and did not last long, but while it was at work it was very active. Stocks of skates were wonderfully pulled down, and now there is no heavy surplus in the hands of any house. This is agreeably different from what seemed to be inevitable in the middle of last week. The trade in cutlery, fancy goods, and holiday lines generally has been a good one this season. Just now, however, there is very little remaining of it to do, and wholesalers have abundant leisure to take stock, which those who have not already done so are now doing.

METALS

The metal trade is very quiet. No business is reported in any metal. There is a fair prospect that the trade after the resumption of business in the new year will be good, as inquiries are now numerous for January and February quotations.

PIG IRON—No sales have taken place on this market. Prices favor the buyer on both sides of the Atlantic.

Rogers, Brown & Co., Buffalo, N. Y., Dec. 29, 1892. report the Toronto pig iron market as follows: The characteristics of this holiday week have not differed from the usual except in the two particulars of iron going forward on old contracts much more heavily than customary and there being quite a little enquiry concerning 1893 contracts. Very little actnal new business has been booked during the week. Such orders as are going are for small amounts and urgent delivery. Pricesstationary. We quote on the cash basis f. o. b. cars, Toronto, in bond: IX Foundry Strong Coke Iron, Lake Superior ore, $16.20; 2X Foundry Strong Coke Iron Lake Superior ore, $15.20; 2 Foundry Strong Coke Iron Lake Superior ore, $14.70; Jackson County Silvery 1, $18.30; Jackson County Silvery 2, $17.80; Lake Superior Charcoal, $18 20; Tennessee Charcoal, $18.20; Southern Soft 1, $14.60; Southern Soft 2, $14.10.

ANTIMONY—Cookson's is 13¼c., other brands are 12¾c.

CANADA PLATE—Is $2.65 to $2.90.

COPPER—The market is quiet but firm outside. The range on spot is 13¾ to 14¼c.

GALVANIZED IRON—Is quiet at from 5¼c. upwards.

INGOT TIN—Is quiet and easier outside unchanged here at 22¼ to 22½c.

LEAD—Is very dull at 3¼c.

ZINC—Sheets are 6¼c. in casks and 6½c in broken lots. Spelter is 5c.

TIN PLATES—Are very quiet and unchanged.

OLD MATERIAL.

There is nothing in the way of change to call attention to. We quote: No. 1 heavy cast scrap 65 to 70c. per 100; stove cast scrap 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new light scrap copper, 8 1-2c.; heavy scrap copper 9½c.; old copper bottoms, 8c; light scrap brass 5½c.; heavy yellow scrap brass 7½c.; heavy red scrap brass 8¼ to 8½c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.; plough shares, 60 to 65c; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

PAINTS, OILS AND COLORS.

In the paint trade there is no business of any consequence. Prices remain as they were, white lead continuing at 4¼c Linseed oil in 1 to 3 barrel lots 57½c. freight allowed to delivery station; 4 to 9 barrel lots, 56½c. delivered; 15 barrel lots and over, 51½c. at point of shipment. Three cents added to these prices gives the quotation for boiled in the respective lots. Turpentine is 50c. in 1 to 3 barrel lots and 60c. in broken packages.

PETROLEUM.

The oil trade is of good volume, prices remain as they were, the basis being 14 to 14½c. for Canadian refined.

AMERICAN MARKETS.

New York, December 30.—Nothing new has developed regarding the rumored coming change in the combine price for steel rails, and, pending developments in that connection, more than usual secrecy is observed as to business in hand that may be consummated in the event of prices being satisfactorily adjusted in other lines of heavy finished productions that are free from combine influence, prices continue low and irregular, but some departments are favored with a fairly good run of orders that compensates, in a degree at least, for the lowness of values. Ordinary merchant iron and steel is being ordered in a prefunctory manner only, and the volume of business is not, in all instances, as liberal as might be desired. Hence a weakish sort of market all through, with more than shadowy evidence that productive capacity continues to exceed the outlet for finished iron and steel generally.

The pig iron market is more or less affected by the conditions above outlined, but, up to the present time, bessemer product and low grade mill iron are the chief sufferers. Foundry grades of popular makes are, in fact, holding their own remarkably well, and, while not as heavy as might be desired or reasonably be looked for at this season of the year, the orders coming in make a very fair showing all told. Northern brands are quoted at the range of $15 for No. 1 X foundry, $13.75 to $14 for No. 2 X foundry, and $13.25 to $13.50 for grey forge. Southern brands are quoted at $14.25 to $15 for No. 1, $13.50 to $14 for No. 2 foundry and No. 1 soft, $13 to $13.50 for No. 2 soft, $12.50 to $13 for grey forge.

Old iron and steel have undergone no change in value, and the demand continues moderate. Iron tee rails are quoted at $17 to $18 f.o.b. cars Jersey City. Steel rails are easy at $13.50 to $14, and No. 1 wrought scrap at $16 to $16.50 f.o.b. Jersey City.

In the London market the price for pig tin for prompt delivery has advanced to £92, while the quotation on future deliveries has dropped to £91. With that fact stated, and the additional one noted that spot stock in New York is chiefly in strong hands, it would appear unnecessry to remark that the general market is puzzling to the average investor. As a matter of fact it is really a conundrum to nearly everybody identified with business in a wholesale way. Some business has been done here at about 19.65 to 19 3-4c. net cash, current month delivery, but at the close there were sellers at 19.70c. and bids did not go above 19.65c. for the same or relatively higher for later months.



In copper there has been no business of importance, but the offering of supplies is tame and sellers make no concessions from the prices that have ruled for some time past. The range quoted is 12 1-4 to 12 1-2c. for Lake Superior ingot, 11 1-2 to 11 3-4 for common casting, and 10 1-4 to 10 1-2c. for Arizona pig, according to size of lot, etc. Latest London cables quote merchant bars at £46 15s for prompt and £47 5s for future delivery.

For pig lead there has been a narrow market during the past few days but sellers are very firm at 3.90c. for prompt and near future delivery. Some sales were made at 3.85c., which price is bid for car load and larger lots. The spelter market remains slow and prices are barely steady at 4 3-8 to 4.40c., eastern delivery for round lots.

Tin plate has been taken in fair quantities for future delivery at about former prices, but spot movement continues slow, and the general market shows rather weak tone.

STOVES AND STOVE MOULDERS, ANCIENT AND MODERN.

The union stove moulders' representative publication, The Iron Moulders Journal, is firm in the belief that the stove moulder of contemporary times is a more proficient workman than was his predecessor of past days. The paper takes up the consideration of the subject in its current number, being moved thereto by the queries addressed by ourselves recently to the stove manufacturers of the United States, not one of whom, by the way, has shed the light of his intelligence upon this interesting topic.

Before printing our contemporary's very practical views, it may perhaps be fitting to say that we were prompted to put the questions in the form in which they appear by the opinions expressed by certain of the employers at the head of machinery moulding establishments. Some of these views reflected strongly upon the union organizations. We were curious to know whether the stove makers or any of them would look at the questions through glasses of a similar color, a curiosity, it seems, which is not to be gratified. With this note of explanation we give the floor to The Iron Moulders Journal:

Are they of to-day as skillful and trustworthy as their predecessors of ten or twenty years ago? If not, to what do you attribute their deterioration? These are questions propounded by The Ameri-

can Artisan; an unprejudiced answer to which could most conveniently be made by the stoves of these two periods being set side by side, where the workmanship and skill bestowed on them could speak for itself. To say that the moulders to-day, whose skill and labor produce the stoves placed on sale, to be seen everywhere, are inferior as workmen, or less trustworthy in producing their castings, is to meet with a flat contradiction by the stoves themselves, which mutely point out their general excellence of finish and the perfection of each individual casting that enters into the general make-up of the complete stove.

The stoves of twenty years ago, and the moulders who made them, met all the requirements of those days, and while the system required that a moulder should have a general knowledge of stove moulding (as he had to make the stove complete), it does not prove that he was more skilled or trustworthy than his brother of to-day; in fact, the inspection of the stove would prove the contrary, as all moulders will admit that it is impssible for those who mould the stove complete to make all castings as perfect as they are made under the present system. If to have a general knowledge of stove moulding under the old system would class the moulders of those days superior and more trustworthy as workmen, they then must admit that their fellow-workmen of to-day are producing stoves that are models of art and beauty, perfect in finish, and constructed of castings that will bear the closest examination, and, as compared with the stoves of twenty years ago, would be pronounced the handiwork of skill and workmanship superior to any previous period. Besides, there are many things entering into the consideration of this subject which have a great bearing, and which materially affect the standard to the two moulders of the periods. In former years ,when competition was not so fierce, and when stove firms found a ready sale, at a fair profit, for all the stoves they could make, the grade of iron that was used was of the best, with only the scrap made at the foundry to mix; then, too, the patterns were thicker and weighed more, the consequence being that there was comparatively small loss; while to-day, for several reasons, there is the closest calculation in the cost of the iron, in which two or three different grades, together with scrap, are used to cheapen the castings, while the patterns, for the same reason, are reduced in weight, making it more uncertain as to results.

Then, too, the patterns of to-day are more intricate and require more judgment and care in their moulding than those of twenty years ago. Deep heavy flanges with broad, smooth surface, on which the least imperfection condemns the castings, were not made twenty years ago, nor were the castings then made subjected to so close an inspection and scrutiny as those made at the present time; in fact, castings, at some of our foundries that pride themselves on the general appearance and perfection of their stoves can be found in the scrap heap that would readily be taken and pronounced good by the stove foundries of previous years.

The system of the moulder making the complete stove is still in vogue in many places, and to those does this question of skill and trustworthiness more fittingly apply. Many of them, if you enquire, will be found to have worked twenty, if not more, years at the trade, and will tell you that the skill required to make stoves at the present day is several grades higher than that of former years, and that the moulder that makes them, like the moulder of the former period, is equal to the emergency, and can and does make anything in the stove line that is required of them.

BESSEMER vs. SIEMENS-MARTIN STEEL.

Since the utmost simultaneous advent of the Bessemer and Siemens-Martin processes for steel making into the United States, there has been something of a contest carried on for supremacy between the products of the two rival methods. It was not many years ago that strong hopes were entertained by many that the simple and less expensive Bessemer process might produce steel which would be susceptible of nearly all the applications to which the more uniform and reliable open-hearth furnace product was then put. It is interesting to learn, however, that in some places Bessemer steel is now specified against, where it was formerly allowed. This is the case in boiler-plates. It is also true that while it is frequently employed in structural work many engineers make a practice of barring it in their specifications. The statement of Mr. J. M. Wailes before the Chemical Section of the British Association for the Advancement of Science, some 4 or 5 years ago, that all reported cases of mysterious failure of steel have been in the Bessemer product, remains, so far as we know uncontradicted to this day. In a recent conversation, a member of a well known testing laboratory, told of a Bessemer steel beam which had broken when unloaded from a car onto the frozen ground. An examination of the appearance of the surface of the fracture revealed absolutely no flaw, while an analysis of the borings at 9 points on the surface showed an absolute homeogeneity within the limits of accuracy of chemical analysis.

We have but to notice, however, the immense production of Bessemer steel during the past few years to see that in the uses to which it is suited, it has met with very large application, and an examination into these uses shows at once that Bessemer steel has been the rival, not of open-hearth steel, but of puddled iron. In nails, wire, rails, agricultural implements, and other lines, Bessemer steel has met with a ready and wholesale acceptance. A few figures, which we take from Mr. Swank's report, recently issued, will show the production of Bessemer and Siemens-Martin steel in 1881, 1886, and 1891, to which we add the percentage which the former is of the total.

Net Tons Bessemer and Open-Hearth Steel Produced in the United States.

Yrs.	Bessemer.	Open-Hearth	Bessemer per-centage of total
1881	1,539,157	146,946	91.29
1886	2,541,498	245,250	91.21
1891	3,637,107	649,323	84 85

From the above it will be seen that the production of Bessemer steel has maintained a pretty constant average of the production of both, the falling off having been only of late. To preserve this relative supremacy, Bessemer steel has had to find many new uses. In the face of a considerably reduced rail production, and of a yielding in other applications to Siemens-Martin steel, the Bessemer product has had to rely largely on its success over iron to maintain its position. When iron has been entirely supplanted, and no longer enters as a considerable element, a decreased proportionate use of Bessemer steel seems inevitable.—American Manufacturer.

WIRE NAILS.

The first wire nails manufacfured in this country were made at New York in 1851 or 1852 by William Hassall from iron or brass wire. They were of small size, escutcheon and upholsterer's nails being specialties. The wire nail as a substitute for the cut nail did not, however, come into notice in this country until a few years ago, in 1883 or 1884. The American Wire Nail Company, whose works are now located at Anderson, Indiana, was the first company to give the wire nail a start in American markets as a competitor of the cut nail. The origin of this company dates back as far as 1871, when a few German residents of Covington, Kentucky, contributed to a fund for importing 3 German wire-nail machines. In 1886 the production of wire nails was estimated to have amounted to 600,000 kegs of 100 pounds, made by 27 wire nail works; in 1887 the production was estimated to have been 1,250,000 kegs, made by 47 works; in 1888 it was estimated to have been 1,500,000 kegs; in 1889 it was estimated to have been 2,435,000 kegs.

The toral production of cut and wire nails in the United States during the last 6 years has been as follows.

Kegs of 100 pounds.	1886.	1887.	1888.
Cut nails	8,160,973	6,908,870	6,493,591
Wire nails	600,000	1,250,000	1,500,009
Total	8,760,973	8,158,870	7,993,591
Kegs of 100 pounds,	1889.	1890.	1891.
Cut nails	5,810,758	5,640,946	5,002,176
Wire nails	2,435,000	3,135,911	4,114,355
Total	8,245,758	8,776,857	9,116,561

The production of wire nails promises to overtake that of cut nails at a very early day. It exceeded the production of steel cut nails in 1891.—Twenty Years of Progress in Manufacture of Iron and Steel in the United States, by James M. Swank.

A customer secured is a promise of greater salary in time.

No young man can possibly have mistaken his calling who finds in it what the world wants done

The neglect to look after minute details in the factory is a source of great loss to many producers.

Goods conveniently located save time, money and temper in showing.

Competition is keen and active and the only way to meet it successfully is to buy from the best houses, and at lowest prices.



BERGER BROS.

Manufacturers of

Tinners' Hardware.

Berger's celebrated Pail Ears, Saucepan Handles, Eave Trough Hangers, Pipe Fasteners, Hooks, Straps, and Barrel Trucks, Etc. Send for Prices and Catalogue.

237 Arch St., Philadelphia, Pa.

To Carriage Hardwaremen



The season for Horse Shoe Vises is at hand. It will pay you to get samples now.

A. B. JARDINE & CO.,

HESPELER, ONT

Hamilton and Toronto

SEWER PIPE

—AND—

WATER PIPE CO.

HEAD OFFICE: HAMILTON, CANADA

¼ the PRICE of Iron. Write for Discounts



SHOVELS--Fenerty's.

Users are rapidly learning that it pays to buy Shovels, etc., that can be so readily rehandled.

LOTS OF TESTIMONIALS.

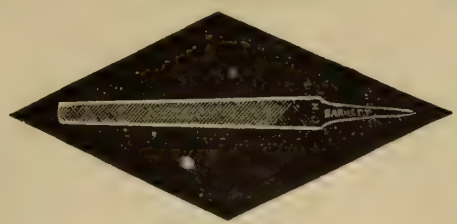
DEALERS--THIS POINT IS A STRONG SELLING CARD.

JNO. PETERS & CO., Halifax.
JAS. E. CHIPMAN, Vancouver.
CRAIG, MacARTHUR & CO., Toronto.
Stock carried at Toronto Branch.

CAN TELL YOU ALL ABOUT THEM.

HALIFAX SHOVEL CO., Ltd., Halifax, N. S.

BLACK DIAMOND FILE WORKS,



21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.



ELECTRICAL

HOUSE -:- FURNISHINGS.

Bells,
Batteries,
Push Buttons.

The largest and best assorted stock in Canada. Send business cards for discounts.

T. W. NESS,

749 Craig St., MONTREAL.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

THE BEST
English Sporting Gunpowder
USE THE
"ALLIANCE"
PRIZE POWDER.

—Made only by—

Pigou, Wilks & Laurence, L'd.,
11 Queen Victoria St., London, E. C.

Always obtainable from
Frank S. Taggart & Co., Toronto.
The Hingston-Smith Arms Co., Winnipeg.
John Barnsley & Co., Victoria, B. C.

W. J. REID & CO.

IMPORTERS AND DECORATORS OF

Crockery China and Glass.

LAMPS A SPECIALTY.

All glass, Vase, and Library Lamps, in every hue and design.
Our travellers will call upon you shortly with samples.

LONDON AND BELLEVILLE.

NUMBERING OF IRON.

In his "A B C of Iron," just published, Mr. Charles W. Sisson gives a valuable chapter on the "Numbering of Iron." He refers to the present method of selling pig iron by the appearance of the fracture and the different classifications of the different districts, and says that the multiplicity of grades and the variations in grading must soon lead to the sale and purchase of pig iron by analysis. The classification which Mr. Sisson regards sufficient for practical purposes takes in Nos. 1, 2 and 3 foundry, grey forge, and mottled and white iron, under anthracite and coke; Nos. 1, 2, 3, and 5 foundry, and Nos. 1, 2, 3, 4, 5, 6 and 7 carwheel under charcoal. Besides these he takes account of the soft and silvery irons of the south, and of Ohio silicized irons, concontaining from 4 to 10 per cent. of silicon, used to soften other irons and to make them run fluid; also of the low phosphorous and silphur irons used in the open hearth and Bessemer process of steel making, and the low silicon and high phosphorous irons used in the basic process.

Carbon in pig iron enables the eye to distinguish the different grades; the softest, greyest iron having almost all the carbon in the graphite or uncombined state, while the hard and white irons have it nearly or wholly combined. The author goes into the details of numbering, as follows:

Anthracite and Coke Irons.—N. 1 Foundry is the darkest of the numbers as well as the softest, as it contains the most graphite carbon. It is used exclusively in the foundry. In appearance the fracture is dark in color, rough, open grain; tensile strength and elastic limit low; turns soft and tough.

No. 2 Foundry is more generally used in the foundry than any other grade. The grain is not so open and large as No. 1 1 Foundry, but the iron is harder and stronger, although less tough and more brittle. These two grades, especially No. 1 Foundry, become very liquid when melted, and will run into castings of the frailest and finest structure. The high numbers do not become so liquid when melted as Nos. 1 and 2. Graphitic carbon and silicon are both less in No. 2 than in No. 1.

No. 3 Foundry is used for both mill and foundry purposes. It is much stronger than Nos. 1 and 2, the grain being closer and more compact. It turns hard, is less tough and more brittle than No. 2. The strength for tension seems to reach its limit in this grade. It is less fluid than Nos. 1 and 2, and is, therefore, better adapted for heavy castings. The percentages of carbon and silicon are smaller and combined carbon larger than in No. 2.

Grey Forge iron is midway between No. 3 Foundry and Mottled, and is used principally in rolling mills. It turns hard, and is weaker than No. 3, color lighter, and verging into a white background; grain very close. Graphite carbon and silicon in smaller proportion than in No. 3, and combined carbon in larger.

Mottled.—Except in the case of heavy castings requiring great strength and closeness of grain, where it is mixed with other irons, mottled iron is used exclusively for puddling purposes. Turns with great difficulty, less tough and more brittle than Grey Forge. Graphitic carbon and silicon lower than in Grey Forge and combined carbon higher.

White.—It is only when a smooth surface is working badly that this grade is produced. It has a smooth, white fracture, no grain, and is used exclusively in rolling mills; tensile strength and elastic limit very low; too hard to turn or drill, as the carbon in this grade is about all in the combined state.

No. 1 Soft in grain is similar to 1 and 2 Foundry, lighter in color and quite soft and fluid, with fair strength.

No. 2 Soft runs between a 2 and 3 Foundry, except that it is light in color and is higher in both graphite carbon and silicon. These irons, together with silvery irons, which are light in color and high in graphitic carbon and silicon, are used, as the name would indicate, for mixing with stronger and closer grained iron to make them soft and run fluid.

Charcoal Irons.—Foundry irons made from charcoal are considerably stronger, because of the fuel, are much freer from impurities than irons made from coke or coal. The grains of charcoal irons of the same numbers as coke runs closer. They are used in foundries where great strength is required in castings.

Car Wheel Irons.—No. 1 is the softest grade, of which very little is used. It will not chill, and is used for ordinary castings.—Iron Trade Review.

THE HOLDING POWER OF NAILS.

From James Pender & Co., St. John, N.B., we have the following interesting communication with reference to the holding power of cut as compared with wire nails:

In connection with the tests recently made as to the adhesion of cut and wire nails it may be interesting to your readers to know the reason of the greater resistance of the cut nail.

In June, 1889, at the Watertown Arsenal the following tests were made by the writer:

1. A cut nail whose surface had been made smooth to correspond with a smooth wire nail was tested with the wire nail of the same denomination. The result was that the wire nail showed 20 per cent. greater resistance than the cut nail, showing that adhesion depends on the character of surface, not on the form of the nail.

2. An ordinary cut nail was tested against the wire nail of same denomination whose surface had been oxidized by simply heating the nail. Result, the wire nail showed about 20 per cent. greater resistance than the cut nail, showing that if the wire nail is given the same character of surface as the cut nail the wire nail has an advantage. The cut nail being worked hot the surface is covered with a heavy coating of oxide of iron.

3. Test was also made of wire nail having oxidized surface against cut nail on which a point had been made similar to point on the wire nail. Result, cut nail showed about 10 per cent. greater resistence, the wire nail used being 10 per cent. lighter than the cut nail. This shows that resistance is not dependent on form of nail, but directly on amount and character of surface presented.

The certified copy of this test will be forwarded to any one interested, for inspection.

Will also say that result is easily shown by preparing nails and drawing with a hammer.—Iron Age.

An electric wire crossed a telephone wire on Gerrard street in this city on Thursday, and the result is a ruined telephone in a neighboring store.

The Ontario government has appointed a preliminary commission to collect for the consideration of his honor in council and otherwise all such facts obtainable without an oral examination of witnesses, as bear on the several questions which have arisen with respect to direct taxation for municipal and other purposes, and its incidence, and all present and proposed exemptions from taxation, including in regard to all such particulars a comparison of the laws and practice of this province with the laws and practice of Great Britian, the other provinces of the empire, the United States and elsewhere. The commissioners are John R. Cartwright, chairman, Hon. T. W. Anglin and E. Saunders, secretary.

Thursday morning a deputation of the dry goods section of the Montreal Board of Trade, consisting of Mr. R. L. Gault, president, and Messrs. James Slessor and P. P. Martin, waited upon Mr. John Burton, general freight agent of the Grand Trunk railway, and Mr. George Olds, general traffic manager of the C.P.R., in reference to cartage questions. Owing to the recent separation of the cartage from the freight in the railway accounts, the dry goods men complain that they are compelled to pay cartage to their warehouses upon goods bought, freight prepaid, in the west, and they ask the railways to return to the old system under which the cartage and freight were included on the one charge, but the goods delivered free at their own doors. The railway representatives, after giving reasons for the present system, replied that no alteration could be made at present because the tariff sheets and schedules have already been printed.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller

A feather duster disperses but does not remove the dust from the store.

A reputation for truthfulness is indispensable to permanent and satisfying success.

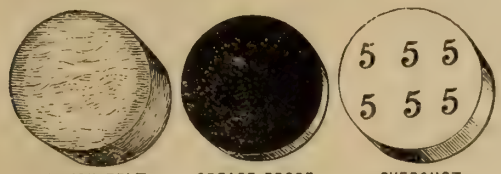
Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

The Best in the Market.

BALDWIN'S



THICK FELT. GREASE-PROOF. OVERSHOT.

GUN WADDING,

For SPORTING and other CARTRIDGES. Best Hair, and Brown Felt of uniform thickness; also Best Cloth, Field, Grey Felt, Black Grease-proof and Card Wads. Overshot Wads, printed name and number. Indented Wadding, suitable for muzzle loading guns.

To be had of all Jobbers and Dealers in Sporting Goods.

JAMES BALDWIN & SONS,

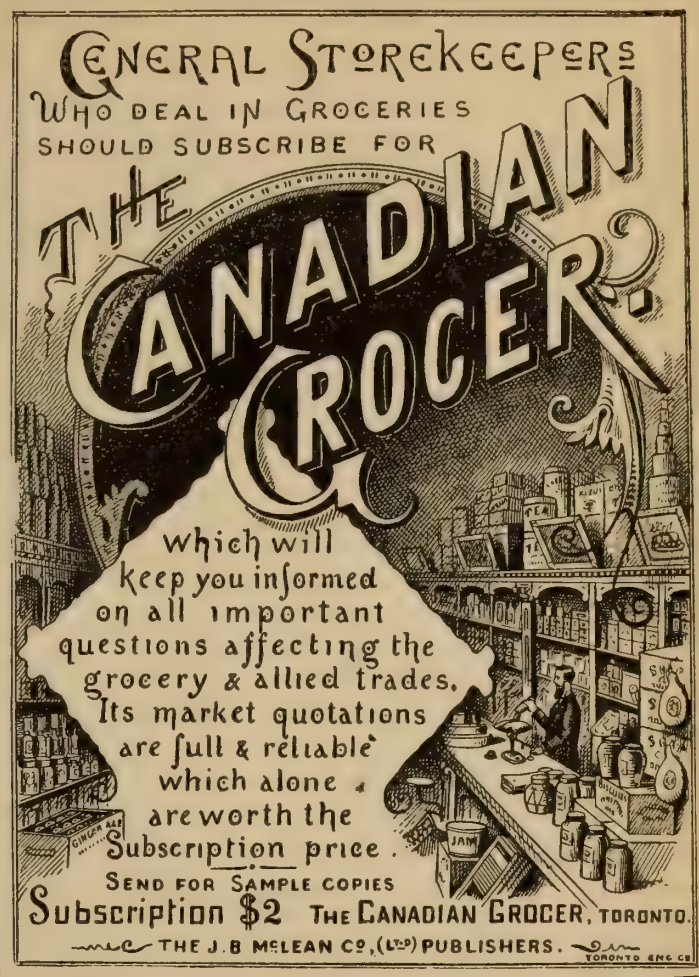
ORIGINAL MANUFACTURERS,

Morville Street, Birmingham, Eng.

Agent:--W. H. JAGGER,

24 Front Street West, TORONTO.

Price Lists and Samples to the Trade Only.



We have fine line of Axes and Axe Handles, best makes, Also Cross cut Saws, Canadian, American and English manufacture, English Cow Ties, Hand and Machine made Rope Halters, Genuine Acme Skates, Snow Shovels, wood and steel.

Enquiries for quotations or general information will receive prompt attention.

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28, 30 Front St. West, Toronto.

ENGLISH HOUSE: SAMUEL, SONS & BENJAMIN,
164 Fenchurch St., London, E.C.

AN ADVERTISING AGE.

This is the age when people are doing business by advertisements. It is a grand rush for trade, and the man who can write the best advertisements as regards space and quality is the man who gets the biggest share of the trade. It is an age of splurge; and unless you can cast something into the sea of public thought which will cause a bigger ripple than what your neighbor casts into the water you are unnoticed. Circus methods are now business methods. P. T. Barnum and his brother circus managers have led the business world a great deal. The departmental stores began to use printers' ink in profusion, and now the retailer, wholesaler, jobber, or manufacturer who does not advertise liberally cannot succeed—unless he has a monopoly.

A leading merchant, in being asked a few days ago if he believed his advertising paid, replied that he didn't know. "It is like casting your bread upon the waters; but you know everybody caters to the public taste in the advertising line, and unless you keep yourself prominently before the public you are lost sight of."

The retailers of Canada cannot do business without spending a certain amount in advertising. People expect advertisements, look for them, and read them very critically—if they are worth reading. They read them if they are chatty, or if they tell them something which will perhaps be the means of enabling them to make savings on future purchases. They must contain knowledge in some form or other. Moreover the advertisements must not be stingy. It is lamentable that the size of advertisements are generally taken, if other circumstances correspond, to be a criterion of the trade and a few dollars saved in this way may not be a few dollars earned. Advertising must be liberal or it may be wasted. It must be hearty and healthy. It must be witty, pithy and learned. It must be fresh and important. It must be continuous and impressive. It must have all these qualities, because this is an advertising age.

CURSED DETAILS.

Cursed details is a phrase which is neither new nor nice, neither are the details themselves.

But to a man of business a clear comprehension of details is indispensable to success. In a small business, the details of a transaction which amount to a few dollars, mean loss if neglected, and gain if carefully attended to. For example, you buy an article for $10 and sell it for $11 after paying freight, etc. You wait three or four months for your money, and you also neglect to pay your wholesaler inside of the thirty days and lose your five per cent. Thus the transaction entails a loss instead of a gain. You buy a dozen articles for $1.80 a dozen and sell nine of them for 20 cents each, or $180; the other three are shoved away and become dead stock. You are the loser. Again, you buy $20,000 worth of stock each year. Terms are four months, or five per cent. thirty days. You take the four months. Another man takes the five per cent. and his gain from this source is $1,000. That is a nice profit for a small business; made from a detail. These are examples of how the details of a business, if well looked after, will make it profitable; if neglected will make it ruinous.

No man who wishes to be successful can afford to neglect details; yet nearly every business man abhors them. Some do not. There are men who poke into every little detail of their business and nearly worry themselves to death. In order to see that their business is properly conducted, they try to perform everything themselves down to the most minute particular. The result is that they are rushed and worried. They haven't a minute to call their own, and occasionally something important is neglected, and serious loss results.

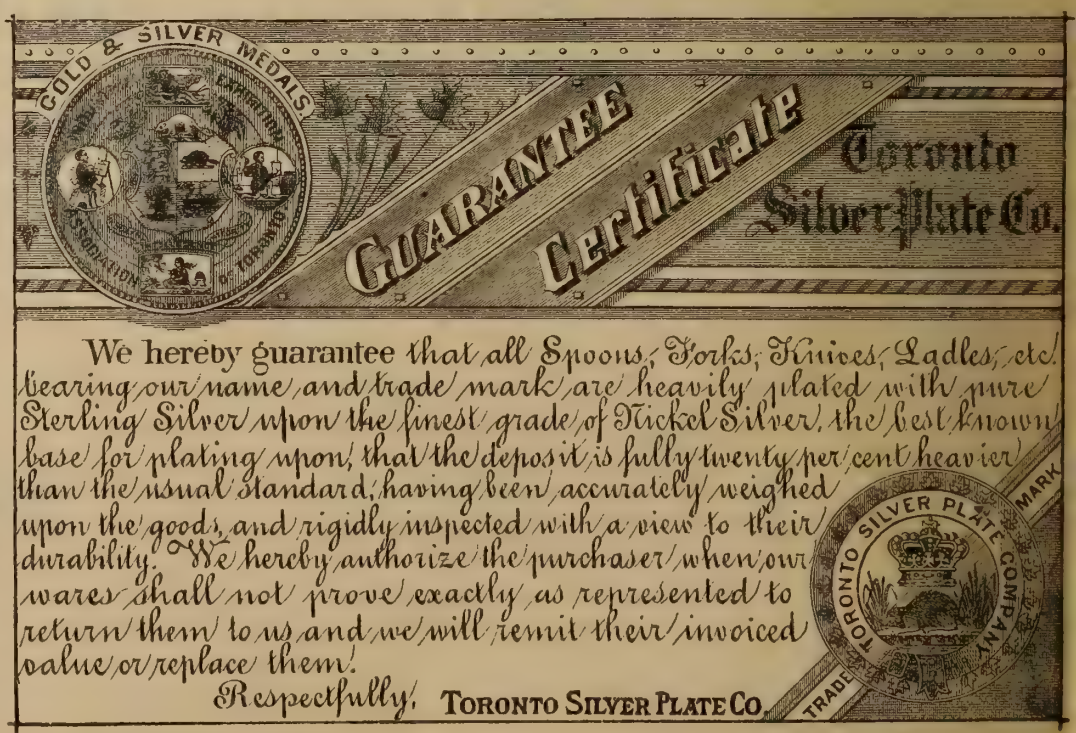
Thus a comforting result has been arrived at. Neglect details and the loss will be serious. Attend to details and you worry yourself to death. Hence details are generally termed "cursed." The way out of this Cretan labyrinth is not an easy one. The head of a firm must not bother himself with all the petty details of a business; the most unimportant of these he must leave to his clerks, after having thoroughly trained them in their duties. An occasional inspection will then reveal any defects in the clerks' management, and a suggestion will generally remedy this. If it doesn't, get new clerks. But as to details in finance or other office work, the merchant must attend to these himself. They should be the chief object of his attention. The most minute attention is necessary, moreover, to estimate closely the expectant or resultant gains and losses. In these days of close and keen competition profits are close and margins narrow, and unless expenses are kept within proper bounds, the net profits will not be great. It is in such circumstances that details are most important, and must be watched separately and collectively. In the details of selling and stock management the details should be carefully watched by means of a system, in which subordinates are required to do the watching.

ABANDONED STORES.

A great deal has been said and written about abandoned farms, but little about abandoned stores. Yet any one familiar with the leading thoroughfares in great cities could tell an interesting story about the latter. The subject is really a melancholy one. The passer-by sees a small shop neatly and perhaps expensively fitted up, and with a stock of goods attractively displayed. A few months go by and the showy sign disappears, along with the stock of goods and its proprietor. The expectation of a profitable trade has been disappointed, and very likely the capital invested has been wholly or partially sunk. Frequenily very ambitious business ventures succumb to the relentless laws of trade and a fine stock of goods passes into the hands of some great firm, which makes money out of it at a "bankrupt sale." Scores of such cases can be enumerated yearly on any business thouroughfare. Still the stores do not remain abandoned. Some hopeful person with small capital at once steps in and rents them, often to repeat the sad experience of his predecessor.

There is a strange fascination about trade which induces hundreds of people who are earning a living in some subordinate capacity, and who have saved a few hundred dollars by strict economy, to launch out on "their own hook" as merchants or tradesmen in various lines of business. In many cases they have had no special training in the line selected, and have no aptitude for it. They work longer and harder than ever before, but failure is inevitable. Only the well trained and shrewd can succeed even where there is ample capital.

This is a view of mercantile life which



many young men, especially the numerous class who flock to the cities from the farms, do not give heed to. They overlook the fact that the shores of mercantile life are strewn with wrecks. Many a farmer's boy comes to the city and works more hours daily than he ever did on the farm, while his surroundings are far from being as desirable and healthful as those of the home he has left behind. It is hard to make him believe this, and the glamor of city life will continue to draw him from a calling which, diligently and intelligently followed, will enable him to lead a more independent and healthful existence than falls to the lot of a majority of his fellowmen.—Commercial Journal.

STEEL PAVING IN CHICAGO.

An ordinance for paving Dearborn street, Chicago, between Monroe and Madison streets, has recently been passed, that provides for the laying of wooden blocks on a steel base. Above a thick stratum of sand there are laid solid steel plates. They reach from curb to street car track and are a half inch thick, perhaps thicker. Rising from this solid plate to the height of two inches are steel tongues an inch thick, securely bolted to an underlying plate, and running from curb to street car tracks. Grooves are sawed in the bottoms of the blocks and they are fitted snugly on over those tongues. Every block is thus securely fastened in place. As they are oblong blocks with sharp corners and fit closely together, being held by these tongues firmly at the bottom and supporting each other, being fitted in closely, it looks as if it would form a durable pavement. The blocks are of wood eight inches long by four wide and six deep. It would form perfectly level paving, and would be noiseless.

The inventors of this new style of pavement have great confidence in it, and have offered to put it down for experimental use, and only in the event of a two years' test proving satisfactory are they to be paid.

HIS BUSINESS PRINCIPLES.

A well known Minneapolis wholesale dealer thus describes his business methods: "On the principle that half the failures come from this infernally foolish anxiety to spread out and overdo, I've cut my garment according to my cloth, and by so doing gained the confidence of the banks and men who afterward became my backers. It's a great thing to be able to discount all obligations, and so far as possible, I've done it, but when I couldn't, I've watched my purchases, and checked up the sales with a carefulness that —well,that you quill drivers could never imagine. My experience in selling to others has been that hell is paved with the promises of slow-paying customers. Unless from some unusual cause, they're generally a slipshod lot. The man who discounts his bills, buys far more cheaply, and, of course, sells on a better margin. Another thing, every merchant should take a complete and careful inventory of his stock at least once a year, though twice is better, and draw up a statement as a standard of comparison with the record of former years. In this way he can detect the weak elements, and correct or do away with them. I believe firmly in insurance, no matter what the rates may be. If the risk is great for the companies, it is equally great for the owner, and a business that cannot carry a good insurance might better be given up. One other point, I advise those who deal with us to let their goods stay on the shelves rather than sell them to irresponsible or slow-paying customers. In the one case you have something to show for time and money expended, in the other, you have less than nothing."—Chicago Ironmonger.

UTILIZING THE DULL SEASON.

There comes to every merchant a dull season some time in the year, and a great many do not know what to do to keep out of mischief or to make a little profit. We remember seeing, some time ago, a comment in a city paper concerning the business one merchant was doing in the dull seasons.

This merchant found that each year he had a dull season of one or two months, when it was necessary to lay off a clerk or two and keep expenses down. It did not seem as if he was doing anything at all and was losing money every day. Necessity, we are told, is the mother of invention, and this merchant thought it was certainly necessary that he should make enough to pay expenses, if no more.

As an experiment, he started out one year, in the midst of the dull time, to advertise a job lot of goods, old stock, etc., at greatly reduced prices. And to help the matter along he advertised largely and kept it up. The result was that inside of a week's time he had all the work he wanted to do, and had to send for a clerk who was off on a vacation to come back to help him. As the merchant express it the experiment cost him $6,000 in the course of a few years, but it netted him $25,000.

If one merchant can make a success of such a plan why cannot others do the same? We all have the same chance in this world, and though some may show up better, it is usually due to their own personal efforts. They do not lie around and wait for things to turn up, but they set their wits to work to find a way out of difficulties.

Every merchant has some things in his store that had better be sold at cost or below than to carry them along indefinitely, with the chances against a fair sale at any time. In such cases why it is not well to advertise special sales and get rid of all this "dead stock!" It is only in the way, and a cut on the old goods is sure to bring customers for the new.

A point to be remembered in this connection is that a merchant should never make promises in an advertisement that he is not perfectly willing and ready to fulfill. If a low price is given it should be adhered to, and the customer should not be deceived on the quality of the goods, either. No matter what they may be the article for sale should not be misrepresented.

A hardware dealer in a small town has for several years carried a contract with a local paper for a stated number of lines of local advertising notes. In their notes he puts bargains on old stock, as well as giving information about the new. He says he does not care if he does not get all that he paid for the old goods, for they are a dead loss on his hands in the store. There are always some people who will buy such bargains and will indeed get their money's worth out of them.

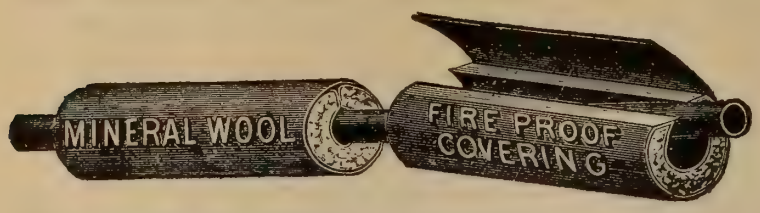
While the people of this country are noted for their desire for new goods, they are still more attracted by bargains. It is the bargain counter that attracts the greatest number in a store. It is well to remember, too, that often new customers are attracted to a place by the offer of bargains. and it should always be the province of the merchant to see that they are accorded every courtesy possible, as very often such customers may be induced to come again and trade at regular prices.

No one maintains for a moment that money is to be made in selling goods at cost, on those goods. But the attraction of such sales brings more regular trade and the profits are increased on the great proportion of the stock carried. Neither is money made by advertising if a few lines are put in one week and left out for the next fifty-one weeks. It does not matter so much about the amount of space taken as it does about what is said in the advertisement and in its being kept constantly before the eyes of the people.

If any merchant has articles in his hardware store that do not meet with a ready sale ; if he has stoves of an old pattern ; if he has agricultural implements which are out of date, let him try the plan, during dull season, of advertising them for sale at reduced prices, and the chances are that all this undesirable stock will be cleaned out and he will be ahead the amount of his sales and will be prepared to fill up with new and modern designs in every line. Nothing ventured, nothing gained.—Stoves and Hardware Reporter.

The township of East Zorra will vote on a by-law on January 2nd to abolish statute labor. The movement for a reform in the system of road making is taking root in that county.

You can lose more than we do by not subscribing for this paper.



A GREAT LOSS?

If you have any Pipes or Boilers uncovered you are loosing on same at the rate of 80 cents every year on each square foot of surface exposed. By having them covered with our Mineral Wool Sectional Covering you will save 85 per cent. of this loss The saving thus effected in fuel will in one year more than pay the cost of covering, which we guarantee to last as long as the pipes.

Our covering is the best fuel saver on the market.

Canadian Mineral Wool Co., Ltd., 122 Bay St., Toronto.



SALES MADE OR PENDING.

H. A. Martineau, hardware merchant, Quebec, is closing out.

F. A. Maloney, general merchant, Chapleau, Que., is advertising his stock for sale.

The general store stock of B. Dixon, Mallorytown, Ont., is advertised for sale by tender.

The general store stock of Thos. Fisher & Co., Bolton, Ont., is advertised for sale on the 5th of Jan.

P. E. Bourassa's general store stock, Hadlow Cove, Que., was offered for sale by auction on the 23rd.

PARTNERSHIPS FORMED AND DISSOLVED.

Brunet & Asselin, general merchants, Coteau Landing, Que., have dissolved.

Andrew L. Price has been admitted a partner in the firm S. H. White & Co., general merchants, Sussex, N.B.

Ernest A. St. Denis and Solomon Coles, Point Fortune, Que., have registered a partnership under the style Coles & Co., to trade as general merchants.

Michael Crispo, John E. Corbett, and Placide Crispo, Harbor au Bouche, N.S., have registered co-partnership as general merchants, under the style of Crispo, Corbett & Co.

FIRES.

R. B. Elgie, box manufacturer, Toronto, is burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

S. B. Smith, general merchant, Jemseg, N. B., has assigned

George Perreault, general merchant, St. Pierre les Becquets, Que., has assigned.

Oliver Buck, jr., general merchant, Norwood, Ont., has assigned to Edwin T. Campbell,

John McConachie, general merchant, Honeywood, Ont., has assigned to John Ferguson.

The creditors of Valiquet & Co., general merchants, Farnham, Que., have met to appoint a curator of the estate.

BUSINESS OF DIFFERENT SORTS.

That fellow with his feet on his desk is setting a bad example, but don't be too sure he is loafing ; perhaps his ideas are apt to evolute. To-morrow they will crystalize and then he will be in the diamond business.

Red tape is one thing, but system is another.
Red tape may be perverted system.
Red tape usually is a perfect system misunderstood.
Red tape is often your inability to appreciate system.
Red tape in many cases is an ignorant use of system.
Red tape and red flags exasperate alike the bull and the bullhead.
Red tape is not necessarily dry goods, but occasionally it is an indication of dry rot.
Red tape to many is an all-fired nuisance.
System foresees every possibility.
System provides for every emergency.
System prevents the conflict of energy.
System inspires generous confidence.
System obviates the necessity of friction.
System requires cheerful obedience.
System diminishes care.
System's general does not do corporal's duty.
System takes brains, expands brains and relieves brains.
System is a good thing to have in the establishment.

Flatter the vanity of a customer who requires an order to buy five cents' worth by deferential excuses and attend to the seven or eight fellows who have their money in their hands and know what they want right away.

That is business.

Don't prolong the dealing with one customer in order that some other clerk will have to attend to the wants of a second which are intricate and tedious.

You will find that poor business.

You are making a mistake in laughing at the fellow who writes in violet ink on tinted paper nicely perfumed and printed with a monogram or motto and soiled by his fingers. "Send me won grose uv mr jones shew tax today Shure-Xpres." His writing may look a cross between knot holes and season cracks, but

There's business in it.

Standard goods have a standard price.
Look out for the fellow that has something just as good for a good deal less.

That's skin business.

Common sense is not unconstrained.
Experience is common sense well trained.
Education is both common sense and experience thoroughly instilled in the brain.
Common sense doesn't cost anything.
Its lavish use pays big in experience, but as a rule nothing in this world is so miserly used.
Common sense will never get you into trouble.
Common sense will often get you out of a scrape.

Apted Bros.

. . . FOR EVERY
. . . DESCRIPTION OF

Printing



54 YONGE ST.
TORONTO

PRICES RIGHT . . .
TELEPHONE 1785

ORDERS BY MAIL RECEIVE PROMPT ATTENTION



Patent medicine won't do what common sense can do.
Your own common sense is worth far more to you than the other fellow's.
It don't pay to misrepresent in selling.
There are no wild, weird mysteries in business.
To the mystified customer a careful, full explanation is best.
Keeping nothing back inspires confidence.
Confidence secured is a permanent customer made.
Chromos with bargains do not hold like solid information.
Know all about your business from start to finish.
If you cannot explain a point it is a fault, and it is your fault.
Don't get stuck twice for the same lack of information.

—W. H. E. C. in Business.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

WORKS: Paterson, New Jersey, U.S.A.

Manufacturers of FILES AND RASPS.
Superior quality fully guaranteed.

CAPACITY OF WORKS: 1,200 doz. per day.



Illustrated Catalogue Price Lists mailed on application.

PLEASE MENTION THIS PAPER WHEN WRITING US. Agents, M. & L. Samuel, Benjamin & Co, Toronto.

BINDER TWINE.

Refrain from purchasing Unknown Brands when you can secure the Old Reliable

Crown, Red Cap and Blue Ribbon.

Read carefully what the Toronto Globe states regarding our Company under date June 11:

'Wholesale dealers have received the price list of Binder Twine this week from the CONSUMERS' CORDAGE COMPANY The price list last year was lower than the previous season, and the quotations this year are 1 to 1½ per cent lower than they were last season. This was hardly expected after the deal which brougnt the various cordage mills in Canada under the control of one concern; so that we have the somewhat singular sight of a combine reducing prices."

The Old Wooden Bucket Must Go

Indurated Fibre Ware.



No Hoops, No Joints, Cannot Leak, Swell, or Water Soak.

The E. B. Eddy Co.
Mammoth Works
Hull, Canada.

Jessop's Steel.

This brand which has earned the title of the "Standard Tool Steel of the world," can always be relied upon by consumers. A full assortment of best and medium qualities kept in stock, at lowest prices.

A. C. LESLIE & CO., Agents,
445 St. Paul St. Montreal. 18 Front St. West, Toronto.

"Burham"
PORTLAND CEMENT.
BEST ENGLISH BRAND MADE.

Canadian Consignees :
McRAE & Co.,
Ottawa and Toronto.

MUNN'S LIQUID GLUE.

The Strongest, Cheapest and Best.

Put up in all sizes. Circular and price list on application. KENNEDY BROS., Agents, 101 Bay St., Toronto.

For sale by the following wholesale houses in Toronto :—

H. S. HOWLAND, SONS & CO.
THE HEMMING BROS. CO.
THE ART METROPOLE.
WILLIAM BROWN, Carriage Hardware.

SAY !

If your Jobber can't supply
Kearney and Foot's Files
Write
W. S. McGREGOR, Agents,
11 and 13 Front St., Toronto.

Excellent Quality ! Reasonable Price !



ADAMS-MARS BEST.

CALVANIZED SHEET IRON. SP

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J H. CAMERON, 10 Front St. E

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	24, 25½
Strip "	25, 26½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
Bradley M.L.S.	
I.C., usual sizes	$6 00 $6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.XXX., "	8 50 8 75
D.C., 12½ x 17	4 00 4 25
D.X., "	5 00 5 25
D.X.X. "	6 00 6 25

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 00 8 25
I.X. Terne Tin	10 00 10 25
Old process I.C.	13 00
" " I.X.	16 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	7 7¼
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Iron, per 100 lb	$2 05	2 15
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	2 50	2 60
Hoop " "		2 60
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inc	$2 45
16 "	2 35
¾ " and thicker	2 25

Sheet Iron,

1 to 20 gauge	2¾, 3
22 to 24 "	2⅝, 2¾
26 "	3, 3¼
28 "	, 3½

Canada Plates.

Blaina	½ bright 2 65 2 70
Abercarne	2 65 2 70
Lion	2 65 2 85

Iron Pipe.

Wrought 62½ per cent.
Galvanized, 35 to 37½ per cent.
Cast, soil, 2, 3, 4 and 5 in., 50 and 10 to 60 per cent.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5¼, 5½
28 " "	5½, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5¼, 5½
28 " "	5½, 5¾

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	5¾ 6
" ¼ " "	5½ 5¾
" 5-16 " "	4¾ 5
" ⅜ " "	4⅜ 4¾
" 7-16 " "	4¼ 4½
" ½ " "	4 4¼
" ⅝ " "	3¾
" ¾ " "	3 1-5
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B.S "	0 14 0 14½
Lake Superior	0 13 0 13¼

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 22 $0 25
" round & square 1 to 2 in	0 20 0 23

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 16 0 17
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 17 0 18

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 " "	0 19 0 20
" 50 lb and above per lb	0 18 0 19

Boiler & T. K. Fitts.

Plain Tinned per lb	0 21
Spun " "	0 25

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20 0 21
" " 27 to 30 "	0 23 0 25
" " 30 and up	0 26 0 28
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 06½ 0 06¾
Domestic "	0 06¾ 0 06¾

Zinc Sheet.

5 cwt casks	0 06 0 06½
Part casks	0 06½ 0 06¾

Lead.

Imported Pig, per lb	0 03½ 0 03¾
Domestic "	0 03¼
Bar, 1 pound	0 05
Sheets, 2½ lbs, per square ft, by roll	0 04¾ 0 05
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¾ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Standard	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 13½ 0 14
Other makes "	0 13 0 13½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	4½ 5
No. 1 Do "	0 5
No. 2 Do "	0 4½
No. 3 Do "	0 4

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 10
2nd qualities "	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
Venetian Red (R.C.2) " "	1 50
Ven Red, Cookson's "	1 80 1 90
English Oxides per cwt	3 25
American " "	2 25
Canadian " "	1 75
Paris Green, per lb	0 13 0 15
Burnt Sienna, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 65
Extra "	1 00
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50

Linseed Oil (in bbls)

Raw, per gal	0 56½ 0 57½
Boiled "	0 59½ 0 60½

Turpentine (in bbls)

Selected Packages, per gal	0 50

Note—Cut lengths, net price; ton lots 25 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Castor Oil.

Best, per lb	0 07½ 0 08½

Cod Oil.

Cod Oil, per gal	0 48

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 13
Cabinet makers	0 17 0 18
White	0 16 0 17

Liquid Glue.

F. LePage's, dis. 20 to 25 per ct. off list.

HARDWARE.

Ammunition—*Cartridges.*

Rim Fire Pistol, dis. 40 to 45 p.c. Amer-
Rim Fire Cartridges, Dom. 50 and 5.
Rim Fire, Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 10 p.c

Shot.

Canadian, dis. 12½ p c.; ton lots, on shipment 17½ per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55

Thin card wads in boxes of 1000 each, 12 and smaller gauges... 0 20
Thin card wads in boxes of 1000 each, 10 gauge..... 0 25
Thin card wads in boxes of 1000 each, 8 gauge..... 0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—
11 and smaller gauge 0 65
9 and 10 gauge 0 75
7 and 8 gauge..... 0 90
5 and 6 gauge 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge..... 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges..... 1 90

Anvils

Per lb 0 10 0 12½
Anvil and Vice combined each..... 4 50

Augers.

Gilmour's, discount 50,50 and 10
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross.... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, ... 0 85 1 60
" handled " ... 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross.....
" Sewing, " .... } 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 and 5 off Revised list to 35 per cent
Steel Clad 20 p.c. dis.

Bells—*Hand,*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, discount 45 per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 to 60 and 10.
Excelsior, discount 60 per cent.
Rockford Common, 60 and 10 to 65 p.c
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking. 9 00
" 2, " " 4 50

Blind Rollers.

Annex .....per doz. 1 25 1 75
Mascot ..... " 1 35 1 85
Erminie ..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 70.
Tire, dis. 50 and 10 per cent to 60 p. c
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... .. 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 to 70 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 65 to 65 & 5 pc.,
Loose Pins, " 65 to 65 & 5 pc.,
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz..... .... 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White, lump, per lb 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c to 65 per cent.
From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0..... .... 1 35
" No 2..... .... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 0
Coil, per doz..... 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—*Stove Pipe*

$1.00 to $2.65 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 50 & 10 to 57½ per cent.
Black Diamond, 50 & 5 per cent. dis to 50 and 7½ Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Toronto File Co., 50 and 10 to 60 p.c., Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 per cent.
Horse Rasps, Kearney & Foote's dis Am list, 50 p.c. to 50 and 10 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft
United inches				
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
57 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

[Discount 10 p.c. off for box lots, and 10 and 5 for 10-box lots.]
Ordinary.
1st break $3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 00 4 50

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0

Ball Pean.

English and Can., per lb . 0 25 0 3

Handles.

Axe per doz..... 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c

Hoe.

C.&B., discount 35 per cent. to 40 p. c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb .. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50
" Shepard's Samson 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per cent.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1

Wrought Iron.

Wrought Hooks and Staples, Can dis. 35 to 37½ per cent.

BOWMAN, KENNEDY & CO.,

LONDON, ONT.

Large consignment of WINDOW GLASS via "Pickhuben," just unloading at our Warehouses.

Full assortment of sizes now on hand. Prompt shipment Guaranteed.

SEND US YOUR ORDERS AND THEY WILL HAVE GOOD ATTENTION.

Wrought Hooks and Staples, Amer- dis. 75 and 10 to 80 per cent.

Wire.

Hat and Coat, dis. 50 to 55 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.

Horse Nails

Canadian, dis. 60 & 10 to 60 & 10 & 7½

Horse Shoes,

Per keg 3 65

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new list.
Copper, per lb .. 0 40 0 45
Enamelled Can. 50 p.c
American, 60 and 5 to 60 and 10 p.c

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P, Can. list dis, 50 p.c.
Bronze, Berlin, per doz .. 2 75 3 25
ronze, Gem, " 6 00 9 00
ss " 8 75 10 00
hutter, porcelain, F & L screw, per gross $1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to 33⅓ per cent.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20 per cent. dis.
Canadian, 37½ to 40 per cent.
Home, each ....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or American Pattern.

Basis—50 to 60 dy	2 30
40dy	2 35
30 dy	2 40
20, 16 & 12 dy	2 45
10 dy	2 50
8 & 9 dy	2 55
6 & 7 dy	2 70

2. American Pattern Only

from 4 to 5 dy	2 90
3 dy. (lath)	3 30

3. Canada Pattern Only

from 4 to 5 dy	2 80
3 dy. (lath)	3 20

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75 per cent. from List Jan. 8, '92. Extras as per List for special nails Terms, 4 months or 5 per cent. cash in 30 days.
Brads & Moulding Nails, 75 per cent. from new list.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... ... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 35 to 37½ per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 57½ to 60 per cent.
Pitcher Spout, 65 to 67½ p.c

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾

Rakes.

Cast Steel and Malleable Canadian list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 50 per cent.
Iron " " 55 per cent.
Burrs, Iron, 30, 33⅓ per c

Rivet Sets.

Canadian dis. 30, 35 per c

Rope

Per lb.

	Sisal.	Manilla.
7-16 in. and larger..	10	10½ 11 11½
¼, 5-16, ⅜ in.....	10½	10¾ 11½ 11¾
Cotton, per lb.....		22 25
Russia Deep Sea, per lb..		13½ 16
Jute ..... " ...		08 08½

Rules.

Boxwood, dis. 75 & 10.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 70 0 75
" N P. " 1 00 1 10

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 and 5 p.c. to 35 p.c
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent
Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb..... 1¾ 2

Saws.

Hand, Disston's, dis 10 p. c.
S. & D., dis. 35 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frame only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 5 00 6 00

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 77½ per cent., dis.
Wood, R. H. " 72½ per cent. dis.
" F. H. Brass 75 " "
" R. H. " 70 " "
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P,, 70 per cent.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 40 to 50 p.c

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ¼ gross boxes..... 3 25
" ½ and ¼ gross boxes per gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Snaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons.....per gross 7 50 12 00
Dessert " ..... " 21 00 .....
Table " ..... " 30 00 30 00
Dessert Forks.... " 24 00 .....
Medium " .... " 27 00 .....
Table " ... " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 and 10 to 80 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4¼ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.
Stocks and Dies, Amer. dis. 25 per cent.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2, " " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet, gimp, blued, 50 per cent
" tinned, dis. 50 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 50 per cent.
" Tacks, 45 per cent.
Trunk and Clout Nails, dis. 60 p cent
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks and Nails, dis. 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each . 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c

Thimbles.

Asbestos, filled, per doz., 25 to 33⅓ p. c

Ties.

Cow, per doz 1 25 2 50

Tinner's Shears and Snips

P. S. & W., 10 p.c. advance on American list.
Canadian net list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz.

Traps

Game, Newhouse, dis 33⅓ per cent
Game, H & N., P.S. & W. or Steel, 60 and 10 to 67½ per cent.
Mouse, per doz..... 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mottl'd, pr. pack. 0 50 0 60
" cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb ....
" jute " ....
" Blue ribbon 0 12½
" Red cap..... ..... 0 11½
" Crown..... ..... 0 10½
" Silver Composite 0 09

Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 21 to 26c. lb.
Copper Wire, 5 to 10 p. c. off Amer. list
Iron and Steel, bright, annealed, oiled, coppered, galvanized, spring, nail, bolt, rivet, etc.
15 per cent. f.o.b Montreal, off revised list, Dec. 1, '92.
Plus 10 cents f.o.b. Hamilton.
" 10 " " Toronto.
" 14 " " London.
Broom Wire 6 to 6¾c. per lb.
Clothes Line Wire, 19 gauge, per doz. coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart
" 4 " 4 & 6 " } 4¼ 4½
" Plain twist, 2&3 wires
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 0 04½
Ditto Glidden 2 point 0 04½
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 04½
Steel staples 0 04½ 0 04¾
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c,.
Standard, dis. 60, 60 & 10p.c.
Coe's Gen'ne, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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TRADE MARK FOR HOLLOW WARE.

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REGISTERED TRADE MARK FOR WM. ROGERS, KNIVES, FORKS, SPOONS.

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WITH AND WITHOUT OVEN ATTACHMENT.



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EVERY STOVE A DOUBLE HEATER.

By a patented device, the cold air usually found along the floors or under the base is drawn up through circulating air flues and over the fire, and is then thrown out at the top of Stove into the room, or may be conveyed to any other room by attaching a pipe to the cellar.

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E. & C. GURNEY CO.

TORONTO, ONT.

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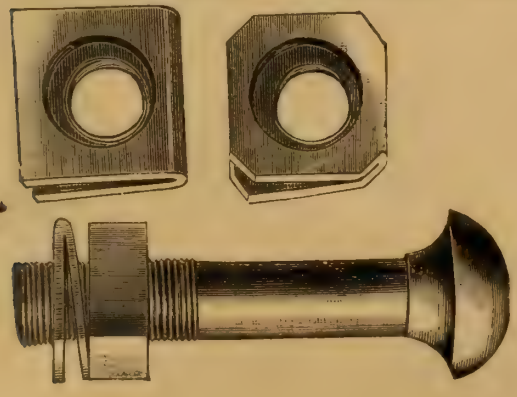
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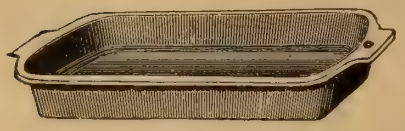
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MADE OF THE BEST QUALITY OF SIEMENS-MARTIN PICKLED AND COLD ROLLED STEEL.



THIS PAN is drawn by means of dies and is finished with a flanged edge as shown in the cut. This flanged edge enables the housewife or cook to lift the pan easily and safely from the oven.

The superiority of this seamless pan over the old style pan made of common stove pipe iron is apparent at first glance. Its advantages, briefly enumerated, are :—

1. The absence of lapped edge, seams and wire bead which collect and retain grease and filth of all kinds.
2. The superior quality of metal and the shape of the pan which prevents it from warping and twisting, which is the case invariably with the old style lapped edge pan.
3. The pan retains its shape, thereby insuring an even bake.
4. It is much cheaper as it will outlast several of the old style pans.

Made in the following sizes: 8x10 in., 8x14 in., 10x15 in., 12x17 in.

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THE "PITTSBURGH" LAMP?

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Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalled Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during this season.

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Puritan Baking Dishes,
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Puritan Tea Steepers,
Five o'clock Tea Kettles.

All goods are manufactured from the best material and workmanship and are therefor strong and durable, possessing a superior finish and handsome appearance. No kitchen should be without them.

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